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CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

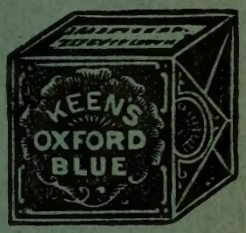
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JULY 6, 1906. NO. 26

A Line Without a Competitor

Now is the time and season to remember that

Keen's



Oxford Blue

is a sure, safe and steady seller. All jobbers stock it.

Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

STARCH

Benson's

"Prepared" Corn and

Edwardsburg

"Silver Gloss" Starch

These two lines in your stock speak for judgment in buying; they also make for steady trade and profit.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

Your Soap Trade

Develop it.

Make the most of it.

Make it pay.

Properly handled, it's a profitable part of your business.

Soaps sell all the year round.

Soaps of quality—they please, not only sell more easily and in larger quantities, but they carry more profit.

The Albert Oatmeal Skin Soap gives universal satisfaction by its unique qualities.

It's a real skin food.

As a general toilet soap for family use, it is a very remunerative line to carry.

"Albert Oatmeal Skin Soap"

One of the excellent lines manufactured by

Albert Soaps Limited, Montreal.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.,	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

Instant Powdered

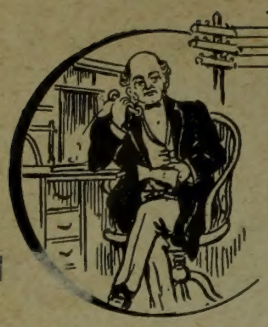
This is put up in packets making one quart of rich **Gelatine.**

It dissolves **instantly** in hot water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.

ontreal and Toronto. General Agents.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

W. E. BIDWELL
Broker and Commission Merchant
27½ FRONT ST. EAST
TORONTO

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

TOMATOES
FIGS
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

Winnipeg Storage
in BOND or FREE
For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance
TEES & PERSSE Limited
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMON

(Continued on page

SNAPS FOR SUMMER SELLING

ALL ORDERS SHIPPED SAME DAY AS RECEIVED

OUR PRICES ARE RIGHT

WE SOLICIT YOUR ENQUIRIES BY MAIL IF OUR TRAVELLERS DO NOT CALL—

LOBSTERS—*NEW PACK*

Although the pack will be 40 per cent. short this season we are offering very close prices on

"BEAVER" brand, ½s & 1s **NOW IN STOCK.**

HADDIES—*NEW PACK*

THISTLE
CONNOYS
GIDNEYS
} Special quotations on 5-case lots

SARDINES—

We are quoting special prices on both

DOMESTIC and IMPORTED

Our travellers are showing full line of samples

SALMON—

We have a very heavy stock of all grades and are quoting under present market prices.
——DROP US A CARD for special prices if interested——

FOR HOT WEATHER

Now the hot weather is here, you will make more money selling summer drinks than any other line you can handle—As there is lots more hot weather to come, YOU WILL MAKE NO MISTAKE IN STOCKING UP WITH

"ROWAT'S"

LIME JUICE
LIME JUICE CORDIAL
LEMON SQUASH
RASPBERRY VINEGAR

IN FANCY GLASS STOPPER DECANTERS TO RETAIL AT **25** cts.

The best selling and most profitable line on the market.

"MONTSERRAT" LIME JUICE—

PINTS and QUARTS—

"SOVEREIGN"—

LIME JUICE
LIME JUICE CORDIAL
RASPBERRY VINEGAR
and FRUIT SYRUPS—

GUARANTEED ABSOLUTELY PURE—

Split bottles to retail at 10 cts.
Pint " " " 25 "
Quart " " " 50 "

——SPECIAL QUOTATIONS ON ALL THE ABOVE BRANDS——

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO,

Don't make the mistake

of judging the tea taste of your customers by the colored and sweeping claims of imitators of

JAPAN TEAS

Don't assume that

because certain teas look like Japan Teas that they have their wonderful natural **flavor, aroma, richness, healthful** and **invigorating** properties. You may **paint** the rose, but it is after all only a dead thing.

Buy and insist upon getting

JAPAN TEAS

1906 PACK

Our 1906 pack Fruits, Vegetables and Meats will be, as usual, of the very best quality.

Our factories are now being overhauled, and the newest machinery is being installed where necessary.

We have now over thirty of the most modern-equipped factories in the world.

Our factories being situated in the midst of the Fruit and Vegetable Farms of Canada, ensures goods being packed when at their best.

Our processors have had over a quarter of a century's experience in canning and preserving.

Quality and Cleanliness is the policy rigidly enforced at each of our thirty factories.

Our 1906 pack will be the best ever packed anywhere. We guarantee the quality of all our goods.

Remember the brands, viz.: "Canada First," "Auto," "Little Chief," "Log Cabin," "Horseshoe," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River" "Jubilee," "White Rose," "Deer," "Globe," etc.

If you want pleased customers stick to our brands exclusively.

CANADIAN CANNERS, Limited

CEYLON GREENS

The past ten years has been the decade of Ceylon Blacks. In that time the Black Teas of Ceylon have swept all competitors from off the Canadian market. There is no competitor within hailing distance.

The next decade belongs to the Ceylon Green Teas. There is no doubt about it. Merit will tell, and merit and up-to-date methods rest with the Ceylon Tea Growers.

As the Canadian Black Tea drinkers received with enthusiasm the delicious black teas of Ceylon so the Canadians who prefer the green flavor are showing every evidence of receiving the Ceylon Greens.

The grocer who is looking to the future will make Ceylon Greens the leaders in his Green Tea stocks. It will pay now. It will pay even more abundantly in the future.

CEYLON GREENS CEYLON BLACKS

Are the Teas of the present and of the future

THE
OLD HOMESTEAD FLAVOR

You know how delicious were the fruits and vegetables you used to get on the old homestead. They were delicious, because they were fresh from the garden and still retained all their natural deliciousness.

You have wished many a time that you could taste their like again. Well, you can. You will find that Old Homestead Brand canned goods retain the fresh flavor in a remarkable manner.

Try Them for Yourself

and you will be convinced of the soundness of our claims. We can make these assertions because we have the goods to back up our statements.

There is no shadow of doubt about it, Old Homestead canned fruits and vegetables are the best line of canned goods that can be bought anywhere.

If you supply your customers with the Old Homestead Brand, you will delight them. They will want nothing else. They will want only one thing, and that is **more.**

Send in for a trial order and you will wear the smile that goes with a fat bank book.

OLD HOMESTEAD CANNING CO.

PICTON, ONT.

IMPORTERS ASK OUR PRICES FOR

Valencia Raisins,
Currants,
Shelled Almonds,
Shelled Walnuts,
etc., etc.

Barbadoes Molasses,
West Indian Sugars,
Maple Sugars,
etc., etc.

D. RATTRAY & SONS

Commission Merchants

QUEBEC **Montreal** OTTAWA

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME. - - MONTREAL

Are You Looking For a Saleable Specialty

that will satisfy your customer and make money for you?

Paterson's Worcester Sauce

exactly fulfils these requirements.

ROSE & LAFLAMME
AGENTS
MONTREAL

"BE ABREAST OF THE AGE"

"Don't be a Fossil." It doesn't pay. The world is moving pretty fast now-a-days; modern ideas in trade and commerce must prevail. Never mind the past—It's gone. Tallow candles used to be "the light of other days," but who would tolerate them now?

The same with Japan Teas. So long as they stood alone, the people had no choice in the matter, but their relentless rival, "Salada" Natural Green Tea, has taught the trade and the public a lesson in "Tea Quality" and now Japans are on the down grade, to stay down; and this is their just deserts.

Salada Green Teas are sold in sealed packets only, same form, style and prices as the famous Black Teas of "Salada" brand.

Wholesale terms and samples from "Salada" Toronto or Montreal.

ROYAL YEAST CAKES

A PURE DRY-HOP YEAST.

When you put Royal Yeast Cakes on the shelves of your store you know that it is the standard.

Our reputation in the manufacture of good household articles for over 50 years stands back of it.

Your customers are always pleased.

Merchants should recommend food products that are produced in clean factories.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Order from your wholesale grocer. Awarded gold medal, Toronto Exposition 1905.

These dog days of July cultivate a big thirst. Grocers are profiting by weather conditions in keeping well stocked with

Lytle's Lime Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

Sold by Your Jobber or direct from

THE T. A. LYTLE CO. LIMITED

TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

☞ **Cut this ad. out and paste it up as a reminder.**

The Lakeside Canning Company, Limited

Wellington, - Ontario

ARE YOU LOOKING FOR

A Reliable, Active Brokerage Firm?

ARE YOU ANXIOUS FOR

A Share of this Growing Western Business?

THEN

Communicate With Us.

We have an excellent trade connection. We ***Store*** all classes of ***Goods*** at ***Calgary*** and ***Edmonton.***

A Solid Brick Warehouse with ***Track Privileges*** and ***Low Insurance Rate.***

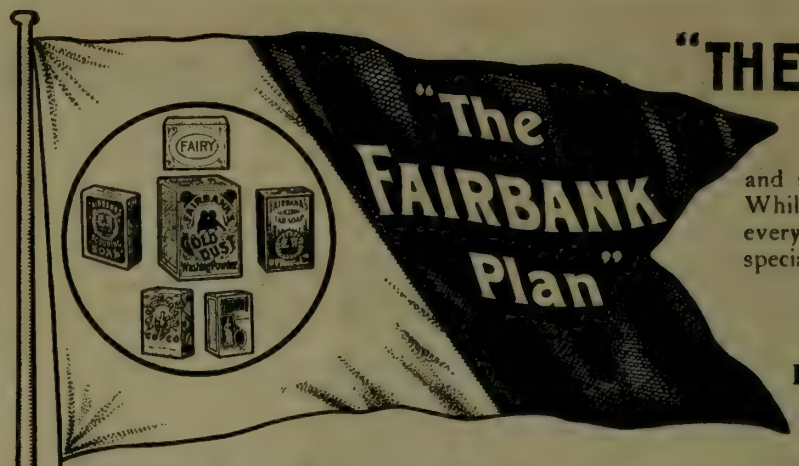
We sell exclusively on a Commission basis, and have travellers constantly covering the entire Province.

WRITE OR WIRE US YOUR OFFERINGS

THE DOMINION BROKERAGE CO., Limited

Wholesale Merchandise Brokers and Warehousemen

CALGARY and EDMONTON, ALBERTA



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

WRITE THE

Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
LIME JUICE
FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
SWEET CIDER
BANANA CIDER,
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar.

ORDER NOW

Taylor & Pringle Co., Limited

OUR

"SAFELIGHT"

Safety, Silent Matches are now on the market.

NO NOISE
PROMPT LIGHTER
STEADY BURNER
PERFECTLY SAFE

Do not order before you see our prices

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Valencia Raisins,
Sultana Raisins
Currants, Etc.

Get our Prices before Buying.

THOS. BELL, SONS & CO.,
MONTREAL

Representing:—

A. Mahiques Paris,	**Denia**
P. G. Barff & Co., Ltd.,	**Smyrna**
Drivelopulo Freres,	**Patras**

Supplied under Contract to the British and Indian Governments

For Salad or Pickles

A ***good*** vinegar is as essential as wholesome green stuff.

Our Vinegar—White, Cottell's Pure Malt—

is 100 per cent standard, with no adulteration, no acid: A perfect vinegar with natural flavor and aroma. Standing absolutely in the front rank. Its delicate bouquet gives the final perfecting touch to a salad. Let us mail you samples. Send us a card.

White, Cottell & Co., Warner Rd., Camberwell S.E., LONDON, ENG.

SOMERS BROS., - - TORONTO, ONT.

THE IMPORTANCE OF GOOD STORE FIXTURES

IS SECOND ONLY TO THAT OF A WELL SELECTED STOCK

"GOOD" FIXTURES SHOULD PROVIDE FOR

EFFICIENCY of Service
ECONOMY of Space, Time and Labor
CONVENIENCE to Dealer and Customer
CLEANLINESS that Prevents Waste and Loss
INTERIOR DISPLAY that Encourages Buying

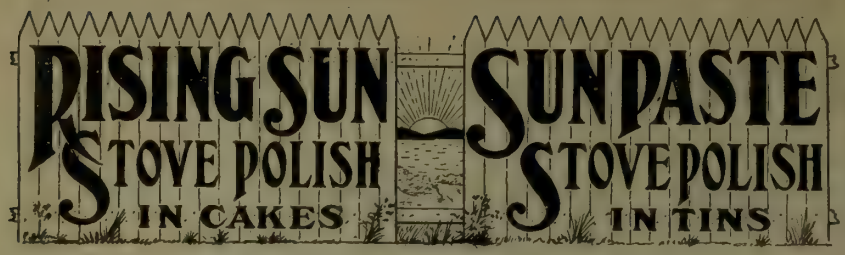
WALKER BIN FIXTURES

FULLY MEET THESE REQUIREMENTS

Write for Illustrated Catalogue "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., Ltd., - Berlin, Ont.

J. H. MAIDEN, Montreal Agent



You Get Almost All the Credit

from your customers when you sell a proprietary article that pleases. The manufacturer gets but little of the credit. Stove Polish is no exception. You please a customer every time you sell RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. You get most of the credit. The customer pleased is coming back TO YOU for more. You also make a good margin of profit on these goods. They are right every time you sell them, and then you have our guarantee. It will pay you to push RISING SUN and SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

DO YOU SELL COFFEE ?

HAVE you any customers who, while buying most of their household necessities from you, **don't buy coffee** at your store? Why is it? Simply because they think **better** coffee can be got somewhere else. Just to meet this condition we have specially blended and packed in handsomely embossed one-pound tins a coffee **so good** that, if once tried, these customers who now go elsewhere for coffee will buy that also **from you** with the rest of their goods.

OUR **White Swan blend** is a coffee for **particular** people. It so pleases popular taste that nothing else seems quite as good. It is a coffee that **makes** trade and **keeps** it. Try a sample lot and see how your coffee sales will grow.

THE ROBERT GREIG COMPANY

LIMITED

White Swan Mills

TORONTO

Margin is not Everything.

PURNELL, WEBB & CO'S. (Bristol, Eng.)

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.

AGENTS:

J. W. GORHAM & Co.	HALIFAX, N.S.	J. WESTREN,	630 Ontario Street, TORONTO
R. JARDINE,	ST. JOHN, N.B	BICKLE & GREENING,	HAMILTON, ONT.
H. HAZZARD,	CHARLOTTETOWN, P.E.I.	J. CARMAN,	WINNIPEG, MAN.
A. J. HUGHES,	1493 Notre Dame Stree , MONTREAL	C. E JARVIS & Co.,	VANCOUVER, B.C.

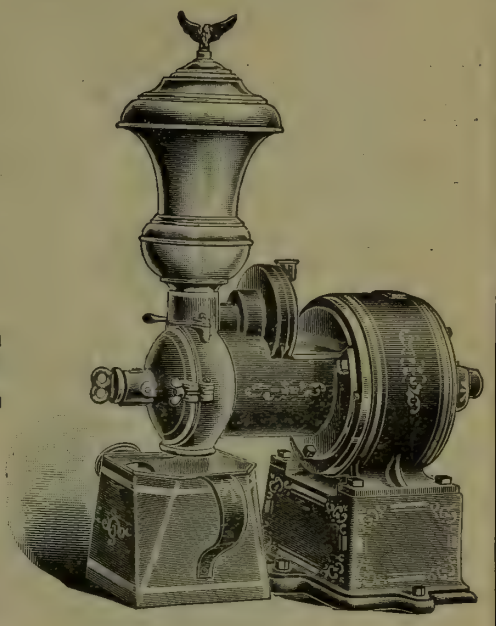
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing ana places you under no obligation.

Tear off here and mail to us today

The N. C. R. Company
Dayton Ohio

Please explain to me what kind of a register is best suited for my business This does not obligate me to buy

Name

Address

No. of men

It's Hard To Find Their Equal

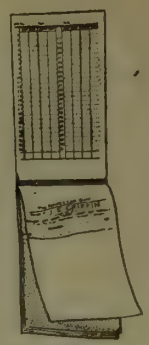
SPECIAL DUPLICATING COUNTER CHECK BOOKS

take the place of the old "one-color" style and simplify the work.

The bigger your business the greater need you have for these books.

The smaller your business the greater need you have for making your business bigger—by accurate accounting.

Drop a postal and we will send you particulars.



The Carter-Crume Company, Limited
TORONTO and MONTREAL

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discoun ts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros , Montreal.
Gorman Eckert & Co., London, Ont.

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

100 CANDLE POWER

½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

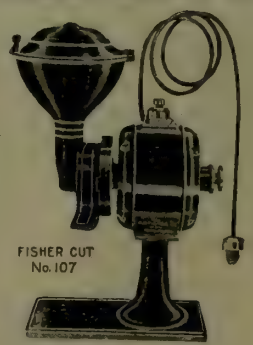
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

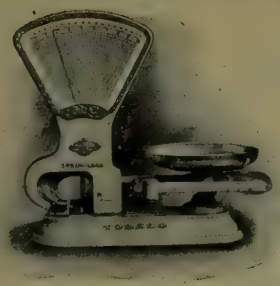
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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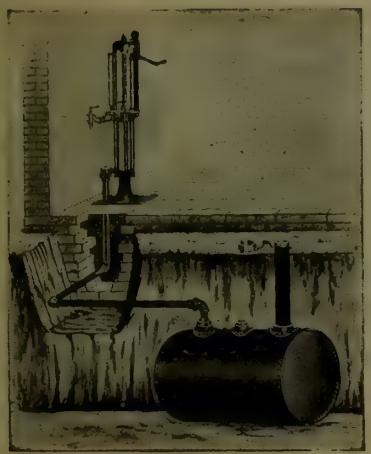
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

How About Your Gasolene?



CUT No. 42.
Tank Buried, Pump in Store.
One of Fifty.
Good for Kerosene, too.

Perhaps you have a Bowser Self-measuring Outfit for kerosene and, if so, are pleased with it. Why not buy a Bowser now for gasolene? Every advantage which it offers for kerosene is more than duplicated with gasolene, for gasolene is the most volatile of liquids.

It's worth thinking about, isn't it? Just drop us a postal and let us show you where you can save.

Send for Gasolene Catalog "B"

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

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A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
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Manufacturers

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Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

NEW STRAWBERRIES

2-lb. Tins. No. 1 Goods. Heavy Syrup.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Compact Goods for Outings

MILK, Sweetened.
REINDEER CONDENSED MILK
combines the purest milk with the best sugar.

CREAM, Unsweetened.
JERSEY STERILIZED CREAM
is the purest milk evaporated to the consistency of cream, and thoroughly sterilized.

COFFEE, REINDEER CONDENSED COFFEE
is Coffee, Milk and Sugar combined, ready to use.

COCOA, REINDEER CONDENSED COCOA
is Cocoa, Milk and Sugar combined, ready to use.
A cup of excellent Coffee or Cocoa is made by simply adding boiling water.

HOW IS YOUR STOCK

Truro Condensed Milk Co. Limited
TRURO, NOVA SCOTIA.

One Step Not Enough For Me!

Don't be satisfied with a little bit of progress or a little bit of profit !

Move by strides, not inches !

Don't rest content until you have a stock of

Mrs. Rorer's Saratoga Chips

After you get them you'll be more able to talk authoritatively about profits.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont. Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

2 BRANDS OF COFFEE that have won for themselves a reputation throughout Canada—

The guarantee that goes with (E) "Diamond E." blend has made trade for buyers and pleased consumers.—You cannot make a mistake in placing an order for a **trial tin,** it will put new life into your Coffee trade.

Our 1-lb. tin ***"CLUB"*** brand Coffee at ***33c.*** per lb. is without a peer.
Send for sample.—Try it yourself.—You will buy it for your best trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

RICE

We are headquarters for Fancy Grades.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

A Few More Useful Seasonables for Camp or Home

French Prunes
Asparagus and Peas
In Glass
New Strawberries
Rennet Tablets
Burnett's Coffee Clearer
Waterglass Egg Preserver
(Tried and not found wanting)

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

We Want Your Window

If you take a pride in your window displays, let the trade know what you are doing.
Send us a good clear photograph and a short but explicit description of what is "behind" the scenes and we will gladly reproduce the photograph in our Window Dressing Department, giving due credit to the proprietor and the clerk who dressed the window.

ADDRESS, "THE EDITOR"
THE CANADIAN GROCER
10 FRONT ST. EAST, TORONTO

Summer Drinks
In Stock—full lines

Montserrat Lime Juice
Sovereign Lime Juice
Lorrimer's Lemonade Crystals
Klemm's Tube Sodas
Crushed Fruits } All flavors
Fruit Syrup }

WARREN BROS. & CO. Limited
TORONTO

TO OUR CUSTOMERS

Parry Sound, Nipissing and Algoma Districts

We have engaged the services of Mr. J. D. Walker to represent us on above territory.

Mr. Walker has been at headquarters, getting acquainted with our stock and getting posted, and left for his ground on the 1st July, and will advise his customers by card of his intended calls.

We trust to be favored with a generous share of your trade, which will receive our best attention.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

To the Trade :

We take pleasure in notifying our many friends that Balfour & Co. have withdrawn from the Canada Grocers Limited, and have re-organized under the style of Balfour, Smye & Co.

Tartan BRAND

SIGN OF PURITY

will be our Trade Banner as in the past Mail and Phone Orders our specialty. Long Distance Phone 596.

Thanking our many customers for past favors, and soliciting your future patronage, we are,

HAMILTON **BALFOUR, SMYE & CO.**

TRADE AND ITS ORGANIZATIONS

Credit Men's Convention at Baltimore—$1,000,000,000 of capital—An Influential Gathering—Interesting Address on Merchants' Associations, Their Use and Benefits.

Five hundred members of the National Association of Credit Men out of a total of 7,590, gathered in Baltimore, June 13, 14 and 15, at their 11th annual convention. They represented capital investment of $1,000,000,000. They are the men who decide for their firms the extent of, if any, credit a customer is to have. The membership increased 1,511 during the year. The subjects they discussed related principally to legislation looking to the prevention of fraud, organization and co-operative methods of furnishing information.

What They Have Done.

President O. G. Fessenden, New York, in his annual address, said :

"Since the associations of credit men have come into existence results have been accomplished in many directions. Closer relations have been effected between the wholesaler and his customers, and a mutual confidence, a most valuable asset, has been established. You and I know the conditions which existed prior to the formation of our organization. Many of the business houses had no real system of credits. Information when most needed by a credit man from his fellow credit man was slow in coming, and when received was often useless.

"A distrust, based on lack of acquaintance, or a fear of each other, existed in the minds of many of the credit men of the country. How great the difficulty of getting creditors to act in concert in a case of fraudulent failure those of us who unfortunately were interested know full well. The cases of creditors combining to help an honest but unfortunate debtor to get upon his feet were few and far between. The great merit of adjustment bureaus was not generally recognized. The laws of many of the states in matters pertaining to creditor and debtor were unjust to both and a constant source of delay and loss. The conditions mentioned are but a few of those which confronted the credit man in 1896. Our work is by no means finished."

Mercantile Organization.

Most interesting, however, to readers of The Canadian Grocer, were some sections of an address by C. F. Shoemaker, Philadelphia, on mercantile organization. He said in part :

"Your associates may compare samples of fabrics and finished goods, of crude articles and refined products, but you men are judges of brains. When an applicant for credit presents himself, you not only inquire as to his financial position and his habits, but you likewise take thorough judgment as to his mental ability, and it is this feature, quite as much as the others, that I have mentioned, which helps to produce your final judgment as to his worth.

"Mercantile associations may be broadly divided into three different classes :

"The first class comprises organizations which are distinctly local and the scope of whose work is limited almost entirely to the immediate field of their operations. Some of these, like the boards of trade in some of the larger cities, have been in existence for nearly 100 years, and derive their claim for existence chiefly upon their extreme respectability and the memories of their achievements in the past. Others, composed of bright, progressive, up-to-date business men, are to-day actively engaged in thoroughly sifting every question which arises as to the welfare of their respective communities and stand as factors which must be counted within the promotion of honest and judicious government and in keeping their respective cities in the front rank.

"The second class consists of associations which comprise, we will say, a large part, generally more than the majority, of the houses representing some special line of business, either wholesale or retail, and generally covering the entire country in their scope.

"The third class, to which our association belongs, comprises those which are formed from many localities and from different lines of business, for some specific purpose, to combat some particular grievance, or to reform some particular line of abuses.

A Surprising Number.

"It will, no doubt, be surprising to some of you to know the extent to which this tendency to organize has grown. From the best authorities at my command I am informed that there are now between 2,000 and 2,500 mercantile associations existent in this country, and one of the most recent movements in this direction has been the formation of a national association of presidents and secretaries of national associations, this being intended to act as a sort of clearing house for their entire constituencies.

In the Olden Days.

"It is difficult for one in these days to conceive the atmosphere of isolation in which the merchant of former days existed. My own early business education was received in a large house, the head of which was a man of great ability, keen, far-sighted, decisive, and prompt in action. He was in every respect a typical merchant, and I have never seen his equal, and yet, in the entire 20 years during which my engagement with this house continued, I never knew him to enter the place of business of a fellow merchant in his line, and in turn his competitors held themselves as far aloof from him as he did from them. This utter change in mercantile spirit constitutes one of the remarkable features of the present age. The merchants and manufacturers of to-day cheerfully give to their associations and competitors a volume of information which all the detective force in the United States multiplied 10 times over, and with all the money which it could spend, could not secure, if it were not voluntarily given.

Source of Profits.

"Another result of the work of mercantile organizations is the charge that is sometimes made that this spirit of co-operation leads to increased profits, and excessive prices to the ultimate buyer. This I deny. Competition to-day is more active, keen-eyed and alert than ever before, but it finds its best returns in improved service and ingenuity of methods. Whatever increase of profit may be reached is the result of more skillful handling, and the abolishing of unnecessary trade machinery. In my opinion, there never was a time when merchandizing, and, in fact, all kinds of business, was handled as expeditiously and as cheaply as it is to-day.

"Another thing which mercantile organizations may possibly bring in their train is—collision with the law. The central thought which should constantly animate all those connected with them is, that in a legal sense, mercantile bodies of this kind are not units of themselves, but only aggregations of individuals. Members of mercantile associations must not, and should not, enter into binding agreements to do certain things. The province of the association is, by careful investigation, to ascertain what lines of action are likely to be most beneficial, and to recommend its members to pursue such a course.

"Each member must retain his individuality, and if he considers it his best business policy to pursue a certain business course, he should do so because he, himself, considers that it will advance his individual interest, and not from any sense of coercion. The American public of to-day is exceedingly distrustful of combinations, trusts, and all sorts of alliances. This feeling some years ago found vent in the passage of what is popularly known as the 'Sherman Anti-Trust Bill.' "

HALF HOLIDAY IN CALGARY.

During July and August all the retail stores in Calgary will be closed on Wednesday afternoons. An energetic committee has been hard at work for the last three or four weeks securing the signatures of Calgary merchants to a petition for a Wednesday half holiday. The necessary percentage has been secured and a by-law goes into effect during July and August, closing every retail store on Wednesday afternoons. Calgary clerks have worked hard for this and they were given very effective support by the Calgary papers.

SALES MANAGER DEAD.

George A. Wilson, for 21 years an employe of the John Taylor Co., Toronto, and latterly sales and advertising manager, died on Saturday, June 23. He was a native of Durham County, Ont., and was 35 years of age.

THE HALIFAX MODEL

How Business and Civics Co-operate in the Nova Scotia Capital—Some Good Work Done by the Joint Committee.

(Special Correspondence of Canadian Grocer.)

The Joint Commercial Committee of the City of Halifax was inaugurated in 1888, and the success that has attended its efforts has been most gratifying. This committee is composed of representatives of the Halifax City Council and the Board of Trade, the appointments from each body being made annually. The present committee is composed of Mayor Robert T. MacIlreith and Aldermen I. B. Shaffner, J. A. Johnson, J. B. Douglas, and A. A. Hayward. The board of trade members are the president, A. M. Bell, J. E. DeWolf, Geo. S. Campbell, George E. Faulkner, W. J. Clayton, and J. P. Cox. All of the above with the exception of the mayor and Alderman Johnson are prominent business men, and have large interests at stake in the city. Mayor MacIlreith is a lawyer and Alderman Johnson is the resident manager of the Mutual Life Insurance Co. of New York.

The committee was formed with the object of furthering the interests of the city and the port generally. The meetings are held at the call of the chairman whenever matters of importance are to be considered. In the majority of cases the meetings are private, the joint committee considering matters much on the same lines as a board of bank directors. No publicity whatever is given to the matters **deliberated upon**, until such time as they are in proper shape.

As an instance of how the committee works I may state that some time ago the merchants of this city wanted a flour shed on the waterfront for the storage of flour on its arrival at the terminal by train, no suitable building being available for the purpose. The matter was placed before the committee, the latter viewed the proposition favorably, and representations were made to the Department of Railways, with the result that a site is now about being selected for the building, and its erection in all probability will be commenced in the immediate future.

The terminal facilities of the port generally have been improved as the result of the work of this committee, and the freight rates granted to Halifax compare favorably with other ports, the committee keeping a close tab on the changes. The committee has been agitating for years the establishment of a fast Atlantic steamship service from Britain to Canada, a service equal to the best to American ports.

Much of the success of the work of the committee depends on the mayor, who is the chairman and in most cases the matters that are considered in committee are left in his hands to have them brought before the proper authorities.

Mayor MacIlreith, though quite a young man, is most active, and he is deeply interested in all civic affairs, of which he has a thorough grasp, being a member of the city council for three years before being appointed chief magistrate.

Through his activity the police force of the city has practically been remodelled, all the elderly men superannuated and the force brought up to a high standard. Mounted officers now patrol the outskirts of the city, and the men of the force have been fitted out with the latest uniforms, and they all wear gloves now. Many at the outset thought this modernizing of the force was too far advanced for a city the size of Halifax, but they have since fallen in with the idea, as the change is altogether for the better. The force has been fashioned as nearly as possible after the "Broadway Squad" in New York. Civic improvement is on the tapis everywhere in Halifax just now. Paint is being applied freely on scores of buildings, old fences in the residential districts are giving way to pretty lawns, and the principal business streets are being paved at a cost of $200,000.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

733.—Vegetable and farm seeds. — South African firm desire the names of first-class firms in Canada who can supply them with vegetable and farm seeds. They at present import largely from France, England, Germany and the United States, but wish to do business with Canada.

734. Baled hay.—Cheshire produce firm wish to obtain prices of baled hay c.i.f. Manchester.

742. Barley.—Manchester firms wish to obtain samples and prices of barley from Canadian exporters.

746. Toilet soaps—Lancashire firm of toilet and household soaps wish to extend their trade to Canada and will be glad to correspond with Canadian importers.

747. Canned apples.—Manchester firm ask for prices of canned apples c.i.f. Manchester.

751. Apples.—Yorkshire fruit firm desire to get in communication with a Canadian shipper of apples, c.i.f. Liverpool. At least 200 barrels per week.

752. Apples.—Newcastle fruit firm ask to be put in communication with shippers of Canadian apples.

753. Hog products, cheese, etc. — Yorkshire wholesale grocer desires to get in communication with Canadian exporters of hog products, cheese, butter and canned goods.

754. Apples.—Newcastle firm desire to hear from Canadian shippers of apples, c.i.f. Newcastle.

756. Apples.—Newcastle firm invite correspondence with shippers of Canadian apples.

757. Timothy and clover hay.— Hull produce firm desire immediate quotations for timothy and clover hay, in large quantities.

758. Apples.—Large Newcastle firm desire to get in direct communication with large shippers of Canadian apples.

759. Cheese, butter, etc.—Large Hull provision firm desire to get in communication with Canadian exporters.

760. Apples, pears and tomatoes. — Newcastle fruit merchant desires to hear from exporters.

761. Apples.—Hull firm desire to hear from Canadian exporters of apples in large quantities ; must be well packed.

762. Apples.—Newcastle firm desire to get in touch with shippers of Canadian apples.

763. Chilled chickens.—Hull provision firm desire to hear from Canadian shippers.

764. Apples.—Newcastle firm ask for correspondence with Canadian shippers of No. 1 apples.

765. Apples.—A large firm (Hull) of apple importers, requiring 500 barrels per week throughout the season, ask to be put in communication with shippers of reliably packed fruit, subject to Canadian Government inspection. Cash against bill of lading.

767. Creameries, etc.—Firm of commission agents in Scotland are seeking wholesale agencies for Canadian creameries, and grain and flour exporters.

768. Biscuits.—Firm in the Midlands manufacturing biscuits are seeking to extend their Canadian connections, and contemplate the appointment of an agent in the Dominion.

769. Agencies.—London firm of export merchants are seeking buying agencies for Canadian firms desiring representation in Great Britain.

770. Cheese and dairy salt.—Liverpool firm manufacturing cheese and dairy salt are desirous of establishing a connection with Canadian creameries and cheese factories.

772. Canned fish, fruits, etc.—London firm are open to purchase supplies of Canadian canned fish, fruits, and vegetables, also oatmeal and cereal foods, and would like to hear from producers.

773. Agent.—Glasgow firm of Scotch whisky merchants seek suitable Canadian resident agent.

NEW WINNIPEG WAREHOUSE.

A new six storey warehouse is rapidly being completed for Herbert Radford in the heart of the Winnipeg wholesale district. Warehouse accommodation in a central location in Winnipeg is very hard to get and Mr. Radford is building for investment purposes, intending to sell or rent when the structure is completed.

The new warehouse is within a block of the city hall and in the centre of the wholesale grocery and hardware district. In the immediate vicinity are the warehouses of Foley, Lock & Larson, Marshall Wells Co., Merrick, Anderson Co., G. F. Stephen & Co., Codville-Georgeson Co., Pilkington Bros., J. H. Ashdown Hardware Co., Alex. Macdonald Co., McClary Mfg. Co., and many other leading wholesale firms that might be mentioned.

The warehouse is to be completed by August 1 and as it is on a corner with light on three sides and a spur track, there is little doubt that it will soon be the home of one or two good wholesale firms. Like most Winnipeg warehouses, it is solid mill construction, built to last for a century.

EFFECTIVE ADVERTISING

The lifeless grocery ad is too often seen in Canadian newspapers. By lifeless is meant that class of retail advertising which will (apart from name and address) answer for any grocery store.

Some retailers assume that because they are selling certain branded goods, nothing more is needed than the mere mention of names and prices.

While this may justly be assumed in particular instances, in other instances such an assumption is erroneous because the goods not being advertised are sold to the dealer largely on past reputation.

When the advertising on certain articles is "cut down," obviously the grocer must begin little talks of his own to keep alive the enthusiasm, or put his attention on some other line.

The grocer must do this for the reason that manufacturers are now placing competitive lines on the market and advertising them solely to get to-day's business. Such manufacturers are not bothering about the goods selling three years hence. They intend to have new lines by that time.

So a grocer's ads should, as far as possible, tend to bring the grocer himself prominently before the people, that his description of goods will carry more weight.

In retail advertising the people generally heed or disregard what is said in proportion as they know the grocer, not the goods.

Are you trying to run against the popular tide of advertising? Are you treating lightly the arguments of the town newspaperman? Have you sized up the situation and made your decision final?

Have You Just Moved Into Goldmonte?

Are You Looking for a Grocery Where the Goods are Always Good?

We are just the people to see.

There is nothing on the market that we do not carry or cannot get.

We have a reputation for delivering in time, too.

Just 'phone us NOW, and we'll attend to your wants NOW.

GOLDMONTE'S GOLDEN RULE GROCERY,
Snelgrove St.

HIGGINS & STAFFORD, Proprietors

An Ad. Design for Transient Trade.

Where a grocer depends on transient trade, advertising is as necessary as quick service. Where a grocer has a "round," advertising is not as necessary as in the first instance, still even in such cases it has its mission.

The transient trade man must always be in the limelight, as it were. There must always be something attractive about his store.

While the grocer with a round looks to have a steadfast trade he must constantly be making additions to offset losses due to customers moving away, or changing allegiance because "some friend has opened a store," etc.

Two totally different styles of advertising are required for the two different styles of doing business. The transient customer will be caught on what is advertised for the time being, the regular customer will be led to buy on the presentation of the case in general and then continue to patronize on good evidence that the presentation was not ephemeral.

There are a number of guaranteed articles on the market that have no particular sale in this country simply because the grocer believes he could not sell them and so will not stock up.

A manufacturers' agent, speaking to the writer the other day, said he had just come from a big grocery store and had failed to persuade the manager to take up this proposition:

He would ship ten cases of an A1 line of English goods at a special price and on the understanding that the lot could be shipped back at invoice price if they didn't sell.

The manager said he wouldn't take the goods as a gift because he couldn't give them away and therefore they would only be using up store space.

The big store, like countless stores throughout the country, had voluntarily tied itself up to another article that had been boomed for three or four decades.

The agent says the grocers claim the people will not take any other line but the one they sell. Only a small number, however, have made or are willing to make a test.

Are you running your store on a prejudice of this kind? Are you refusing to stock up guaranteed articles simply because other lines had the market first and seem to enjoy a preponderance of popularity?

A grocer cannot risk much on an order wherein the seller ships at his own expense and will re-ship at his own expense and refund the purchase money if the goods do not sell.

Tell salesmen of new but reliable goods to advertise and sample liberally and then you will give them a trial.

A. A. B.

HINTS.

Watch the wholesalers' and manufacturers' ads. week in and week out. They give you many timely points for your own ads.

Never mind competitor's successes—i.e., don't let him think you mind them. Keep your eye on his ways and tell your clerks to do the same.

When you have billheads, envelopes, etc., have them printed in a manner becoming your store. Good stationery is a good advertisement.

Once and awhile take a peek at the advertising you did six months previously. Sometimes past work suggests new ideas.

Keep in close touch with some of the big city papers and see what new goods are being advertised.

Have enough system to be able to say your place is run methodically.

Here's a Chance to Spend and Save

I have just received a consignment of

NEW LAID EGGS

from a Plymouth farmer. He sells me his stock regularly. As there are only

40 Dozen

in the consignment the need of acting quickly is apparent.

Call or 'phone.

Harrison Holt

Leghorn and Coulter Streets,
OAKWOOD

An Ad. Design for Regular Trade.

THE TRAVELER'S LETTER.

The hotel 'bus from the midnight train
Brought only one passenger through the rain;
A commercial tourist weary and sad,
For trade had been dull and collections bad.

Not a single order was on his book;
The disgust he felt was shown in his look.
With a careless hand he wrote his name
On the page of a book unknown to fame.

The drowsy night clerk all signatures scanned,
Then a letter placed in the drummer's hand;
See how he starts, what a smile of delight
Comes over his face at the welcome sight.

Open the envelope is quickly torn,
And over his face so weary and worn
Now flits like sunbeams after a storm
Smiles of joy as the message takes form.

Thus clouds of despair that will often appear
To the traveling man sometimes in the year,
Are quickly dispelled by such simple means
As one friendly letter—how queer it seems.

So wives, sweethearts, brothers and chums,
If you know where we'll be when Sunday comes.
Write us if your time will permit,
Draw on us at sight and our thanks we'll remit.

IDEAS FOR THE INDUSTRIOUS

THE WAY TO BUY FREEDOM.

By Arthur Brisbane.

In the days of slavery an unusually intelligent negro would be permitted to buy his freedom. The master realized that the slave, working free, with some incentive, would produce much more than under compulsion, and he would arrange to sell the slave his own time for so much per day, or sell him the right to buy his freedom absolutely.

What would you think of a negro who in those days would have refused the chance of freedom?

You would say that the man was made to be a slave, and he ought to be a slave.

But do you realize that when you fail to save money you are refusing a chance to buy your freedom?

Are you a free man when you don't know where the money will come from to take care of your family or yourself the week after next?

Are you a free man when you don't own a foot of the surface of this earth, which men buy and sell to each other?

Are you a free man if you haven't accumulated and saved that which makes you independent of other men?

Do you imagine that having your body owned by a man is so very different from having your time and your future owned?

Make up your mind that you will start in to buy your freedom.

We would not suggest to any man that he should free himself from wage dependence in order to be idle. If we believed that a man would accumulate money enough to let him do nothing—and then do nothing—we should much prefer he never might save money. Every man should work, and want to work, as long as there is strength and energy in him.

But it is also true that every man should be in a position to do the best work that offers. He ought to be in a position to seize a good opportunity. He should be in such a position that if duty told him to he could devote himself to the welfare of others, to working for his fellow-men, instead of working for ever for his breakfast, luncheon, dinner and bed.

Money is crystalized labor. The money that you have saved up is all that you have to show materially for the efforts of your past life.

What has become of the money—little or much—that you have received in the past?

It has gone into your stomach, in pleasure, in clothes, unless you have it to show now. Of course, if you have really spent it as you got it for a family that needed every shilling, all honor to you.

But how many men and women can truthfully say that? How many can deny that if they had the will power they could save something and still do their duty?

Remember that this resolution to save means not only the accumulation of money, but the formation and strengthening of character.

Nine times out of ten the man who begins to save stops some kind of foolishness. Economy means giving up something, and the wise man usually manages to give up that which is bad for him. When you begin to save you begin, as a rule, to sleep longer, to drink and smoke less, to waste less time among unprofitable friends.

The saving of money not only means independence in the future, but it means better use of time in the present.

STOREKEEPING AS A CAREER.

Technically, the terms storekeeper and merchant are analogous, but commercially and practically speaking they are different. In trade the wholesaler and great retailer commonly are known as merchants, while the owner or keeper of a retail store of moderate size, located either in the large city, in the small city, or in the country town or village, commonly is known and classified as a storekeeper. Perhaps the best definition of storekeeper is "small retail merchant."

There are few callings more certain than that of the storekeeper, says the New England Grocer. If he understands the fundamental principles of business, he is certain of a livelihood and is reasonably exempt from failure, provided he is satisfied with a moderate income and does not overspread in business or in living. Most of the storekeeping failures are due to marked inability, extravagance, carelessness, inattention or an attempt to do a larger business than the field warrants. Almost any boy of average ability and good habits who is willing to work and is reasonably cautious can become a successful storekeeper.

The Best Fitted Boy.

The boy best fitted to be a good storekeeper shows, even at an early age, a natural trading propensity. The sharp boy is likely to fail. No matter how much dishonesty pays, or seems to pay, in general business, it is essential that the storekeeper be honest. The customer he makes to-day is a customer he has to-morrow. The bulk of his trade is permanent and not transient. Sharp practice of any kind, although it may pay under certain large city conditions, is sure to be fatal to the success of local storekeeping. The storekeeper comes in direct contact with most of his customers. He knows them socially as well as in a business way. His personality counts as much as does his store. He is part of the goods he sells, and he must keep himself, as well as his goods, in good condition.

Be a Good Citizen.

A common school education is essential, and the boy should graduate from a high school, if possible. A college education will do no harm. Such training is likely to do him lasting good, but it hardly can be considered necessary. The world never forgets the good citizen. The world immediately forgets the man of money only. Go through our "Who's Who in America," and other books of men of mark, and not one-tenth of one per cent. of those registered as worthy of having their names printed there are men who are known for their money.

Storekeeping should be encouraged. We need more small stores and fewer big ones. We need more men in business for themselves and masters of themselves. We need fewer salaried men and wage-earners and more men who, although at the head of their business, do part of the direct work themselves. I would advise every boy, whether he be of the city or of the country, who does not have a pronounced love and a recognizable ability for some professional calling, seriously to consider becoming a storekeeper and adding himself to the ranks of common responsibility.

YOU MUST "GRIP" THE DAY'S WORK.

Two dangers threaten every executive. He can get so far away from the blood and bones of his business that he loses his grip on the day's work. Or he can hug petty routine, department matters, so tight that the big needs and opportunities romp by unobserved. The sheriff's flag marks the end of both courses. The way of success lies between.

Clamp down the line between oversight of your business and too close attention to details. Get the work done, but keep time to think and plan.

Every department of your factory or store needs you six days a week, says System. Not your bodily presence so much as your personality—the conviction that the slightest slump in sales, output, quality of product will bring the chief pounding down to find the sticking point and fix the blame.

The only way to hold this belief in you at its legitimate work of earning profits is to keep in touch—to know your business.

You cannot do this by looking over your balance sheet once a month at a weathered-oak desk in the front office. You want detailed, bed-rock facts and first-hand news of what is happening at your lathes, your counters, your shipping room—down on the firing line where profit and loss never quit quarreling.

PRACTICAL PHILOSOPHY.

When the outlook is not good, try the uplook.

Have the courage to appear poor and you disarm poverty of its sharpest sting.

If a man expects and believes great things of himself, it makes no odds where you put him.

The man who has lived longest is not the man who has counted most years, but he who has enjoyed life most.

If a man were to place himself in an attitude to bear manfully the greatest evil that could be inflicted on him, he would suddenly find that there was no evil to bear.

TOO TRUTHFUL.

Yeast—He says he believes there are as big fish in the sea as ever were caught.

Crimsonbeak—It's evident he's no fisherman.

FRUIT CROP REPORT.

Outlook not so Favorable for Apples —Plums Poor—Cherries Good— Few Peaches.

APPLES.—As was to be expected the reports for the month of June on apples are not quite so favorable. There are many reports of serious droppings, and the general tone of the reports would place the crop at not more than medium. In forming an estimate of the crop the classification of apples into Early, Fall and Winter should be kept in mind inasmuch as the three classes may have an entirely different value.

In Western Ontario early apples are reported almost a full crop, the Fall and Winter apples a medium crop, Baldwins and Spies light. If, however, the season should prove a warm one the whole of the apples in this district will be classed by apple buyers as early shipping stock.

In the southern peninsula early apples are almost a full crop, the Fall apples less and the Winter apples only a medium crop.

In the district east of Toronto 21 per cent. of the correspondents reported the crop light, 53 per cent. medium and 27 per cent a full crop.

Reports from the Annapolis and Cornwallis Valleys, District 6, indicate a crop above medium but not quite a full crop. The tent caterpillar, the bud moth and canker worm have all been particularly severe, and it is not improbable that the codling moth will appear later. Summer and Fall apples will be slightly above a medium crop. Gravensteins have set very heavily. Nova Scotia Kings and Russets have also set well. The Baldwins in Nova Scotia will be light.

The British Columbia crop of apples will be about the same as last year.

PEARS—The prospects for pears have deteriorated during the month. In Western Ontario and the southern peninsula, producing the largest commercial crop, Kieffers are reported a full crop, Bartletts a medium crop with many failures, Clapp's Favorite, Anjou, Bosc and similar varieties, less than medium. This condition will also hold good for British Columbia.

PLUMS—Plums are almost a failure, no large section reporting even a medium crop. The American varieties are producing best; the Japanese varieties are almost a total failure.

PEACHES.—Correspondents report 17 per cent. of the crop of early peaches a failure, 17 per cent. light, 35 per cent. medium and 31 per cent. a full crop; late peaches, 12 per cent. of the crop is a failure, 21 per cent. light, 43 per cent. medium and 24 per cent. a full crop. There will probably be some shortage of good canning peaches.

CHERRIES.—Cherries are everywhere being marketed a large crop, of good quality and freer from insects than usual.

GRAPES.—Grapes are reported in good condition almost equal to last year.

SMALL FRUITS. — The strawberry crop is maintaining the conditions reported last month. Prices are 10 per cent. higher than last year.

The estimate for raspberries is about the same as for strawberries.

FOREIGN COUNTRIES.—The continental apple and pear crop is reported medium to good. The prospects for the English apple and plum and pear crop have fallen off seriously, and if this is confirmed by next month's reports market conditions will be materially changed for early and Fall apples.

RETAIL GROCERS HOLD MEETING.

The Retail Grocers' Association held a meeting in their rooms, 270 St. Catherine street east, Montreal, on Thursday evening, June 28. There was a good attendance, some thirty or forty members being present. P. Daoust, president of the association, occupied the chair. Only two matters were dealt with during the course of the meeting. These were the picnic, which is to be held July 18, and the matter of the delegation going to Ottawa to interview the Government.

Several of the picnic committee chairmen made reports as to the work which the respective committees had accomplished. A. Laniel, chairman of the games committee, stated that the programme of sports was completed. It is an interesting one, there being no less than twenty-two events. Mr. Laniel stated also that the grounds were in excellent condition. A Sarazin, chairman of the dance committee, has completed arrangements for this part of the day's pleasure. An efficient orchestra has been provided for the occasion. The prize committee, of which M. De Repentigny is chairman, reported satisfactory progress, some $500 worth of prizes having already been obtained. J. A. Beaudry, chairman of the railway committee, has, as usual, arranged this part of the programme satisfactorily. The excursion will leave the G. T. R. Bonaventure depot at 9 a.m., July 18.

Several short addresses were made regarding article 520 of the Criminal Code in reference to which a delegation consisting of some fifty members is now in Ottawa.

PRINCE EDWARD ISLAND EGGS.

Just at present Prince Edward Island eggs are rather an important factor in the Montreal egg market. These eggs have a great deal to do with the maintenance of fairly level prices. But for them, egg arrivals from the west would keep the prices up pretty well. As it is, the Prince Edward Island eggs counterbalance the western and keep the market more or less steady. Shipments of P.E.I. eggs are received in Montreal every other week. Most arrivals come by boat, the rail shipments being of little consequence. The eggs are picked up at various points in Prince Edward Island, there being no fixed loading place. It is almost impossible to determine just how many cases of these eggs are disposed of in Montreal during the Summer, since figures are no two years the same. Beginning towards the middle of May, however, the eggs continue to pour into Montreal till the Fall. They are not, as a rule, fit for anything but immediate disposal. They are rarely candled. They are, nine times out of ten, sold as straights, owing partly to the fact that they become heated during the time they lie in the boat. The price they command is anywhere from half a cent to a cent less than the figure obtainable for the western eggs. Their quality does not come up to that of the western. For the purpose for which they are used, however, they are quite satisfactory, and they fill an important place in the egg trade of Montreal.

CURRANTS NOT CURRANTS.

Dried currants are not currants, says the Commercial Tribune, of Minneapolis, in a short story as told by the learned grocer. They do not grow as our native currants do, on bushes, but are in reality a small grape, called corinths, but the term corinth was years ago corrupted into currant. The domestic currant might be dried till the crack of doom without getting any nearer the conditions of the Grecian currants than it is at present. The corinths grow in bunches about the size of a stem of red currants, and are so full of sugar that when they are picked and dried they run together in lumps, which take a lot of work to separate.

CHANGE OF TRAVELERS.

W. S. Fair, who was on the traveling staff of James Turner & Co., Calgary, during 1905, and on the traveling staff of James Turner & Co., Hamilton, for the earlier months of this year, has decided to return to the Calgary house. His place is being taken by J. D. Walker who has been covering Parry Sound, Nipissing and Algoma districts for many years, for groceries, and who has been at headquarters getting acquainted with the stock and thoroughly posting himself. Mr. Walker left on the first of the month and will cover the ground north and west of Emsdale.

CANNING COMPANY'S MEETING

At a meeting of the shareholders of the Tilbury Canning Co., the following directors were elected: W. J. Moffatt, W. C. Crawford, J. S. Richardson, J. A. Tremblay and J. A. McGregor. E. R. Dromgole and H. J. Callwood were elected auditors. The directors elected the following officers: President, W. J. Moffatt; first vice-president, J. S. Richardson; second vice-president, J. A. Tremblay; third vice-president, J. A. McGregor; secretary-treasurer, W. C. Crawford. A call of 25 per cent. on the subscribed stock was ordered.

COW TESTING ASSOCIATION.

The cows in the Princeton, Ont., test are making a steady improvement, the average yield being 10 lbs. of butter fat higher than in April. These tests are being conducted to demonstrate what results can be obtained by making a study of what can be done in the way of care and feeding to increase the production of milk and butter fat. Eighty-five cows were tested, the average yield being 816 pounds of milk, containing 28.5 pounds of fat.

CONDENSED MILK FOR B. W. I.

Edgar Tripp, commercial agent at Port of Spain, Trinidad, states that last year the value of condensed milk imported from Canada amounted to £826 as against nothing two years ago. As the annual consumption amounts to about £25,000 there is still room for great growth in Canadian exports of this commodity.

NO MORE NETS.

The Government of Quebec have prohibited the issuing of netting licenses in their inland lakes. Fish in these waters have become very scarce and the step has been taken none too soon.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Brackman-Ker Milling Co., Calgara Alta.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Bell, Thos. Sons & Co., Montreal.
Campbell, Wilson & Howe, Calgara, Alta.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Northwest Jobbing and Commission Co., Lethbridge, Alta.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co, Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper. Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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A PLACE TO GROW.

"A perusal of the customs returns of Newfoundland for the year ended 30th June, 1905," says E. D. Arnaud, commercial agent in Newfoundland, in the Weekly Report, "reveals the fact that there are still several items on the list of imports, in which Canada does not figure as prominently as it should, and might do, if Canadian exporters gave a little more attention to the requirements of this market.

"While it is quite true that the imports from Canada have doubled in volume during a period, in which those from Great Britain have remained about stationary and goods from the United States have fallen off 50 per cent., which is a very satisfactory position from the Canadian standpoint, there seems to be no good reason why it should not be still further improved upon.

"It is mainly a question of price and quality of goods offered, and that if Canadian exporters can do at least as well as their competitors abroad in these respects, they will have very little difficulty in still further increasing their sales in this colony.

"In recent years there has been such an improvement in the means of transportation by railway and coastal steamers, as well as in direct communication with Canadian ports, that the reason why trade was so largely directed into other channels, has disappeared to a considerable extent, and at the present time every facility is given by the granting of through bills of lading by the Reid Newfoundland system to reach the most distant outports of the colony."

Mr. Arnaud furnishes a list of thirty-four articles in which he thinks Canada should do better, judging by the value of importations from the United Kingdom, Canada and the United States. Here are a few of the figures: Glassware, U. K., $14,448; Canada, $7,342; U. S., $12,291. Groceries, U. K., $68,-434; Canada, $24,829; U. S., $50,515. Jam, U. K., $7,105; Canada, $59; U. S., $50. Canned meats, U. K., $1,380; Canada, $245; U. S., $25,265. Bacon and hams, U. K., $4,256; Canada, $1,-444; U. S., $16,166. Beef, U. K., nothing; Canada, $20,343; U. S., $220,-280. Pork, U. K., $1,082; Canada, $44,397; U. S., $305,701. Soap, U. K., $21,286; Canada, $3,650; U. S., $5,703. Sugar, U. K., $29,711; Canada, $3,766; U. S., $94,871. Lard, U. K., nothing; Canada, $1,126; U. S., $42,914.

AN AGGRESSIVE ASSOCIATION.

A most interesting mercantile organization is the Merchants' Association of New York, the president of which is Clarence Whitman, and the first and second vice-presidents Gustav H. Schwab and Henry T. Towne, the latter being president of the Yale & Towne Manufacturing Co., New York.

The objects of the association are of a varied character, as is shown by Bulletin No. 21, issued on June 25, giving a summary of recent work done by the executive committee whose names are given above. Matters before Congress, the State Legislature and the New York local government are considered by the association and where necessary expert engineers, etc., are employed to investigate problems before recommendations are made to the lawmakers. The questions dealt with in Bulletin No. 21 comprise (1) waste and leakage of water and its prevention, (2) amendments to Customs Administrative Act, (3) registration of trade marks in Cuba, (4) regulation of consular fees, (5) regulation of express and sleeping car companies by Interstate Commerce Act, (6) relief of San Francisco, $185,358 being sent, (7) preservation of Niagara Falls, (8) ship subsidy, (9) laws delay and condemnation proceedings, (10) compulsory metric system bill, (11) fire insurance, (12) pocket guide to New York for distribution to visiting merchants, (13) illegal structures on docks, (14) elevated loop to connect bridges, (15) local taxation of consigned goods, (16) postal notes of small denominations, (17) street signs, (18) list of legislation supported and opposed, (19) consular reform, (20) New York bay pollution, (21) reduced railway fares to encourage buyers to visit New York, (22) change in rates on public vehicles.

The wide scope of the association's work is well illustrated by the varied character of the subjects enumerated and the value to the community of such a public spirited body is incalculable. The boards of trade in Canadian towns and cities do good work within their own spheres of influence, but they might well emulate the New York association in its enterprise and breadth of action.

U. S. ANTI-TRUST LAW.

The wave of prosecutions against Canadian manufacturers and wholesalers who have banded together in associations for trade protection in order to overcome the evils of excessive competition has not been without its counterpart in the United States, where similar prosecutions have occurred. The lesson to be drawn from the experience there is that anti-trust laws cannot be looked upon as a remedy, as the trust magnates have shrewd lawyers to look after their interests and when legislation is directed against them they turn the laws into boomerangs by the insertion of cunningly arranged phrases. The Iron Trade Review, of Cleveland, draws attention to this in the following interesting article:

"The present activity of the Department of Justice in proceeding against so-called monopolistic combinations is of more than passing interest to the iron and steel trade, for if the line of action now being followed prevails, not a price control association will be safe from attack. The department has brought action against a number of unincorporated trade associations, notably the National Association of Retail Druggists, having for a purpose the control of ruinous competition by means of selling price agreements. The question at issue is whether any group of individuals in the same branch of trade can legally agree upon a price for which a given commodity is to be sold.

"If the principles enunciated in several judicial decisions of the past two years are to prevail, the business of the country will be shaken to its foundations, for there is scarcely a branch of trade which is not governed by a price agreement of some sort. The theory of the law as interpreted seems to be that any-

thing that tends to limit competition is evil, but business men believe that extreme competition has ceased to be beneficial and are everywhere seeking means to curb its ruinous effects. This is evident on all sides. Not only have we 'official' prices for some products, but every town and village in the country has one or more associations of merchants, the sole object of which is to maintain a fair price. Sometimes the agreement is definite and fortified by penalties, sometimes there is only a vague understanding. According to recent interpretations of the law, it makes no difference how definite and how binding the agreement happens to be; so long as there is an understanding, collusion is charged and assumed.

"The border line of conspiracy in controlling prices has never been determined. The law encourages certain forms of monopoly and punishes others. If a manufacturer of a machine costing $50 chooses to sell his product for $500, he can do so with impunity. But if two or more manufacturers of similar machines agree orally or in writing that they will not sell their competing product for less than a determined price, they become subject to legal proceedings. The question of fair profit or the actual cost to the consumer does not seem to enter into consideration at all.

"Trade associations are a part of modern business. To proceed upon the assumption that they are in principle all bad because they ameliorate some of the worst evils of competition can not fail to have an injurious effect. It has been proved again and again that to allow the competitive struggle with all its scientific destructive weapons to run its ruinous course inevitably brings hardship to the consumer, as well as to the small producer. Price control associations are not confined to this country. In at least one European state they are encouraged and regulated by law.

"It is only by means of trade agreements that the small independent producer can survive in the same field with his powerful rival, and it is a strange commentary upon our system of legislation by popular demand that the very law which was enacted for the purpose of curbing the huge combinations that threatened to crush individual effort is now found to apply only to those whom it was intended to protect."

MANUFACTURERS GETTING TOGETHER.

What should lead to one of the greatest industrial organizations in the world was commenced by the combined Boards of Trade of Niagara Falls, Ont., and Niagara Falls, N.Y., when they recently invited representatives of the manufacturing interests from Canada and the United States to meet and visit the various works on both sides. It is proposed to make this an annual affair, but in which the manufacturers as a whole will be in closer connection. With an annual meeting of this kind where the manufacturers of the two great countries are brought in close contact, questions of mutual and reciprocal interests should be discussed. Matters of tariff and questions concerning methods and materials of manufacture could be brought up and agreements arrived at as to most advantageous methods for the industries of both countries. With the manufacturers of the two countries in unison on certain points the respective Governments could hardly fail to listen favorably to petitions from them, provided they were in harmony with the interests of the masses. Now that the matter has been fairly launched it should not be allowed to drop, and those who took the initial steps should see to it that a great organization is effected having for its object the discussion of broad industrial problems, conducted after the same manner as the great engineering societies.

GIVING CREDIT.

The trend of the times is towards a cash system of doing business, not only between the wholesaler and the retailer, but between the retailer and his customer. Between the latter, however, there is not the definite state of trade existing that there is between the former, although there appears to be no logical reason why such a condition of affairs should not sooner or later be evolved.

A cash basis of selling is the ideal of the retail merchant, but it is not always workable, and particularly is this the case where local competitors make a practice of giving credit. But if a man finds it impracticable to sell for cash there is no reason why he cannot establish a credit system for those who are good customers and must have time, by having stated periods, either weekly or monthly, when accounts must be settled, after which date interest would be charged the same as by a bank. It is unreasonable that a merchant should pay interest to a banker on money to buy merchandise that he sells without either interest or security. The only reason that can be given is that custom has established such methods, and its dictum is considered final, but the man who breaks away from these usages and strikes out on the stipulated time payment plan will find that his anxieties and losses caused by long-time accounts will be almost eliminated.

There might be at first some trouble arise from adopting such a credit system, and even the loss of a customer or two, but as it is the slow-pay man whom the time payment plan is designed to reach, is it not just as well to lose his trade at the outset as to eventually lose it through necessary dunning? If he pays his bills regularly the weekly or monthly plan will be no hardship upon him, but if he is one of the slow pays the sooner he gets into line or drops out the better.

There seemingly must be some credit system, and the man who gives credit must do so under some hard and fast rule, otherwise the constant leaks will largely offset the profit he makes.

EARLY CLOSING.

The hot weather is upon us, and the time for early closing. In many towns there is no arrangement between storekeepers as to what hour shall be observed as the closing hour, each man keeping open as long as he likes, and often longer than he likes, because the other fellows do it. It is a pity that such is the case, but it need not be if an arrangement is made and observed.

Nine times out of ten the other fellow is quite willing to close at a reasonable time, say half-past six, or seven, if he is approached on the subject. Of course there might be one or two who will keep open until all hours of the night to catch the stray shillings, but the after hours trade is desultory, and it is questionable if the business done in this way ever hurt the man who closed up at a reasonable hour.

There is no time better than the present to start an early closing propaganda, which could well be continued after the Summer has gone. Life is short, and time is fleeting, and an hour or two of healthy recreation in God's out-of-doors gives one a zest to return to his work next day, and a vigor to carry him through the Winter months when he is prone to remain indoors. It is safe to say that, looking back at the end of the year, no loss to business will be seen from closing at a reasonable hour, and those who were in the habit of night purchasing will be educated up to buying during the day.

TESTING COWS.

Dairy tests carried on under the supervision of Ontario dairy associations show the good work that these bodies are doing to improve this department of the farm. Some tests showed, as a result of better feeding and care, double the production of butter fat and milk. Other tests showed equally encouraging results; but one of the most practical results has been the education that breed without performance is of little avail. While pure bred stock will of course always give the best returns, there are a good many animals that have the breeding only. What a cow will produce must henceforth be of equal importance with its pedigree.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—

Fish—Revised.

Tomatoes—Decline 10c.

Montreal, July 5, 1906.

Very good trade has been transacted during the week and jobbers state that business is fully up to that of last year in volume. The grocery market presents very little that is new. Trade is in a good healthy condition, but there is nothing worthy of special mention. Tomatoes have declined, as it was prophesied they would in The Grocer a couple of weeks ago. No information regarding the new crops is yet to hand, but it is thought that corn will be higher this year. Other canned goods lines are expected to be about the same in price as last year. The sugar market at present is interesting. An advance is expected any day. Orders for sugar have been good throughout the week. Tea is practically unchanged since last week. Reports from Japan are to the effect that prices are advancing. Molasses presents no new feature, except perhaps the fact that there is some price-cutting going on in Montreal. The trade is not affected, however. Dried fruits remain unchanged. Valencia raisins continue very scarce. Coffee and spices are unchanged. Tapioca is almost out of the market so scarce is it. Rice is moving rather freely. Evaporated apples are still high and scarce. Other lines are normal.

CANNED GOODS—Since last report there has been a decline of ten cents in the price of tomatoes. Dealers are now asking $1.20 per dozen. This decline, mentioned as probable in The Grocer some two weeks ago, has been caused by the desire of holders to dispose of such stock as they held before new crop shipments began to arrive. No quotations have yet been received for the coming season. It is not thought, however, that there will be many changes in prices. Peas are considered as certain to be advanced, since the price last year was too low. Other lines of canned goods are expected to be about the same. Present business is about steady.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " "		1 57½
3's " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
Mackerel	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Talls, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, "	1 57½
1-lb. Flat, 5 cases and over, "	1 67½
1-lb. " less than 5 cases, "	1 70
Arrow brand, 7½ cents less.	
½-lb. " 5 cases and over, "	1 00
½-lb. " less than 5 cases, "	1 02½
Low Inlet.	
½-lb. Flat, 5 cases and over, "	0 95
½-lb. " less than 5 cases, "	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	1 00
Canadian plain herring, per doz	1 00
Scotch kippered herring, per doz	1 35 1 40
" herring in tomato sauce, per doz	1 30 1 35

SUGAR—Prices have been well maintained since last week, but conditions considered, it is not improbable that there will shortly be an advance. The idea is scouted in some quarters, but the trade generally expects an advance of ten cents. Summer business is picking up every day. Some considerable business for early fruits has already been done. The trade is in a healthy condition all around.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

TEA—There has been practically no change in the tea situation since last week. A good sorting business is being done with the retailers. Advices received from Japan are to the effect that prices are steadily maintained and inclined to be higher. As yet there is no news of the second crop, which is of much interest to Canadian buyers, but reports are expected any day. No new Japan fannings or siftings are obtainable locally. The Chinese evidently have got in on the ground floor and are doubtless buying up pretty well everything in this line at present. Indians and Ceylons are unchanged.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

SYRUPS AND MOLASSES—Molasses remains almost without feature. In Montreal there has, of late, been some little cutting in prices, but the market has not been materially affected. There is very little molasses changing hands except that which has been contracted for.

Corn syrups are moving freely, very good business being done considering the season.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

FOREIGN DRIED FRUITS—There is really nothing new in the dried fruit market this week. Business is reported as being fair. Valencia raisins are still high and scarce. Prunes continue firm. Currants are unchanged. Filberts and almonds are quiet. Walnuts are slightly higher, but the market locally is not much affected. Shelled nuts are still firm.

Valencia Raisins—	
Fine off-stalk, per lb	0 05
Selected, per lb	0 05½
Layers, "	0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½

Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	" 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	2	25
"Connoisseur Clusters"	2	50
" " ½-boxes	0	80
Royal Buckingham Clusters," ½-boxes	1	10
" " boxes	3	50
"Excelsior Window Clusters,"	4	50
" " " ⅛s	1	3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		
Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08¼
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned		0 06½
" " in 1-lb. cartons		0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07	0 07½
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

COFFEE—Coffee this week presents no new features. There is a good general business going on, but no particular line is in demand more than another. Jobbers report a very good sorting business such as is usual about this time of year.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SPICES—Spices continue firm, being unchanged since last week. Orders received from different points indicate a hand-to-mouth trade as a rule.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Very good trade is passing in rice at present. Jobbers are still quoting $3.15. Tapioca is almost out of the market, so scarce is it. One Montreal house has an order arriving next month. Twenty-five bags was the most it was found possible to obtain, and this is expected to sell for 7½c. or 8½c.

B rice, in 10 bag lots		3 15
B rice, less than 10 bags		3 25
C rice, in 10 bag lots		3 15
C rice, in less than 10 bag lots		3 25
Tapioca, medium pearl		0 07½

EVAPORATED APPLES — Nothing new has developed in evaporated apples since last week. Prices are still nominal, averaging 12½c. to 13½c.

BEANS—Beans are unchanged since last report. Stocks are not at present very heavy, but there is no great demand on the part of buyers.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—Honey remains unchanged. Orders are very few in number.

White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

MAPLE PRODUCTS—There is no change in the market this week. Business is fairly good along staple lines.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 07	0 08

ONTARIO MARKETS.

FLUCTUATIONS—

Sugar—Firmer.

Raisins—Upward tendency, report of short crops.

Dried fruits—Firm and scarce.

Butter—Firmer.

Lamb skins—Advanced 10 cents.

Toronto, July 5.

A good condition of trade is reported by wholesalers this week. There are no price changes of any moment, but in sugar there is a much firmer tone, and dealers are looking for an advance shortly. California dried fruits are becoming scarcer and some lines—apricots and peaches—are entirely off the market, while all other lines are decidedly firm in price. By the time the new crop is ready to pack it is likely that the market will be bare. The quality of tea coming from India and Ceylon is not very good, except in the high grades which are firm in tone, other grades not bringing a high price.

CANNED GOODS—There is nothing new in canned goods. Green fruits are largely taking their place and the consumptive demand is not large, but stocks are not heavy and prices on this account are firm. Eastern reports speak of a drop in tomatoes but Toronto wholesalers are finding the usual sales at the same prices. Salmon are firm at the recent advance, and in active demand. Canned meats are quiet.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, July 5. 1906.

BUTTER—Weaker tendency. Prices unchanged.

CHEESE — Tendency upward in local market. Prices firm and unchanged.

EGGS—No change in prices.

PROVISIONS—Demand good Prices firm. Hams, all grades, marked up ½c to 1c per lb.; bacon, in some grades, advanced similarly.

Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L S. (Shafferberries)	1 42½	1 40
2's, H. S	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup		2 25

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian	3 00	
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	
1's, " tomato sauce	0 45	
1's, " chili sauce	50	
2's, " plain	0 70	
2's, " tomato sauce	0 75	
2's, " chili sauce	0 75	
3's, " plain (flat or tall)	0 87½	
3's, " tomato sauce (flat or tall)	0 95	
3's, " chili " "	1 00	
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50

Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 75
1-lb. Flat, "	....	1 85
½-lb. " "	....	1 10
Northern River Sockeyes	....	1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 [illegible]
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—The sugar market is decidedly firm and an advance is not at all improbable sometime during the next few days. Reports from the primary markets show considerable strength in raws with little offering, which conditions are being reflected on the local market. There is a good consumptive demand for refined sugar now that the fruit preserving season is on, which also contributes to the firm conditions prevailing.

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 08
Bright yellow	4 13
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls	

COFFEE—Coffee contracts at Brazil are being made at much higher figure than for many weeks past and the market generally shows a sustained firmness. The crop is not so heavy as last year's, and stocks are also lighter than they were at this season of 1905. European markets are firmer with higher prices ruling. Local price conditions are unchanged.

TEA—Trade in tea has been quiet and no outstanding features are reported. India and Ceylon teas are not of the best quality in the lower grades, and consequently are not bringing a high price, but the best grades are quite up to the standard and firm in price at the recent advance of from ½d. to 1d.

MOLASSES AND SYRUPS—The molasses market is irregular, although for some time past a firm feeling has been felt. Most of the supplies at the primary markets have been cleaned out. Corn syrup remains steady and featureless.

Syrups—		
Dark	....	
Medium	0 3[illegible]	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

DRIED FRUITS — California dried fruits are becoming scarcer. Apricots and peaches are entirely off the market and prunes will shortly follow suit. Until the new pack begins to come in, the market will show a scantiness in many lines. Valencia raisin crop reports are much less favorable than they were a couple of weeks ago, and prospects now are for a short crop, but of good quality. Advices from Smyrna say that the crop will be considerably less than the average. Last year the yield was 50,000 tons, but the estimates for this year place the crop at from 32,000 to 35,000 tons. Turkish figs were last year the heaviest crop ever reported, but the indications are for a much smaller crop this year, and prices will no doubt rule slightly higher than they did last season. The outlook is for a good quality.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06¾	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			.... 0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			.... 0 04½
Peaches—			
Californian evaporated, " "			0 14 0 17
Pears—			
Californian evaporated, per lb			.... 0 13
Currants—			
Fine Filiatras	0 06½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 06 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			.... 0 07½
4-crown			.... 0 09
Dates—			
Hallowees	.... 0 05	Fards new choicest	0 09 0 10½
Sairs	.... 0 04	" new choice	.... 0 09½
Domestic evaporated apples			0 13

NUTS—There is no new feature in nuts, this being a quiet season.

Almonds, Tarragona, per lb	0 13½ 0 14
" Formigetta	0 12½ 0 13
" shelled Valencias	0 27 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	.... 0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	.... 0 08½
A 1's, banners and suns	.... 0 08
Japanese Jumbo's	.... 0 08½
Virginia "	.... 0 10

SPICES—Quotations are unchanged.

	Per lb.	
Peppers, blk	....	0 20
" white	....	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole		0 30
Cream of tartar	0 22	0 28
Allspice	....	0 15
Mace	....	0 85

RICE AND TAPIOCA—Rice and tapioca continue at our previous quotations but with a firm market.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl	....	0 06½
" double goat	....	0 07½

DRIED FISH—Quotations are unchanged.

Boneless fish, per lb	.... 0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	.... 6 50

HIDES AND WOOL—Lamb skins have advanced 10 cents. A large quantity of wool is being offered by country buyers, who have bought about two cents above the market, and for this reason there is little inclination for the big buyers to purchase.

Hides, inspected, steers, No. 1	....	0 12½
" " " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
Country hides, flat, per lb., cured	....	0 11
Calf skins, No. 1, city	....	0 14
" " No. 1, country	....	0 13
Sheep skins	1 50	1 85
Lamb skins	....	0 50
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 04¾	0 05¼
Pulled wools, super, per lb	....	0 25
" extra "	....	0 27
Wool, unwashed fleece	0 17	0 18
" washed fleece	....	0 27

N. B. MARKETS.

St. John, N.B., July 3, 1906.

Business is good. There is a generally healthful tone. The past week has been somewhat broken because of the holiday, the more as it directly followed the Saturday half holiday. It meant busy times, particularly for the banks. A holiday for the wholesaler means two very busy days. In markets, while there is little change values are generally very firm, particularly in heavy lines. There is great activity in certain quarters, relating to our coming exhibition. It is usually a success and from the present outlook this will be the best we have ever had. Western people looking for business in these provinces, particularly manufacturers, should not neglect this, the very best opportunity possible to advertise their lines. Beside the advertisement a friendly feeling of great value is created toward those houses who help to make the show a success.

RICE.—Shipments of new rice have been much delayed and buyers are much annoyed.

OIL.—At no season of the year are there lighter shipments in burning oil than at present. Booking for Fall is being actively pushed. Prices quite firm. Lubricating oils have good demand. In paint oils, prices unchanged. Season is getting late. In cod oil there are improved receipts.

SALT.—In Liverpool coarse salt there is an active demand at full prices. At

this season there are regular arrivals. In fine salt there is a fair business.

CANNED GOODS.—In canned goods orders for Fall are being generally placed at open prices. Those canners who are outside usually quote rather under the Consolidated. While No. 2 group goods are chiefly used there is quite a large sale for some of the No. 1 brand. In spot stocks prices are firm, particularly tomatoes, strawberries, peaches, gallon apples and salmon. Oysters are higher and not freely offered. Domestic fish unchanged.

GREEN FRUIT.—In oranges full prices rule. There is quite a trade in California Valencias. Lemons are high and there is a good sale. In bananas, just a good steady supply. For best goods prices hold firm. Pines and melons have a fair sale. Ontario strawberries are now being freely received. Prices rather lower. Rhubarb is still offered and while low is quite firm. Peaches, plums and apricots are being sold, but it is early for these lines.

DRIED FRUIT.—Spot stocks of raisins, particularly seeded, are light. Prices firmer. In prunes full prices rule. For future prunes market is quite easy. For raisins, while prices of California goods are below present figures, there has been no change since first quoted. Peaches and apricots opened high and have advanced quickly. New Valencias for September early shipment are quoted rather above last season's price. Malaga layer raisins, dates, peels and figs are all higher than last year. Evaporated apples very high.

SUGAR.—While price is unchanged market is very firm. There have been quite free arrivals of Scotch granulated.

MOLASSES.—There have been further arrivals of both Porto Rico and Barbadoes molasses. A good stock held, particularly of fancy Barbadoes. Prices are firm.

FISH.—Catch of salmon is good and fairly good prices obtained. These fish are all sold fresh. Dry codfish are hardly as firm, prices still quite high. Pickled herring, though in light demand, bring high prices. Smoked herring are dull.

FLOUR, FEED AND MEAL.—Flour is no higher; fair, steady business. Feed held firm. In oatmeal price is quite high; there is a light sale. Cornmeal holds firm. Beans quiet. Barley and peas quiet.

COMPANIES INCORPORATED.

Canadian Castile Soap Company have been incorporated under Ontario charter with a share capital of $100,000 for the purpose of manufacturing soaps. The provisional directors are R. Cook, W. M. Cram, H. M. Cook, A. H. Pritchard, and W. A. Clarke, with head office at Berlin.

Wagstaffe Limited have been incorporated with a share capital of $40,000 under Ontario charter, for the purpose of acquiring the business of James Wagstaffe and continuing to manufacture jellies, preserves, etc. The provisional directors are James Wagstaffe, Wm. Lees, Thos. Hobson, L. F. Stephens and Nicol MacColl, with head office at Hamilton.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter. Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer. J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Semi-annual convention will be held in board room adjoining the association offices July 26 and 27.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Alameda—R. J. Gibson, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Carnduff—J. H. Elliott, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

An example of the work which the association is attempting to do for its members is afforded by the following self-explanatory correspondence referring to a stock food company which persists in selling direct to the consumer as well as to the dealer:

Arnaud, April 28, 1906.

W. A. Coulson, Esq.,
Secy. R. M. A. of W. C.
Winnipeg.

Dear Sir: I beg to report that the ——— Co. have shipped from Winnipeg yesterday four pails and a box of stock food to one of our customers, Mr. J. Black,

I understand these people are in the habit of selling direct to farmers as their name was mentioned by other members at our last annual meeting. The merchants here are carrying these goods in stock and therefore there is no need of them shipping direct to farmers.

Yours truly,
W. LEDOUX,
Secy. local committee.

Upon receipt of this complaint from Arnaud section, Mr. Coulson wrote the Winnipeg office of this stock food company as follows:

Winnipeg, May 4, 1906.

The —— —— Co.,
Winnipeg.

Dear Sirs: We are advised that on April 27 one J. Black, a farmer residing outside of Arnaud, Man., received from your Winnipeg office four pails and a box of stock food. Now, the merchants in this town are carrying these goods in stock and we do not see the necessity of your shipping direct to farmers. If it is your intention to continue this, kindly advise me.

We do not think it fair to our merchants, especially when they stock the goods, that you forward direct to the consumer.

Yours truly,
W. A. COULSON,
Secretary.

To this letter Mr. Coulson received two replies, one from the Winnipeg agents of the stock food concern in question and one from the head office of the company in Toronto. The letter from the Winnipeg agents was as follows:

Winnipeg, Man., May 7, 1906.

W. A. Coulson, Esq.,
53 Scott Block,
Main street, Winnipeg.

Dear Sir:—We have your letter of the 4th inst. addressed to —— ——, Winnipeg, regarding their shipping goods to a party outside of Arnaud, while dealers have ——— goods on their hands.

I am sending your letter to head office but we think your informant is a little previous in reporting the —— —— to your association. We were informed that they reported the firm of —— —— as agents. —— —— are simply distributing agents at present. However, there is an understanding between the —— —— company and their dealers whereby the company can solicit orders from farmers or allow the dealers a percentage of the profits. The goods are sold at retail prices to farmers.

Just at present we forget the party's name who wrote you, but we wrote him explaining the matter and told him that if he had consulted the —— —— company direct, that the matter would have

been explained to his entire satisfaction.

—— —— expect to get control of these goods for Manitoba and the territories and we expect to sell to only the one dealer in each town; it is certainly not our intention to sell to everyone.

We think you had better write the —— —— company at Toronto if you want any further information regarding the goods shipped to Arnaud and we think you will find their way of doing business is a help to the dealers instead of an injury.

Yours very truly,

—— ——

This letter showed a desire to explain and the company's side of the dispute was presented. The letter from the head office was not so satisfactory.

Toronto, May 11, 1906.

W. A. Coulson, Esq.,
Care the Retail Merchants' Assn.
Winnipeg, Man.

Dear Sir:— Your favor of the 4th inst. to hand with reference to our shipping goods direct to parties in your vicinity. In reply beg to state that we do not see that this can in any way interfere with the Retail Merchants' Association as we have nothing whatever to do with this association.

Trusting that this explanation will be satisfactory, we are:

Very truly yours,

—— —— Co.

To this letter Mr. Coulson replied as follows:

Winnipeg, May 23, 1906.

—— —— Co.,
Toronto, Ont.

Dear Sirs: Replying to yours of May 11, you could not possibly have read my complaint aright. The question at issue is this: Do you think it fair that your travelers should sell direct to the consumer where the merchant of the town is carrying a stock of your goods? We feel that it is not fair for you to stock up a merchant, or merchants, in each town and then sell direct to the consumer without putting the orders through the merchants of the town. It will only mean, if this is continued, that it will be necessary for you to do one thing or the other, sell direct to the consumer or only to the merchants.

Yours truly,
W. A. COULSON,
Secretary.

* * *

A month has elapsed since Mr. Coulson wrote this last letter, but no reply has been received from the firm in question. It will accordingly be necessary to bring the matter to the attention of the association at the semi-annual meeting on the 26th and 27th of the month. The correspondence indicates that the dealers have a real grievance against the firm in question.

* * *

On Wednesday evening of last week there was an enthusiastic meeting of Winnipeg grocers in the association offices in the Scott building. On the hottest night of the year it was scarcely to be expected that any very large proportion of the 72 grocers in the city who are members of the association would be present, and the attendance was, under the circumstances, very encouraging indeed. Among those present were the following: R. Templeton, J. A. Parks, H. Slasor (representing G. B. Andrews), W. J. Kennedy, J. J. Jackson, J. Bloomfield, S. Ling, M. Chariton, John A. Gustafson, Wm. Mahoney, John Dyke, A. F. Heather, J. R. Van Norman, C. A. Cowherd, G. J. Caswell, Secretary W. A. Coulson, and F. R. Munro, of The Canadian Grocer.

Officers Elected.

As the permanent organization of a Winnipeg section had been decided on at a previous meeting the first business was the election of officers. Secretary Coulson and The Canadian Grocer representative acted as scrutineers and the election resulted as follows:

President—R. Templeton.
First vice-president—E. B. Nixon.
Second vice-president—Wm. McLean.
Secretary—J. Treleaven.
Treasurer—J. A. Parks.

General Business.

The secretary supplied each member present with a list of delinquent debtors reported by the various stores in the city and explained that this list was compiled from information supplied by grocers, butchers and hardwaremen. Collection forms would be furnished all members who made application for them. There were already some 72 members in the Winnipeg grocers' section and he hoped very soon to see every grocery store in the city in line.

On taking the chair after his election, Mr. Templeton in a few well chosen words expressed his appreciation of the honor done him and urged all present to work for the association. He had been in business in Winnipeg for 20 years and he thought he knew something of the grievances of the city trade.

A membership committee was then appointed to superintend the organization in the different wards: Ward 1, S. Ling; Ward 2, J. J. Jackson; Ward 3, J. Bloomfield; Ward 4, John Dyke; Ward 5, J. A. Gustafson; Ward 6, S. Elliott.

The president and vice-president were appointed as a committee to join with committees from other branches of the trade in the city in asking the board of health to provide for the removal of garbage from stores the same as from private residences.

On motion of Messrs. Ling and Dyke it was decided to hold regular meetings on the second and fourth Thursdays of each month.

The complaint was made that wholesale produce houses are selling to consumers and there was some discussion of the subject. Action was, however, deferred until next meeting.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 5, 1906.)

MARKET NOTES—

Apricots—Opening price new stock 22c., choice.

Valencia raisins—Prices revised.

Evaporated apples— Advancing 1-2c. per lb.

Dried apples—Advanced 1-4c. per lb.

Tapioca—Advancing.

Clover Leaf salmon—Advanced.

All departments of the wholesale grocery trade showed marked acticity. Dealers at many points where railroad construction is in progress are calling for large supplies for their transient railway trade. Crop reports continue most optimistic in tone and with all prospects pointing to another prosperous year, the trade are buying freely.

Sugar is reported very firm with all indications pointing to an early advance. Buying has been very active during the last fortnight in anticipation of an advance. New apricots will be on the market in a month's time or less and opening prices are very high. The old stock in California is now completely exhausted.

CANNED GOODS—Clover Leaf salmon has been advanced for present delivery and revised prices will be noted below. Jobbers and commission men expect that salmon will command higher prices when new fish is on the market. New lobsters are on the market and are selling at prices quoted below. Clark's pork and beans has been advanced. We quote:

	Group No. 1.	Groups No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	....	4 20
2's, whole, " "	....	3 75
2½'s, whole, " "	....	4 60
2's, grated, " "	....	4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case	....	3 10
FISH.		
Salmon, Fraser River sockeye, per case	....	6 25
" Skeena River, " "	....	6 00
" Rivers Inlet, " "	....	5 90
" Red Spring, " "	....	5 75
" humpback, "	....	4 10
" cohoes, "	....	4 85
" Clover Leaf, 1 to 4 cases	....	6 75
" " " 5 to 9 cases.	....	6 65
" " " 10 to 25	....	6 55
Lobsters (new), ½-lb. flats, per case	....	16 00
" " " per doz.	....	2 15
" " ¼-lb. flats, per case	....	10 50
" " " " per doz	....	2 70
" " 1-lb. talls, per case	....	14 75
" " " " per doz.	....	3 90
MEATS.		
Pork and beans (V.C.P. Co.), 1's, per doz.	....	1 25
" " " 2's, "	....	1 90
" " " 3's, "	....	2 60
Clark's 1 lb. plain, per case	....	2 30
" 2 " " "	....	1 85
" 3 " " "	....	2 40
" 1 " tomato sauce, per case	....	2 30
" 2 " " "	....	1 85
" 3 " " "	....	2 40
" 1 " Chili "	....	2 25
" 2 " " "	....	1 95
" 3 " " "	....	2 35
Soups (Van Camp's), per doz.	....	1 25
Canned chicken (Man. Can. Co.) per doz.	....	3 25
" turkey " "	....	3 25
" chicken (Aylmer), per doz	....	3 30
" " (Delhi), "	....	3 20
" turkey (Aylmer)	....	3 30
" " (Delhi)	....	3 20
" duck (Aylmer)	....	3 30
" " (Delhi)	....	3 00

Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

SUGAR—Prices are very firm and an early advance is expected. Subject to possible telegraphic corrections we quote as follows:

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES— Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
"Telegraph."	4 75
"Telephone"	4 65
"King Edward"	3 35
"Head Light"	4 20
"Rising Star"	5 50
"Eagle"	1 95
"Victoria"	3 10
"Silent," 200's	2 20
" 500's	4 70

FLY PADS, ETC.—Wilson's fly pads are quoted this year at the same price as last, viz., $3 per box or 3 boxes for $8.40. "Tanglefoot" is also unchanged, the quotations being 45c. per box or $4 per case of 10 boxes.

FOREIGN DRIED FRUITS—The supply of apricots in California is now completely exhausted and it will be another month before the new crop is on the market. Choice are now quoted at 18c. per lb., and the opening price for the new stock for delivery about August 1 is 22c. for choice and 21 1-2c. for standard. Nectarines are quoted now at 14 1-2c. per lb., and choice peaches at 16 1-4c. Revised prices in currants will be noted below. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb	0 11
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz	2 30

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca is still selling at 7c. per lb., but an advance of at least 1-4c. is expected at any time. Other prices are unchanged. We quote:

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 00
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

NOVA SCOTIA MARKETS

Halifax, N.S., July 3, 1906.

Shipments of American strawberries to Halifax are about over, and the Canadian berries are now coming on the market, some Ontario fruit being received here this week. They are quoted at 9c. per box by the crate. The first Nova Scotia berries have also arrived and are quoted at 10c.

All dried fruits on this market are becoming rather scarce, especially prunes, and prices show a strong tendency to increase. Only small stocks of Valencia raisins and evaporated apples are held here. There is a good demand for all canned goods, and some jobbers report heavy sales of apples, those packed in the Maritime Provinces being preferred. Oranges are also scarce and high, Jamaicas being quoted at $9, which is a record price for the fruit in these parts. Valencias and navels are quoted at $5.50, and Mediterranean at $5. Lemons are unusually scarce, and good stock is hard to obtain. They are quoted at $5.50 and $6. The market is well supplied with bananas at present, the steamer Boston from the West Indies having landed 1,400 bunches, which bring from $1 to $2 per bunch. New potatoes (American) are quoted at $4.25 per barrel.

EGGS—The receipts of Nova Scotia eggs fell off this week considerably and some jobbers found difficulty in securing sufficient to supply their customers. They are still quoted at 16 and 17 cents. There is quite a lot of island eggs on the market for which 16c. is asked. It is reported here that there is a good demand for eggs on the island, and keen competition among the buyers, 15c. f.o.b. being quoted at Charlottetown.

BUTTER—The price of butter shows no change, notwithstanding the fact that the receipts are increasing. There is a good supply of small tubs of fresh made butter coming on the market, for which there is a good demand. Creamery boxes are quoted here at 21 to 22 cents, and small tubs at 22 to 23. Large tubs range from 19 to 20. Rolls sell slowly at 18 and 19 cents. Several cargoes of molasses have arrived here recently, and the vessels are now discharging. The market is firm. Quotations are: Fancy Trinidad, 39c.; fancy Porto Rico, 37c. to 38c.; extra choice Porto Rico, 37c.; choice Trinidad, 35c. to 36c.; fancy Barbadoes, 30c. to 32c.; Barbadoes, 29c.

FISH—Since last report several thousand barrels of mackerel were taken along the coast, and the price has dropped. Large dry cod, ex-store, are quoted at $7.75, and medium at $7.25. No. 1 July herring are quoted at $4.25 to $4.50, and mackerel No. 2 large at $9.50. There are no fat Nos. 1 or 2 on the market.

WHY DO GREEKS CONTROL THE FRUIT TRADE IN OUR LARGE CITIES?

This is a question which often comes to the mind of the fruit merchant and grocer in large centres, but it is also a question which they never satisfactorily answer for themselves. In Montreal there is a striking example of the retail fruit trade controlled by Greeks. There are practically no Canadian fruit stores. There are, to be sure, perhaps half a dozen stores owned by Canadians, but they are not in the race with the Greeks.

The question asked above is one which naturally occurs to any observant person who is interested in the commercial development of Canada.

Besides this, it is a question which it will pay the fruit merchant and the grocer to study in order that they may, by the example of the Greeks, bring their fruit department up to such a standard as to compete successfully with these people. We speak of grocers also because the fruit department of the grocery store requires much attention; it is a department which cannot be neglected in any way. The public are becoming educated, very slowly perhaps, to buy as much of their fruit as possible from their grocer. Therefore it is up to the grocer to see that his fruit department is up to the standard of other stores in town.

Six or eight years ago, even less, a Grecian fruit store was as novel a sight as is an airship in a country town today. How comes it that the Greeks control the retail fruit trade in some of our larger cities to-day? Is it because Canadian fruit merchants are "slow," or because they are not well up in the art of salesmanship? What is the reason, anyway? There are many reasons. Chief among them is, perhaps, that the Greeks are after the business. This does not mean that Canadian retail fruit dealers are not anxious to do all they can. But the Greeks manage some way or other to get more work into their days, and in the end achieve more success than do the Canadians.

Take display, for instance. The Greeks are very adept in this art. They know how to most effectively put their goods before the public. But this is going forward a little too rapidly—it would be well to begin at the beginning.

In the first place the Greek fruit stores, in Montreal for instance, are away ahead of those conducted by others. The premises are not used by the Greek until they are almost entirely renovated. Their idea is to make the store large, airy, bright and cheerful, and perfectly clean. Their stores are apparently always newly painted. The windows are always clean; the fixtures inside look as if they had been purchased but yesterday; in fact, everything is new and up-to-date, in appearance at least, which is a great consideration in the fruit business. The public will buy every time from a merchant in a store of this description, in preference to a dealer occupying a dark, cheerless place of business.

Then in buying their stock the Greeks are very careful to obtain only first-class fruit. They take great trouble to see that the quality is excellent, and make it their endeavor to keep it so until the fruit is sold. They buy at a reasonable figure and consequently are able to sell with fair profit at a decent price and they give the customer the very best value for his money. They keep their fruit on display in such a way as to literally tempt the money out of the buyers' pocket. The apples are kept polished; the best oranges are the ones used in the window; choice bananas, large, luscious, and perfectly ripe, are shown with the price plainly marked, and the result is that people buy without thinking.

Another feature about the Greek stores is the help. There is never any tedious "waiting to be served." A person may obtain just what is wanted the moment he enters the store. This is an important point.

These are a few points observed by Grecian store owners which contribute largely to their success. The Greeks deserve credit for the way they have succeeded in the business. Coming into the country less than ten years ago they now control the trade in more than one of our large cities. This is indeed hustling. But it is up to the Canadian fruit merchants to regain their former ascendancy in the fruit trade. It depends entirely upon themselves whether or not they are to succeed, and they may profitably take a few pointers from the Greeks towards this end.

PRICES KEEP STRENGTHENING.

Prices for live hogs in the country continue to be kept high, so high in fact that it is difficult to get a satisfactory export market for them. As high as $7.40 to $7.50 is being paid f.o.b. country points, and on top of that there is another 50c. to land them in Toronto. Packers are compelled by the competitive system of buying to pay prices at which it is most difficult to make a profit in England, and of course the Canadian market also has to keep adding a cent now and again to keep up with the rise. The incoming shipments at present are not large. Each month finds it more difficult to get anywhere near what might be called a fair sized shipment, and compared with a year ago the falling off is very noticeable. This week's arrivals, on account of the holiday, will be still smaller.

ONTARIO TRAVELERS FREE.

Amendment to Quebec Law Which Lets Our Travelers in.

The secretary of the Commercial Travelers' Association of Canada has received information through the Treasury Department, Provincial Legislature, Quebec, that a clause has been inserted amending Act 5, E.D.W. VII., cap. 14, to read as follows:

"However, no such commercial traveler from any other province in Canada which authorizes commercial travelers from this province to do business in such province without a license shall be obliged to take out a license under this article."

Under this amendment commercial travelers from Ontario are not required to take out a commercial traveler's license in the Province of Quebec.

INTERNATIONAL FISHERIES COMMISSION.

The fisheries commission who will discuss Pacific sockeye protection have found it impossible to meet the State of Washington commissioners at as early a date as was at first hoped for. Many of the gentlemen sitting on the commission in Washington are engaged in the salmon fishing industry and cannot leave during the season. The Canadian commissioners also hope to devote a considerable part of the season to personal inspection of the fishing grounds, so that in all probability the International conference will not be held till September or October.

BUSINESS NOTES.

Hetu & Dupuis, grocers, Montreal, have dissolved.

Geo. Hossack & Co., Quebec: Stock damaged by water.

Remion Bros. have bought out R. H. Peters, grocer, Odessa, Ont.

Annie Brown, grocer and confectioner, Toronto, Ont., advertises business for sale.

J. H. Richer, general merchant, Notre Dame de la Paix, Que., has assigned.

Geo. W. Killins, of Coe Lake, Ont., has bought out W. D. Black, grocer, Packham, Ont. Mr. Black is retiring from business.

J. D. Wager & Son, Enterprise, Ont., are erecting a brick store which, when completed, will be one of the finest in that section.

BUSINESS PERSONALS.

Percy Millman, of W. H. Millman & Sons, Toronto, has returned from the west.

George Boyle, grocer, Belleville, was confined to his room for a day or two last week.

Theophile Ledroit, of the firm of Ledroit & Frere, wholesale grocers, Quebec, Que., is dead.

ALL FOR CANADA.

A report received at the Trade and Commerce Department from Mr. Edgar Tripp, representative in Trinidad, contains a practical certificate for the preference which Canada gives to the products of the British West Indies. It appears that this year for the first time Americans have not secured a pound of raw sugar in Trinidad, the entire crop having been obtained for Canadian refineries.

PRODUCE TRUST.

Levi P. Morton, Thomas F. Ryan, Kuhn, Loeb & Co., New York, are at the head of a $20,000,000 trust known as the American Farm Products Co., which will handle dairy products, chickens and eggs. They have obtained control of butter making plants that produce daily 100,000 pounds, and will erect a mammoth factory with a like output.

CONDENSED OR "WANT" ADVERTISEMENTS

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCY WANTED

LONDON agent, with great experience of the provision trade and thorough knowledge of the produce markets of the United Kingdom, is open to accept agency. Address, Fenwick, 3 Duke street, Tooley street, London, Eng.

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

IN THE HORSE PARADE.

Among those who won prizes at the horse parade in Toronto on Dominion Day were several grocers, confectioners and market gardeners. In the single horses and outfits open to bakers and confectioners the Cowan Company won first, the Nasmith Company second, R. Matthews third, and H. C. Tomlin, reserve.

For the single horse and outfit open to grocers R. Barron won first and second, D. Bell third, and S. H. Gibbons reserve.

For single horse and outfit open to market gardeners Clemes Bros. won first, R. Knowles second, Willard & Company third and reserve.

SUGAR BEETS IN ENGLAND.

Reports from Nottingham, England, state that a beet sugar factory is to be erected in Lincolnshire. This project now only awaits the successful growing of beets in that county, which is essayed on a large scale this year.

Grocers:

The fact that some unauthorized person has been offering New Pack of The Old Mill Canned Goods is a guarantee they must be first-class.

Our 1906 pack will be dressed in a new, embossed label and sold only by

W. H. MERRIMAN, Wholesale Grocer
ST. CATHARINES, ONT.

Buy The Old Mill Brand with the New Label, and have goods that will please your customers.

The Silver Lake Canning Co.
ST. DAVID'S, ONT.
C. L. BLACK, Manager

WINNIPEG
NEW WAREHOUSE
under construction
For Sale or Lease

50 x 100, 6 stories and basement, w ll constructed, corner, light on 3 sides, with spur track, 1 block from City Hall.

RADFORD, 475 Main St.

TRAVELER WANTED.

By August 15th, a traveler to represent us in the Provinces of Quebec and Ontario. With knowledge of French preferred. Apply, giving references, to
HALIFAX FISH COMPANY, Limited
HALIFAX, N. S.

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS
O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

BAKING POWDER

For Light, Dainty Pastry and Hot, Healthful Biscuits

GOLD STANDARD
BAKING POWDER
"Guaranteed the Best"
NEVER FAILS
TO PRODUCE RESULTS
PURE
AND
RELIABLE

16 oz. can, 25c.
AT ALL GROCERS

Write for samples and quotations. We furnish both cheerfully.

THE CODVILLE-GEORGESON CO., LTD.
WINNIPEG and BRANDON, MAN.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
137 Elgin Avenue, Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

BOLOGNAS

A very desirable line for the cooked meat counter is Smoked Beef Bolognas. Come and see them made. Our sausage and cook room is the neatest, cleanest one in Canada. The Bolognas are made of good fresh beef and purest spices.

Shipped by express in hot weather in any quantity.

F. W. FEARMAN CO.,
HAMILTON LIMITED

"CORONA"
Kettle Rend. Leaf
LARD
has no equal
All Size Packages

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

Breakfast Bacon

Breakfast Bacon

We only make one kind—the Best.
You should only sell one kind—the Best.
Our
BREAKFAST BACON
has the selling quality that lasts.
You'll find your customers follow our label.
It's the sign-mark of Best.

Have you sent in your order?

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

Butter
Lard

Hams
Eggs

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

Prices paid for cheese at late country markets seem almost like madness to the older and conservative members of the trade, yet, as a prominent member of one of our important country boards remarked a few days ago, it is not the countrymen that are putting prices up, it is the buyers, and this is very true. The competition of the buyers, too eager to secure the goods, is the cause of present abnormal prices of cheese.

Of course if the Montreal houses were unable to dispose of their purchases they would not be so eager to buy at country points. There is therefore a reason for the existing condition and the most plausible one seems to be that the goods are really wanted in British markets. It may be that there are "short sales" to be filled, or it may be that the consumptive demand is in excess of supplies; at any rate, the goods are being shipped out as fast as they are received here and there seems to be absolutely no accumulation of stocks on this side of the Atlantic.

Receipts in Montreal last week were 106,345 boxes of cheese and 32,502 packages of butter against 104,066 boxes of cheese and 35,955 packages of butter for the same week of last year, or a total since May 1 of 545,134 boxes of cheese and 175,198 packages of butter, as compared with 523,276 boxes of cheese and 194,003 packages of butter for the corresponding period of last year.

Exports last week were 98,079 boxes of cheese and 14,782 packages of butter against 100,554 boxes of cheese and 40,004 packages of butter for the same week last year, or a total since May 1 of 540,934 boxes of cheese and 79,902 packages of butter as compared with 491,885 boxes of cheese and 104,036 packages of butter for the corresponding period of last year.

The above figures clearly demonstrate that cheese is the better paying product of the milk this year. We have an increase in the receipts of cheese of about 32,000 boxes since May 1 and a decrease of about 19,000 packages of butter. This might almost be considered a "bull" argument, as it means a less production of milk.

It seems to be only the Brockville section that reports a much larger make of cheese this year, and this is used as a "bear" argument, but other sections do not report much of an increase, which may be due to the backwardness of the season, but we are inclined to think that the yield of milk is short of last year's yield and there will be no surplus.

Of course there seems to be a larger make of cheese and a lighter make of butter, but as cheese is wanted in Great Britain and butter is only of a secondary consideration, it is well that our farmers do pay more attention to the making of cheese, as it is certainly so far the better paying product.

But what is to be the future? This is all important. Nobody has sufficient confidence in present values to hold goods for a rise in prices. This means a "hand to mouth" trade and should supplies become heavier than the real consumptive demand, prices would have to decline.

Butter prices have been somewhat easier of late, but we are still above a general export basis. This market is ruled more by European continental supplies. In other words, if Siberia and other countries furnish large supplies at lower prices, we cannot sell our Canadian product at high prices. At present our prices seem too high for the general British markets, and while the goods continue to be shipped out, it is an open question whether this business is done at a profit or not. We are inclined to think that it is a non-paying business so far this season.

OUR LONDON LETTER.

During the past two or three weeks the produce trade here in London—and indeed throughout Britain—has remained without any outstanding features.

The market for continental bacon is gathering strength for the leaner selections, but for the fatter selections the demand is not good. Canadian bacon is not, however, selling very well in London, heavy weights being particularly slow. Of course, this is not really the best selling market for Canadian bacon, Wales being a far better one. If Canadian shippers would give more attention to individual demand by attending to their methods of cutting up, and would endeavor to use less borax, much improvement could be made.

The butter market is in a satisfactory condition. A steady demand, with supplies inclining to the light side, has kept things going. For really best grades sellers have found a quick market. Supplies to hand from Australia have been larger than might have been expected at this time of the year. "Choicest" parcels are making 98s., 100s., with occasionally 102s. Danish butter, although some 8s. higher, moves somewhat slowly. The advance in the Copenhagen quotation of a further 1s. hardly seems warranted. Supplies of best quality New Zealand butter are almost entirely cleared out, but the inferior grades sell well at from 98s. downwards. There is some Canadian butter in the market, but not much, and prices ruling are 100s. to 104s. Before long it will be possible to gauge the quality of regular shipments from the Dominion. With the splendid storage accommodation here in London and the continual improvements in methods in Canada a very choice butter is expected by importers. It may rightly be doubted, however, whether any improvement at all can be made over some of last season's shipments. By the way, the select committee on butter adulteration is still sitting in the House of Commons. Until this matter is settled satisfactorily, Canadian butter will be eagerly sought by the by no means small body of manipulators and fakers for adulteration purposes. Canadians are warned, however, not to make their butter more moist on this account, for any such proceedings will undoubtedly prove most harmful to their general reputation. No advice could have been more out of place and thoughtless than that offered to Canadian makers by one who ought to have known better, that they should turn out a moister butter. After all, it may confidently be expected that, before very long, legislation will be introduced by the English Parliament, making adulteration of butter beyond a certain point an offence to be severely dealt with. In the meanwhile the reputation of Canadian butter must occasionally suffer through the evil practices of others.

The tone of the cheese market is steady. Demand is good and supplies from Canada have come to hand in considerable quantities just at a moment when stocks in warehouse were getting low. Something like 30,000 boxes have been received within the last seven days, and, after the week's deliveries, about 24,000 boxes remain in warehouse. Quotations over the cable from Canada are firm, and buyers are somewhat doubtful as to their next move. Meanwhile, spot quotations remain at 56s., 57s. for white, and 56s. for colored.

It has been suggested that the "tinned meat scare," which has gripped the public right thoroughly over here, has had something to do with the increased public demand for cheese. It is difficult to know how far it is true, but it certainly is a fact that even the humblest classes are fighting very shy of American tinned goods. There is just a whisper about that some English brokers are playing with the labels on their stocks of canned goods from the States. This may well be expected.

TALLOW AND FATS WANTED.

One of our correspondents in Great Britain writes to say that he would like to correspond with a few Canadian exporters of tallow, bone grease and other animal fats. If any of our readers are interested in export trade in these lines, they will find this a good opportunity for extending their trade in a good section of the north of England. Particulars will be given by mail if requested.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There is a good business being transacted in hams at present. Prices have been advanced slightly since last quotations. Pork quotations, too, are also higher. There has been a decline of one cent in breakfast bacon. Hogs are now more plentiful, and as a result prices are lower. Lard is moving freely at unchanged prices.

Lard, pure tierces	0 11	0 12
" 56-lb. tubs	....	0 11½
" 20-lb. pails, wood (10½)	....	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12½
" " 5-lb. "	....	0 12½
" " 3-lb. "	....	0 12½
Lard, Boar's Head brand, tierces, per lb	....	0 08½
" " ½-bbl., per lb	....	0 09½
" " tubs	....	0 09½
Cases, 20 3-lb. tins, per lb	....	0 09½
" 12 5-lb. tins "	....	0 09½
" 6 10-lb. tins "	....	0 09½
20-lb. wood pails, each	....	1 88
20-lb. tin pails, each	....	1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb	....	0 17
Hams	0 14	0 15½
Extra plate beef, per bbl	12 00	13 00

BUTTER—The market this week is very dull, and with stocks accumulating there are prospects of lower prices. The demand from the U. K. is practically nil, other butters, principally Irish, having the preference over Canadian butter at the prices we have been asking. The market will have to decline in sympath with a weaker English market, and to get trade on a good export basis, prices should decline at least one cent. Shipments are much lighter than last year, being only 14,782 boxes, against 40,004 the same week last year.

Choicest creamery	0 21	0 21½
Medium creamery	0 20	0 20½
Western dairy	0 17½	0 18½

CHEESE—There has been another advance since last report, on very active buying, but which, in the opinion of the majority of the trade, has been caused by the "shorts" covering up their sales made earlier in the season. Prices are extremely high for this time of year, but while a big decline is not expected prices cannot go much higher than they are to-day. Shipments continue heavy, being almost equal to receipts.

Ontarios	0 11½	0 11½
Quebecs	0 11⅜	0 11⅜

EGGS—The egg market at present is steady. Owing to the very hot weather we have been having, the demand for eggs has not been so large as it otherwise might have been. Prices, however, have been very well maintained. Dealers are asking 16c. to 16½c. for straight gathered. There is a good demand for select candled at 19c. to 19½c.

TORONTO.

PROVISIONS—A more than ordinary demand for cured meats, hams, etc., is the order this week. For outings, lunches, and so forth a good consumptive demand exists for this class of food, and the tendency is to firm up prices. The only change, however, is in short cut, which now brings $23.50 per barrel straight. Beef and mutton are the same, but Spring lamb is easier, the best bringing 17 cents per pound.

Long clear bacon, per lb	0 12	0 12½
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	....	0 12½
Small hams, per lb	....	0 15
Medium hams, per lb	....	0 15
Large hams, per lb	0 14½	0 14½
Shoulder hams, per lb	0 11½	0 12
Backs, per lb	0 17	0 18
Heavy mess pork, per bbl	....	22 00
Short cut, per bbl	23 00	23 50
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 11½
" pails "	....	0 12
" compounds, per lb	....	0 09
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 09	0 11
Yearling lamb	0 09	0 11
Hogs, street lots	10 00	10 50
Spring lamb	0 15	0 19

BUTTER—The same price conditions prevail as did last week, but the tone of the market is firmer. The quality of butter offering is very good, but considering the time of year no large quantities are coming in.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints, choice	0 18	0 19
" tubs, choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—Prices hold firm at the last advance and everything offering in the cheese markets was readily bought up at 11¼ and 11⅜ cents during the week. Old cheese is off the market.

	Per lb.	
New cheese, large	....	0 12
" " twins	....	0 12½

EGGS—There is a firmer condition of prices this week and a good class of eggs readily brings 19 cents. A goodly quantity of eggs are coming in, but they find a ready market at current prices.

Eggs new laid	0 18	0 19
" baker	....	0 16

WINNIPEG.

BUTTER—Creamery butter is selling to the trade at following prices:

Finest fresh creamery, in 56-lb. boxes	....	0 20
" " in 28-lb. boxes	....	0 21
" " in 14-lb. boxes	....	0 20
" " in 1-lb. bricks (eastern)	....	0 23
" " " (western)	....	0 21

Local produce houses are paying 13c. to 14c. per lb. for dairy butter delivered in Winnipeg.

CHEESE—

Finest Ontario, large	....	0 12½
" Manitoba, large	....	0 12
" " twins	....	0 12
" " small	....	0 12

LARD—

Tierce basis, per lb	....	0 12
Small packages take the following advance:		
5-lb. tin cans, per lb	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	....	0 00½
10-lb. " in 60-lb. "	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb. net white wood pails, per lb	....	0 00½

CURED MEATS —

Hams, selected stock, special mild cure	....	0 16
Bacon, " " "	....	0 19
Backs, " " "	....	0 16
Hams, light, 10 to 12 average	....	0 15
" medium, 14 to 16 average	....	0 14½
" heavy, 20 to 30, for slicing	....	0 14½
" heavy s-inned 20 to 30 for slicing	....	0 14½
Picnic hams, light, choice, 6 to 8	....	0 11½
Shoulders light, choice	....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	....	0 15½
" " clear bellies 12 to 14	....	0 15
Clear backs, b bacon light	....	6 14½
" b bacon 12 to 14	....	0 14½
Spiced rolls, long if in stock	....	0 15
" short	....	0 13
Dried beef ham sets	....	0 11½

Smoked hams boned and roll d, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 12½
" " " smoked	....	0 13½
" " " boneless backs	....	0 12½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	....	22 00
" " " per ½ bbl	....	11 50
Standard mess pork, per bbl	....	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00

Sweet pickled spare ribs, not cooked, per lb	....	0 03½
" hocks, " "	....	0 04

EGGS—Produce houses are paying 17c. to 17½c. per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In barrel pork there is a fair sale at rather higher prices. Beef, light business, price unchanged. Smoked meats high. While pure lard is high, Canadian more freely sold and now costing rather below American. Refined compound sells freely. Fresh beef is dull, prices unchanged. Some nice domestic offered. Lamb is more freely received and is easier in price. Mutton dull. Veal slightly higher. Pork holds at full figures.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 08
Western beef, "	0 08½	0 09
Mutton, "	0 06	0 08
Veal, "	0 07	0 09
Lamb, "	0 10	0 12
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 12½	0 13½
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—Price rather easier and quality must be particularly good to insure quick sales.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 15	0 16

EGGS—Stocks very light and price rather higher. Market chiefly supplied from Prince Edward Island.

Eggs, strictly fresh	0 25	0 30
" fresh	0 17	0 20
" case stock	0 16	0 17

CHEESE—Prices hold high for this time of year. Output is likely to be small.

Cheese, per lb	0 12½	0 14

STILL IN BUSINESS.

J. Y. Griffin & Co., Winnipeg, inform the trade that there is no truth in the rumor that they had gone or were going out of the produce business. "This is an important branch of our business," said Mr. Aldrich, general manager, "and I cannot understand how such a report could have gained circulation."

COLD STORAGE PLANT.

George Moore & Co., Galt, Ont., have just installed a refrigerator plant large enough to accommodate three million eggs, the temperature of which will be around freezing point. There are two departments, one less cold than the other, into which the eggs are placed preparatory to being stored in the other department, which is ice cold. There is also accommodation for six carloads of cheese and 50,000 pounds of butter. The cooling of the rooms is done by artificial means, air ducts circulating the air among the iron tubes filled with a solution of chloride of calcium, which is kept cold by having its source in a tank of crushed ice.

Hardy & Buchanan, grocers, Winnipeg, have disposed of their Notre Dame street store to J. Gillis.

SEASON IS NOW ON FOR CANNED MEATS

GROCERS

You cannot afford to handle brands that the public are suspicious of

KEEP OUR BRAND IN STOCK AND YOU MAY GUARANTEE YOUR CUSTOMERS THAT YOU SELL

PURE FOOD

MADE IN CANADA

MANITOBA CANNING CO., LTD.

GRANDE POINTE, MAN.

SELLING AGENTS

NICHOLSON & BAIN,
WINNIPEG AND CALGARY.

GALLOWAY & PARNELL,
VANCOUVER.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

COLD AIR PIPED FROM WELLS.

Cold air for keeping the houses cool and preserving butter, eggs, meat, etc., is supplied by the wells at Thompson Falls, Mont. The wells are about 60 feet deep and are fed through a gravel formation by the mountain streams. A current of cold air rises from them continually. To use the air the wells are closely covered and tapped with large pipes a few feet below the ground; by this means a temperature of 55 degrees is maintained in public buildings and dwelling houses. For cold storage purposes a house is built directly over the well.

REVIEW OF THE TEA SEASON.

Smaller Crop but Better Quality—Weather Very Unusual.

Indian Planting and Gardening, of Calcutta, May 12, says of the tea season:

The year 1906 has been an abnormal one in every way so far. Weather conditions all over India have been of a character for which we cannot find a parallel in the past. In the tea districts of Northeast India the record so far has been one of storms, heavy rainfall, accompanied by destructive hail, and low temperatures. These conditions do not make for bumper out-turns. Indeed, all advices so far point to considerable damage to leaf, and general backwardness in manufacture, so that we may look forward to a late season. Last year climatic conditions were also unfavorable for heavy cropping, and when the figures of export were finally made up for the season now closed, it was found that the actual total crop, as it passed through Calcutta and Chittagong, amounted to 203 million pounds, compared with 205 million pounds in 1904-05. So that there was after all only a shortage of two million pounds. It was confidently anticipated that last season's output would be at least five million pounds below that of the preceding season. Last year also manufacture was retarded by unusual cold in the early part of the season; but this year these unfavorable conditions set in much later; and at the present moment when the whole of Bengal and the regions to the west, north and south of it are suffering from severe drought and phenomenally high temperatures, Assam is receiving an undue share of moisture and cold. In the Duars, and also in the Teral and Darjeeling districts, there has been something like a drought; but in other respects manufacture is going on fairly. It is too early yet to forecast, but musters that are coming forward indicate that quality generally is well up to standard, and the course of the mar-

Associate with the Successful

A man is known by the company he keeps, a merchant no less than others. Keep company with inferior merchandise which disappoints the user and the user will be disappointed in you.

No big business was ever built on disappointed customers.

Can you think of safer, more satisfying company to be in, when it comes to Canned Meats, than the time-tried, guaranteed brand—

CLARK'S CANNED MEATS

TRADE MARK

This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT

TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN

JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

ket is likely to be very much on the same lines as that of last year's at the beginning of the season.

The average of all teas sold in Calcutta last year was 5 annas 5 pies per pound, which was one pie above that of the preceding season. Indeed, the most striking feature of the past season was the brisk demand for all teas of good and medium grades, at the expense of the common kinds; this is perhaps evidence of the public taste being educated for tea of better quality. The inducement to sacrifice quality to quantity, resulting in inflated prices for low grade teas, will now be checked. The quality of the tea sold on the Calcutta market in the past season was well up to standard; specially in the teas from Assam, which have not only been well above the average, but it is generally held that they have been the best for many years past. Darjeeling teas have also been well above the average, and many gardens realized long prices. The Duars also sent in some very good teas, while Cachar and Sylhet have contributed throughout the season teas of useful character. The majority of the Autumn musters were somewhat disappointing, the Duars alone being the exception.

The manufacture of green teas during the past season remained more or less stationary, bonus having been paid on only one and a half million pounds. The usual reason for such a state of affairs is that the quality is not up to the required standard while style and finish have not been such as to create a demand for such teas. Concerns that have been able to manufacture tea with good make, finish, and having a clear pale liquor, have realized good prices; while those of indifferent make have been difficult to move.

A STOVE POLISH

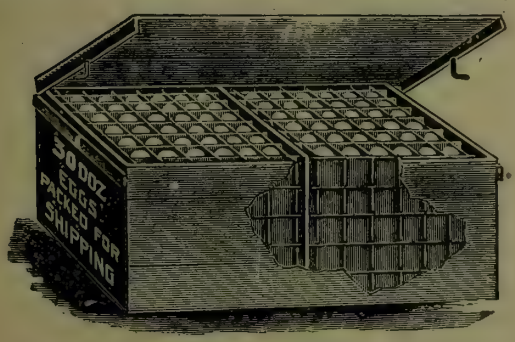
that gives entire satisfaction.

JAMES DOME BLACK LEAD

makes a clean, bright, lasting shine.

W. G. A. LAMBE & CO., Canadian Agents.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

LONDON is the CAPITAL of the BRITISH EMPIRE and will take any worthy productions of her children across the seas
JAMES EVERETT & CO., Grocers' Agents, 38 Gt Tower St. LONDON, E.C., ENG. do business with all the best buyers Send them something to sell.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England.
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

FLOUR AND CEREAL FOODS

Wheat and Oats Both Easier—Trade Quiet—Not Enough Wheat in Country to Make Much Difference—Largest Crop on Record.

Both Manitoba and Ontario wheat are again weaker this week, a cent being the decline on the former and about two cents on the latter. The present conditions cannot, however, be considered as indicative of anything particular as the quantity of wheat stored in the country is not large enough to be a factor in trade. Canadian markets follow Chicago quotations pretty closely and are governed by them rather than local conditions.

The estimated crop for Manitoba this year is 97,000,000 bushels, an amount equal to the entire Canadian wheat crop in any year since 1902. With the Manitoba crop at these figures and the other provinces the same the total crop in the Dominion would be 160,000,000 bushels, or an increase over last year of nearly one-half.

Flour and oatmeal are easier, but there is no marked, if any, decline, and so far our prices are as before, although it is possible that before our next publication they shall have felt the weakening prices.

LARGE ORDER OF PACKAGES.

A Rochester firm has just received from the Egg-O-See Cereal Company an order for cardboard packages that is believed to be the largest order of its kind ever placed. The order calls for a hundred million cartons, green cardboard packages in which the cereal is sold.

The Stecher Company has been getting out 20,000,000 of these cartons a year for this concern. The latest order will fill over 450 freight cars. The cartons are made for one-half a cent each, the whole order amounting to $50,000. The price has formerly been three-fourths of a cent, but a reduction was made on account of the size of the order.

DEATH OF HENRY D. PERKY.

News comes from Glencoe, Maryland, of the death there of Henry D. Perky. Deceased was the founder of the shredded whole wheat food industry, and promoted the Natural Food Co., which has an immense factory at Niagara Falls, N.Y., and the Canadian Shredded Wheat Co., which has its factory in Niagara Falls, Ont. Mr. Perky was 62 years of age.

MONTREAL.

GRAIN.—The feature of the grain market this week is the decline in oats. Dealers are now quoting half a cent lower, owing to the increased receipts through boat arrivals from the west. Otherwise the market is unchanged.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 43
No. 3 white oats "	0 42½
No. 4 white oats "	0 41½
No. 3 yellow corn "	0 0
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Although an advance was expected in some quarters, to date the market remains unchanged as to prices. The state of the wheat market has been such as to keep prices stationary. Good demand locally is reported. There has been much inquiry from the other side and numbers of shipments have been made.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

ROLLED OATS—Rolled oats are practically unchanged. There is not a great deal changing hands, business being rather slack. Some dealers are asking $2.25 per bag, but $2.20 is what they obtain as a rule.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70

FEED—There is nothing new to report in the feed situation this week. Prices remain unchanged, and business rather quiet. There is rather good demand for feed flour in some quarters.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

HAY—Hay locally is still very firm. Farmers are bringing in their stocks more freely. Export trade is very good. The market in the United Kingdom is weak, stocks arriving freely, and dealers allowing the shipments to accumulate. The latest quotation from Liverpool is 64 c.i.f.

No. 1		10 00
" 2		9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO.

GRAIN—Grain continues to ease off as the season advances, and the visible supply shows good. There is, however, little doing at present, and any small movements cannot be taken as a criterion of what the markets will be when the 1906 crop begins to move. Manitoba wheat Nos. 1, 2 and 3 Northern are a cent lower than our last quotations, and Ontario wheat about two cents lower on all grades. Goose wheat is quoted nominally at 75c., but there is nothing doing in it. Oats are weaker and the prices we quote now may decline shortly. At present, though, they are the ruling quotations.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern, No. 1		0 86
" " " No. 2		0 84
" " " No. 3, nominal		0 81
Red, " per bushel, 78 per cent. points		0 81
White, " " " "		0 81
Mixed, " " " "	0 80	0 81
Spring, " " " "		0 78
Goose, nominal " " "		0 75
Barley, No. 1, " " "		
" No. 2, " " "		0 51
" No. 3x, " " "		0 48
" No. 3, " " "		0 46
Oats, white, " " "	0 39½	0 40
" mixed, " " "	0 38½	0 39

FLOUR—Flour is weaker in sympathy with wheat and while the same quotations as in our last are being asked, there are few who are getting those prices. There is a feeling that the present prices must decline a little, and buying for export is not brisk.

On track Toronto

Manitoba patents, No. 1, per bbl. in bags		4 50
" " No. 2, " "		4 10
Strong bakers " "		3 90
Ontario patents, No. 1, " "		3 65
" " No. 2, " "		3 50
Straight roller " "		3 40

CEREALS—Quotations are unchanged. Oatmeal is weaker, but we quote nominally the same as last week. The consumptive demand is good but the weakening of the grain markets gives to some extent the same conditions in cereals.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 5 05
Rolled wheat in boxes, 100 lbs.	" 2 40
" " 50 lbs.	" 1 25
Rolled oats, standard, carlots, per bbl., in bags	" 4 50
" " " " in wood	" 4 75
" " " " for broken lots	" 4 80

THE CANNING INDUSTRY.

Present Selling System and Over-Production

To the Editor Canadian Grocer:

The Niagara Peninsula, comprising upwards of two hundred square miles, cultivated as it is to-day for fruits and vegetables, may well be called the Garden of Canada. It is now generally admitted that the Winter has not done any damage to the fruit in this section, and with a continuance of such weather as we are now having there is ample promise of a bountiful harvest.

In the matter of the four staple lines of vegetables grown for the canning factories — tomatoes, corn, peas and beans—all have made a good start and, under a largely increased acreage, give promise of being the largest crop on record.

In justice to the associated canners, as they get the credit of making the prices, it is only fair to say that it is a mistaken idea that they have unduly advanced the price to the consumer. During the last three years the cost of raw material has advanced 25 per cent., and supplies 50 per cent. The packing case which was 7c. is now 12c.; solder, which was 10c., is now 22c.; cans, which were $12.50, are now $18. This is in addition to scarcity and high price of labor. The quality of the goods has been much improved by the introduction of modern labor-saving machinery, and greater care is exercised in the manipulation of the raw product in placing it in the can the same day as taken from the field.

The development of the canned goods industry in this section has been most marked, and has surpassed the expectations of many of the older packers. In 1892 there were but two factories in this district, one at St. Catharines and one at Grimsby, and both of small capacity. This year there will be in operation eleven large institutions, all of which will pack tomatoes and will consume in the aggregate upwards of eight hundred thousand bushels, or nearly as much as was packed in all Canada fifteen years ago.

It looks now as if the canning industry stands in danger of being overdone by the establishment of new factories. Loss in capital will soon follow overproduction.

How long the consolidated canners will adhere to their present mode of selling is best known to themselves. It looks as if it was more conducive to the interest of the jobber than it is to that

"It's All in the Shreds"

SHREDDED WHEAT TALK

By AN UP-TO-DATE GROCER

Shredded Whole Wheat is the one staple cereal food better known than all the others.

You can grind up any old thing and call it a "breakfast food," but you can't make Shredded Whole Wheat that way.

It keeps better than any other cereal. It is not "treated" or "flavored" with anything and hence does not deteriorate.

It is ready-cooked and ready-to-serve, requiring only a slight warming in the oven to restore crispness.

It is economical. Contains more nutriment than meat or eggs and costs much less.

The shredding process makes it the most easily digested of al the cereal foods.

It is good for any meal any day in any season in any climate.

It has larger culinary uses than any other cereal food. Hundreds of dainty and palatable dishes may be made with it.

It is the purest and cleanest cereal food, made in the cleanest and finest industrial building in the world.

"Made in Canada"

The Canadian Shredded Wheat Co.,

NIAGARA FALLS, ONT. Limited

The "Public" says the flavor and quality of

CANADA FLAKES

is superior to any similar food. The maple flavor appeals to the palate of child or adult. The crispy flakes add a spice to eating never found in mushy porridge. And this "spice" adds health.

And Canada Flakes is so scrupulously protected from the slightest contamination in the manufacture.

"From golden grain to package form, no human hand touches Canada Flakes."

The new 10c. "English" package is a seller. Partly, we believe, because it is at a popular price. Try a case and prove it.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, CANADA

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

of the canner. It takes from the canner his independence, as it deprives him of a free and open market where he can sell to every individual in the trade who is able to pay the price. The price should not only be regulated by supply and demand, but also by the quality of the article, and the confidence which the public have in the brand. It is claimed that the present form of selling firms takes from the factory its identity and individuality—the two most important requisites in holding and sustaining a sound reputation.

I. B. D.

CANADIAN CONDENSED MILK.

Edgar Tripp, Canadian commercial agent at Port of Spain, Trinidad, writes to the Weekly Report: "Some time ago I drew attention to the absence of Canadian brands of condensed milk. This deficiency is being remedied quickly. Two years ago there was not a tin imported. Last year the value was £826, but as the total consumption is about £25,000 in value, there is still room for more Canadian."

CANADIAN METHODS PRAISED.

The Standard, London, Eng., has published a long letter from its Ottawa correspondent contrasting the Canadian canning and packing methods with those of Chicago to the advantage of the former.

PERSONAL MENTION.

W. A. Warren, Toronto, was in Winnipeg last week.

J. McDermott, Alliston, Ont., was in Toronto last week.

Fred East, Kleinberg, Ont., was in Toronto last week and reported business good.

J. L. Watt, of J. L. Watt & Scott, Toronto, was in Montreal the early part of the week.

W. C. McCuaig, of the Walker Bin & Store Fixture Company, Berlin, is calling on the trade in Western Canada.

Mr. Armand Chaput, of L. Chaput, Fils & Cie., Montreal, was in Sherbrooke during the week, visiting the trade in the interests of his firm.

T. J. McCammon, one of Moose Jaw's prosperous grocers, was married a few days ago to Miss Mina Watson, of Marlborough, Sask. Mr. and Mrs. McCammon left for a trip down east. Best wishes from The Canadian Grocer.

Henry Wright, of the A. F. MacLaren Imperial Cheese Co., of Toronto, who is at present in England, was a recent caller at the London office of The Canadian Grocer. Mr. Wright is very busy seeing the several manufacturers whom he represents in Canada and is also looking into the condition of affairs in the cheese markets. He expects to be back again at his desk in a very short time.

OTTAWA CONVENTION.

Retail Merchants' Association of Canada, Ontario Section.

The convention of retail merchants of Ontario called for at Ottawa, July 2, 3 and 4, was opened in the capital at 10 o'clock Tuesday. Delegates were present from various towns and cities and though the attendance at the opening was small a larger number were expected and registered at the council chamber of the city hall on Wednesday.

The morning session was devoted to registration and the meeting of the executive to prepare the work of the convention. Rev. A. L. Geen, president, occupied the chair with the following assisting officers: First vice-president, H. C. Ellis, Ottawa; second vice-president, B. W. Zieman, Preston; treasurer, F. C. Higgins, Toronto; secretary, E. M. Trowern, Toronto.

An address of welcome was delivered by Mayor Ellis, as were also interesting and similar addresses by Mr. D. Murphy, president of the board of trade, and Mr. H. Watters, president of the local branch of the association. A goodly number of Ottawa retail merchants, members of the local branch, were present.

An interesting session is likely to be the result, as a number of very important resolutions were presented by the executive. A fuller reference to these will be presented in our next issue.

At 7.30 Tuesday evening the entertainment committee took the visiting delegates for a trolley ride to Britannia-on-the-Bay, steamer across to Lake Duschene to Aylmer on the Quebec side of the Ottawa River. The efforts of the local committee to entertain the delegates were highly appreciated.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

FREIGHTS AND CHARTERS

Improvement in Shipping—Butter and Cheese Exports Small—Sailing Day for Mail Steamers Decided Upon,

There has been considerable improvement in the shipping during the past week or ten days. Demand from the other side for the various lines for export has helped a great deal to bring this about. Trade with other countries, too, has been better, and outgoing boats for other than British ports have carried good cargoes of Canadian products in most cases.

Butter exports might be much better than they are at present, although they are a little better than last week. Export shipments recently have been small. Conditions considered, however, this is not remarkable, as the high prices in Canada prevent export trade, since English importers will not pay such a figure as is demanded.

To a great extent this applies to the cheese situation also, but nevertheless cheese has been moving out much more freely than butter.

Meats are picking up and several good round lots have been sent out of the country.

Flour is another interesting line at present. Good shipments have been made recently by the large milling companies. One Montreal firm the beginning of this week made a large shipment to South Africa. Considerable flour has already been shipped to South African ports, and there is a probability of continued activity in this direction during the shipping season. The milling companies are doing all that is possible to develop this trade.

The rates this week are changed in two instances. Flour to Bristol is now ten cents per hundred pounds. Apples to London are quoted higher.

Manchester Commerce, Furness, Withy & Co., agents, sailed for Manchester with a general cargo on June 29.

The Yanariva is in port from the Barbadoes with a cargo of molasses and sugar.

The sailing day for mail steamers seems to have been decided upon, as the new folder of the C.P.R. Atlantic lines gives Thursday as the sailing day for the Empress of Ireland and the Empress of Britain from Liverpool and Quebec.

The Kensington, of the Dominion line, left for Liverpool June 29 with a general cargo.

BUSINESS NOTES.

Tenders are being called for the sale of the assets of the Dominion Packing Co., Charlottetown, P.E.I.

The Liebig's Extract of Meat Co. last year declared dividends aggregating 21½ per cent. More stock is to be issued.

C. B. Julius, general merchant, of Gimli, Man., has transferred his business to 646 Notre Dame avenue, Winnipeg.

Newman Bros., grocers, of Castleton, Ont., have dissolved partnership. Richard Newman will continue the business.

The MacLaren Imperial Cheese Co. have been appointed by W. Meyer & Co., Patras, Greece, dried fruit merchants, their agents in Canada.

Todd Bros., of Barrie, butchers and grocers, are clearing out their entire stock of groceries with a view to devoting their whole attention to the butcher and meat business.

Charles Denne, grocer, of Newmarket, added crockery to his stock and enlarged his store some months ago, but now finds it necessary to make a further increase to his store, which will make it 24 by 110 feet. Mr. Denne is a thorough business man.

B. B. Gunn, M.P., Seaforth, Ont., has sold his general store business to Williams & Purcell. Mr. Williams was in business in Dublin, Ont., and Mr. Purcell was manager for Mr. Gunn. The combination is a strong one and will assure a continuance of the business in the progressive spirit that has characterized it heretofore.

P. Anderson, one of the oldest grocers of Guelph, Ont., told a traveler this week that business was first-class, and the traveler telling The Grocer added: "He's really deserving of all the trade he gets because of his strict attention to business. He has one of the nicest, cleanest and best kept groceries in Canada and that's saying a good deal."

R. A. Smith, one of Newmarket's leading grocers, has purchased a store opposite his present premises which he is enlarging and fitting up. His new store will be 108x26 feet, and will have a metallic ceiling and all conveniences and modern fixtures, including Walker bins. Mr. Smith will have two flats 26x108 feet and one flat 26x66 feet, which when completed will be one of the largest stores outside of the cities. He expects to move in in about two weeks.

B. Thompson, of the Snelgrove Waddington Co.'s grocery department, Fort William, after spending five weeks at his former home in Fergus, Ont., has returned to his post.

DIXI H. ROSS & CO'S STORE.

The accompanying cut shows the delicatessen department of Dixi H. Ross & Company's store, Victoria, B.C. Ross & Company have a store which it is a pleasure to visit, and make a particular feature of roast meats, chicken, boiled ham, salads, jellies, etc. As can be seen, the delicatessen department presents a cleanly appearance and is withal conveniently arranged for the customer to choose and the clerk to serve. The cooking and preparing of the meats shown is all done in Ross & Company's own kitchen, on the premises, so that the present Chicago packing house scandal should only make more popular this branch of their trade.

The cut is fairly clear and needs no description with the exception of the two sides, which are a little dim. On the right is a display table for fish and oysters, and on the extreme left is an egg case. There is a wide passage-way around the central stand on which there is an assortment of sauces, condiments and specially prepared food for immediate use.

Delicatessen Department of Dixie H. Ross & Co.'s Store, Victoria, B.C.

NEW GROCERY WAREHOUSE.

Geo. E. Bristol, of the Hamilton wholesale grocery firm of Lucas, Steele & Bristol, who has taken over the business from the Canada Grocers, Limited, has secured a large block of land east of the G.T.R. station in that city as a site for a big new warehouse.

ICE MEN TO THE COOLER.

Five ice men prominent in social and business circles in Toledo, Ohio, have been sentenced to $5,000 and one year in the workhouse at hard labor for combining to restrain trade. Under the pretext that the ice supply was much smaller than in recent years, these dealers combined and advanced the price from 50 to 100 per cent. If they would escape any part of it they must pay back to customers all overcharges and must agree to sell ice at the price prior to forming the combination.

CALIFORNIA FRUITS

PEACHES

Hales, Triumphs and Alexanders.

PLUMS

Burbank and Clayman.

PRUNES

Tragedy.

Late Valencia Oranges Messina Lemons

Watermelons Cantaloupes Bananas

CANADIAN FRUITS

Strawberries

Cherries

Gooseberries

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St. TORONTO, CANADA

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Everything up to the Season—Old Vegetables Going off the Market—Raspberries and Red Currants in.

The past hot days with their occasional showers have been conducive to the growth and ripening of a good class of fruit. Nothing can be said to be backward or retarded just at present, in fact some lines are ahead of the season. New harvest apples are in and raspberries and currants have also found the market. Cuban pines are off the market, but Floridas are coming in in good shape. Old potatoes are gradually going off the market and new ones are cheapening in price. Vegetables all have felt the advance of the season and daily the prices are becoming easier.

The fish market is quiet. No changes in prices are recorded and only the usual steady business is being done.

INCREASING BUSINESS.

Atlantic Fish Companies Take Over Whitman & Son.

The Atlantic Fish Companies have purchased a controlling interest in the fish business of A. N. Whitman & Son, Canso, N.S., and have organized a new concern to be known as the Whitman Fish Co., which will continue the business carried on by Whitman & Son during the past. The fresh fish branch of the business will be made a specialty of and with the facilities now possessed by the company for obtaining cod, haddock, halibut, mackerel and salmon, and transporting the same in cold storage to all parts of Canada, there is no doubt but that a large development in the newly acquired business will be experienced. The Atlantic Fish Companies are an organization that have the production, packing and distribution of fresh, canned and smoked fish down to a perfect system, the result of which is seen in their rapidly increasing trade. The businesses now operated and controlled by the large company now are Lewis, Anderson & Co., West India exporters, Lunenburg, N.S.; Hirtle, Rafuse & Co., vessel outfitters, Lunenburg, N.S.; Black Bros. & Co., fresh, smoked and pickled fish, Canso, N.S.; Whitman Fish Co., fresh, smoked and pickled fish, Canso, N. S., and Evitt's Fish Stand, frozen and pickled herring, Bay of Islands, Newfoundland.

MONTREAL MARKETS.

GREEN FRUITS—Trade generally is very good this week. Oranges are in fair demand around $5.50 a box. Lemons selling from $3.50 to $4 are also in good demand. Peaches and plums are quoted this week. At these figures there is considerable business passing. Apricots at $2.25 are enjoying rather good sale. Cherries are too high to command much business, but the select trade considers $1 to $1.50 per basket a good price for the present.

Late Valencia oranges, per box	5 50
Dates, per lb	0 04½
Bananas	1 75 2 25
Cocoanuts, per bag of 100	3 40
Pineapples	3 00 3 50
Apples	7 00
Old lemons, per box	3 50
New Verdilli lemons	4 00
Peaches, per box	1 75
Plums, "	1 75 2 00
Apricots "	2 25
Cantelopes, per crate	5 00
Cherries, per basket	1 00 1 50
Jamaica oranges, per bbl	5 50
Egyptian onions, per 112-lb. bag	1 75
New strawberries, per small basket	0 09 0 10

VEGETABLES—Are moving freely at present. The weather lately has been conducive to good business, and dealers report a very good general trade. The end of last week was a particularly busy time for dealers owing to the holiday on Monday. Cucumbers are selling freely from 40c. to 50c. a dozen. New potatoes are in very good demand also at prices quoted. Some Montreal potatoes are offered for sale at $1.20 per box. New turnips are now quoted from 60c. to 75c. a dozen, and at these figures considerable business is being transacted.

Potatoes, per bag	0 70 0 80
Parsley, per doz. bunches	0 35 0 40
Sage, per doz	1 00
Savory, per doz	1 00
Green peppers, per basket	0 75
Southern cabbage, bbl. crates	2 00
Tomatoes, Florida	3 50 4 50
Red onions, brl	3 00 3 50
Turnips, bag	0 75
New turnips, per doz	0 60 0 75
Water cress, per doz	0 75
Lettuce, per doz	0 15 0 50
Spinach, per bbl	2 00
Cucumbers, per doz	0 40 0 50
New potatoes, per bbl	3 75 4 00
Carrots, per bag	0 75 1 25
New beets per doz	1 25
New carrots, per doz	0 50
Wax beans, per basket	2 50
Green beans, per basket	2 50
Canadian asparagus per doz	3 50 4 50

FISH—This week there has been a general tendency on the part of prices towards an advance. Gaspe and Restigouche salmon are not so plentiful as they have been, and prices this week are up one cent. Dore is now quoted at 10c., while grass pike has been advanced to 7c. Halibut continues to arrive in good quantities, and finds ready sale at figures quoted. All lake fish is becoming scarce, as is usual during the very hot weather. New skinless cod is now arriving, but continues rather scarce. Prices on boneless cod and boneless fish have been advanced. Labrador salmon in barrels is now selling at $13, while the B. C. salmon in barrels brings $12.50.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 08
" grass pike " "	0 07
Lake trout " "	0 08½
Whitefish " "	0 08½
Weakfish " "	0 08
Brook trout " "	0 20
Dore, per lb. " "	0 10
Gaspe salmon "	0 11
Fresh mackerel "	0 08
Fresh frozen fish—	
B.C. salmon, per lb	0 08
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00

Salt and pickled fish—		
No. 1 Labrador herring, per half-bbl		3 50
" " " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 50
" B.C. salmon, bbls		12 50
" " half bbl		7 00
" mackerel, per pail		1 75
" large green cod, per lb		0 04
" medium, " "		0 03
" small, " "		0 02½

ONTARIO MARKETS.

GREEN FRUIT—This week has been the best yet in strawberries. They have about reached their zenith of quality and size, but prices still keep up well, this week's prices being quite as high as last week's. Red currants are on the market in small quantities and selling at $1. The quality is good for the early season. Raspberries bring 20c. a box and are being readily bought up. Some new harvest apples are in. They are not particularly good looking but are held at $2.50 per bushel. Contaloupes are down to $6 per case, and California fruit is arriving steadily. Canadian cherries are well on the market now and selling from 75c. upwards.

Oranges, late Valencias, 96's, 112's, 288's	5 00	6 00
" Mediterranean sweets, 96's to 250's	4 50	4 75
" Ovals, half boxes 80's 100's	2 50	2 75
Lemons, Messina, 300's 360's, per box	4 25	5 00
Limes, per crate		1 50
Apples, new harvest, per bush		2 50
" Spies XXX, per bbl	5 00	5 50
" " XX, per bbl		4 00
" Baldwins XXX, per bbl		4 50
" " XX per bbl		3 75
" other Winter varieties, XXX, per bbl		4 00
" " XX, per bbl	3 00	3 50
" farmers', per bbl	2 00	3 00
Bananas, per bunch	1 50	2 50
Red bananas per bunch	2 20	2 50
Red currants, basket		1 00
Raspberries basket		0 20
Strawberries per quart box	0 07½	0 10
Pineapples, Floridas, 24's to 30's	3 00	3 50
Cherries, California white heart, 20-lb. box	2 50	2 75
" Canadian, per basket	0 75	1 00
Gooseberries, per basket	0 65	1 25
Plums, California, per box	2 25	2 75
Apricots, " "	2 50	2 75
Peaches, " "	1 75	2 00
Watermellons	0 40	0 50
Cantalopes, per case		6 00

VEGETABLES—Old potatoes are almost off the market now and what are left are up a little higher in price. New potatoes continue to come down and are being bought this week at $3.50 per barrel. New Ontario cabbage are selling for 60c. per dozen and are quite up to the season's standard. Parsnips and old turnips are off, but new turnips are coming in more, 50c. per dozen being about the price for good ones. Cauliflower are daily becoming better, but the price remains about the same. Tomatoes are also increasing in size and appearance and bring the same price as last week.

Potatoes, kiln dried sweet, bushel hamper		2 00
" Delaware, per bag		1 30
" Silver Dollar, per bag	1 05	1 15
" Ontario, per bag	1 15	1 20
New potatoes, Bermuda, per bbl		3 50
Onions, Egyptian, per sack 100-115 lbs		2 00
" Texas Bermuda, 50-lb. crates	1 15	1 25
" Bermuda, 50 lb crates		1 25
" green, per doz. bunches		0 12½
Cabbage, per crate	2 00	2 25
" new Canadian, per doz		0 60
Wax and green beans, per bush. hamper	1 50	2 25
Green peas, imported		1 25
" Canadian per basket		0 60
Beets, new, per doz. bunches		0 30
Carrots, new, 5 to 6 doz. in box	2 25	2 50
" Canadian, per doz. bunches		0 35
Lettuce, per doz. bunches	0 25	0 30
Radish, per doz	0 20	0 25
Cucumbers large, per doz	1 25	1 50
" per hamper, 5 to 8 doz	1 75	2 50
Mushrooms, 1-lb. boxes, per lb		0 80
Asparagus, per doz. bunches	0 75	1 00
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07

NEW LEMONS

One Thousand Boxes
New Verdilli Lemons *(Home Guard Brand)*

Also three hundred and forty-eight boxes Fancy California Lemons arrived to us this week.

Be wise and buy only new lemons, sound and fancy. Avoid lower quotations for old repacked stock.

WHITE & CO., LIMITED

Toronto and Hamilton.

W. B. STRINGER **MONEY MAKERS** J. J. McCABE

HALF BOXES ORANGES
TRACUZZI'S "ST. NICHOLAS" OVALS

They sell fast and show a nice margin of profit. Write your wholesaler about them.

W. B. STRINGER & CO., - Sole Agents - Toronto

FANCY SORRENTO LEMONS
FRESH WATERMELONS ***BANANAS***
Cherries, Red Currants, Berries, New Vegetables, Etc.

THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

STRAWBERRIES—Now at their best. Give us your orders.
If you have any CHERRIES, BERRIES or other produce to market ship it to us if you want good results.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 **GUELPH, ONT.**

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
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Send in Orders for Raspberries Now, and You'll Get the Pick of the Market, and at Right Prices.

Grocers and Fruit Dealers!

RASPBERRIES

will be on the market in a few days, and I will have a large acreage of

RED AND BLACK

Orders for these will be filled at moderate prices.

Let me hear from you

E. D. Smith's Fruit Farms, Winona, Ont.

J. V DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

Manufacturers' Agents—Continued.

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Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. *Correspondence Solicited.*

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SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS
COR. NOTRE DAME EAST AND VICTORIA STS.
WINNIPEG, CANADA
Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited

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Wholesale Commission Broker and Manufacturers' Agent
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41 Bannatyne Ave., Winnipeg, Man.

Winnipeg Storage

We make a specialty of storing and distributing car lots for

Eastern Shippers

Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

Tomatoes, Texas, Mississippi, 4 basket crates	1 00	1 50
Rhubarb, 1 doz. bndls	0 20	0 25
Spinach, bush	0 25	0 40
Watercress, per doz. bunches		0 25
Egg plant, per doz		1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, new, per doz	0 35	0 50
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 50	2 25

FISH— There are no price changes this week and business remains about the same. The demand keeps fair, but a slightly quieter season must be expected for a while.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium, per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20

WINNIPEG.

GREEN FRUITS—

Wisconsin strawberries, 16 boxes to the case		3 00
California peaches, per case		2 25
" plums, "		2 50
" cherries "		2 75
Messina oranges, in half boxes, 80's to 100's		3 00
Cal. St. Michael oranges, 176's-250's, per box		5 00
" " " 288's-324's-360's "		5 00
" late Valencias, 126's, per box		5 00
" " 150's "		5 50
" " 176's "		6 00
Lemons, 300's and 360's "		7 00
Messina lemons 300's "		6 00
Water melons, large size, per doz		6 00
Pineapples, 30's, per doz		2 50
" 24's "		2 75
" per case		5 00
Bananas, per bunch	2 75	3 25

VEGETABLES—

Onions, Egyptian, per lb		0 03
Cabbage, new, per lb		0 04
Rhubarb, per lb		0 02
Cucumbers, per doz		0 75
" per lb		0 03½
Texas tomatoes, 4 basket crate, per crate		3 00

J. H. MAIDEN
425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility

New Ceylon, Indian, Japan Teas

daily arriving. Quotations and samples cheerfully mailed. We have every day bargains in bulk Teas. Let us hear from you.

"MELAGAMA"

is a trade catcher. Try a sample case and always keep it on hand, and your business is bound to increase.

Minto Bros., - Toronto.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

King Oscar Sardines

most delicious for

A DAINTY LUNCH

Follow up the poster advertising by a display.
Ask your wholesaler for an advertising card.

JOHN W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Selling Agents
HAMILTON, - - - CANADA

We are Offering

Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

When You Buy "SHIRRIFF'S" You Buy Correctly

That's a certainty! There's never any mistake about the "first-in-the-land" essences.

Just look for the name

SHIRRIFF

and sales are yours.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

CANADIAN made

Chocolate

to those who know what Chocolate is and should be, has no superior—Of ALL Chocolate, domestic or imported,

MOTT'S

"DIAMOND" and "ELITE" brands

are the highest and purest

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL
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THE SUMMER SEASON

brings

A DEMAND FOR THE BEST

IN YOUR STORE

STEWART'S

Chocolates and Confections
ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

TREND IN CANDY MAKING.

Everywhere candy factories are decreasing in number, says a writer in Workers' Magazine, but increasing enormously in size, number of employes, and in both volume and value of output. In Chicago about sixty establishments have a capital investment of $2,500,000, using annually over $4,000,000 worth of sugar, glucose, and "other" stuff, and producing over $7,500,000 worth of candy.

The "candy kitchen," like the "candy pulling" party, has gone or is going, and barring the beloved fudge, candy is to-day almost as much a factory product as gloves and shoes.

With a decrease of 20 per cent. in the number of establishments the capital invested in the business has increased 60 per cent., the volume of candy, measured in pounds, has trebled, and the wholesale value at the factories has doubled within the last few years.

The largest factory in Chicago is an immense building on the north side. One hundred barrels of sugar, 25,000 pounds of glucose, and fifty tons of coal are brought to its alley doors every day in the busy season and ten carloads of candy are shipped away in a week.

Glucose a Slandered Article.

Glucose enters largely into the composition of this sort of candy, and I was assured by the manager that glucose is more slandered than a candidate for Congress ; that it is a perfectly pure and entirely wholesome and nutritious substance. In this factory it is pumped from the basement through pipes which run all around the building. The glucose and sugar are mixed in their proper proportions and boiled in great copper vats. An iron arrangement, something like the stirrer in an ice cream freezer, turns automatically and stirs the candy. Formerly, in the good old days of hand labor, this was done by hand and the men often got terribly burned.

When it is cooked to its required consistency the syrup is poured out and cooled, ready to be molded. The molds are made by filling trays about two feet wide and four feet long with cornstarch, and putting them under a press, which forms them into any desired shape. A machine fills them with the jelly paste and they are sent to the dry room until they harden.

They then are dumped, starch and all, into a machine called a "starch buck," which brushes the starch from the candy, sending it cleaned through the chute, and the cornstarch through another to be sent back and used again.

HOW NUTMEGS GROW.

The nutmeg is the seed kernel of the nutmeg tree, which grows in the Malay Archipelago, and is known to botanists as the myristica fragrans. This tree, which is from twenty to thirty feet in height at maturity, resembles the pear tree in the shape of its leaves and fruit. Its flowers are like those of the lily of the valley and exceedingly fragrant.

The fruit is about the size of the peach and is edible. It breaks open in halves when ripe and exposes the seed, partially enveloped by a bright scarlet covering or arillus, which, when dried turns yellowish brown and is called mace. The seed proper has a thin shell and the kernel at first is smooth, but becomes wrinkled in drying.

The nutmeg tree begins bearing about eight years after planting the seed, and continues to yield for seventy-five years. The average product per tree is about five pounds of nutmegs and one and a half pounds of mace.

While, like many tropical trees, the nutmeg has ripe fruit upon it at all seasons, there are three principal periods of harvesting, viz.: July, when the fruit is most abundant though it yields thin mace; November, when, the mace is thicker, though the nutmegs are smaller; and March, when both nutmegs and mace reach the greatest perfection, though as this season is dry the production is not great.

After nutmegs are gathered and stripped of their outer coverings, they are placed upon gratings over a slow fire and dried at a low heat (not over 140 deg. Fah.) until the kernel rattles freely in the shell— an operation which takes about two months. The shells are then covered with lime to render them safe from the attacks of insects, as well as to destroy their power of germinating. They are then packed for export in tight casks, which have been thoroughly soaked and coated on the inside with lime wash.

BIG NEW FACTORY.

Contracts have been let by Viau Freres & Cie. biscuit manufacturers, for the erection at Maisonneuve, Que., of a new factory to cost $250,000.

BRANDON HALF HOLIDAY.

A grocery clerk in Brandon, Man., writes this paper as follows :

Brandon, June 29, 1906.

The Canadian Grocer,
Winnipeg, Man.

Dear Sirs :— Every grocery store in the City of Brandon will close every Thursday at 12.30 o'clock during July and August. There are 21 in all and every merchant signed for it with pleasure. We had the half holiday last year and it was most successful.

My reason for writing you this is that if you publish it I am sure it might help to get other towns and cities to do the same thing. It was the Brandon clerks who were instrumental in getting the stores to close. Every line of business will join in the holiday—such as dry goods, boots and shoes, jewelers, etc.

I am, yours truly,

PUSHING CEYLON TEA.

Cingalese planters are pushing Ceylon tea in Denmark by means of illustrated pamphlets with Ceylon views. These are printed in Danish. Similar books are being prepared for various other continental countries.

Gaining the Palm

Perfection Cream Sodas

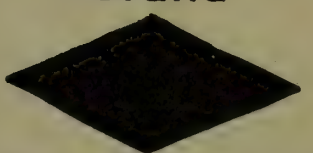
have compelled the title "Leader" to come to them and the magnetism has been nothing else than merit.
Soda biscuits in boxes like this

have a high place in the estimation of the people. They won that estimation through being worthy of it.

How many tins of "PERFECTION CREAM SODAS" have you?

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

Dispel the Bulk Goods Bogey

Bulk Mince Meat is subject to "store flavors," and consequently depreciates in value. Condensed Mince Meat like

NICHOLSON'S

never depreciates in value. It's always good, always delicious.

If everybody ordered

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDING
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

at once, we wouldn't be able to ship. Your turn is **now.**

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

A Lot of Grocers Miss a Lot of Profitable Business Because They Are Stubbornly Attached to One Line of Goods.

YOUR ARGUMENT IS THIS:
"The line I have sold last year, so I am sure of it this year."

Well and good! But isn't there a lot of business **to get** that your line **cannot get?**

People will have

Southwell's Jams and Marmalades

just as they will have some other goods.

Don't let the "Southwell" people go away without your being able to fill their order.

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
THE CANADIAN GROCER
Montreal and Toronto.

Absolutely the Most Reliable

brands put up

BORDEN'S

"Eagle" Condensed Milk and "Peerless" Evaporated Cream
(Unsweetened)

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Que.

GROCER!

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

QUEEN BRAND

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

ALWAYS NEW GOODS
to offer each year.

BUY "QUEEN" BRAND
and you will not take long to consider where you will place your order another season.

Belleville Canning Co.
BELLEVILLE, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CANADA THE BEST YET.

Dr. Hucho, representative of the agricultural department of the German Government, now in Canada, was in Toronto last week and in an interview said he had traveled over the western part of Ontario and planned to go over all the agricultural territory of Canada.

"Canada is by far the best agricultural country I have yet visited," said he, "and I've traveled over a good portion of the globe."

The doctor intimated that his reports to the German Government would indirectly affect immigration to this country.

"Twenty years ago it was the United States that attracted us," he said. "Now it is Canada."

ACREAGE IN CEYLON.

Ceylon is about the size of Holland and Belgium, and has a population of 3,576,000. One-fifth of the island is under cultivation. Rice represents 647,910 acres; tea, 424,856 acres; coffee, 19,023 acres; cocoa, 33,260 acres; cinnamon, 46,117 acres; cocoanuts, 864,296 acres.

BUY

Star Brand

COTTON CLOTHES LINES
AND
COTTON TWINE

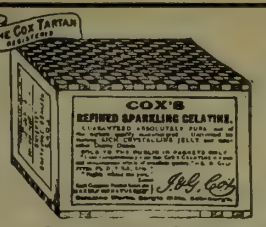
Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati



Known and Loved for
SIXTY YEARS

COX'S GELATINE
needs no introduction.

It is one of the old institutions of all English-speaking lands.

PURITY and STRENGTH are the watchwords of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

New Goods

Your order for

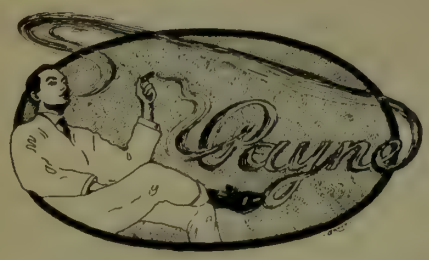
UPTON'S

Jams, Jellies
and
Orange Marmalade

will now be filled with new season goods.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Don't Be One of Those Who Will Write For The "500" After The Offer is Called Off.



READ EVERY WORD CONCERNING THE "500" OFFER

You see, this "500 assortment" opportunity won't last forever.

I am simply making the offer (for a limited time) so that no grocer can complain about not getting a chance to try my cigars.

I feel sure that when I send "500" to a merchant, it will not be long before I am sending "1,000" to the same man ***PEBBLE*** and ***PHARAOH*** quality is bound to be found out.

And just this very month a lot of new cigar accounts can be opened by you.

☞ The grocer who misses the "500" opportunity never intends to keep cigars.

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA.

Tuckett Truths

THE FIRST LOT

The tobacco manufacturer must know the smoker's taste or he cannot satisfy the smoker's palate.

T. & B. is an honestly made tobacco.

Smokers are easily won by winning ways.

The 10c. package of ***T. & B.*** sells awfully fast.

The arrangement of tobacco in the case goes a long way towards Saleville.

You'll notice ***T. & B.*** in nearly every grocery store.

The Canadian is as good a "piper" as the Scotchman.

A western grocer is building an addition to his store out of profits made on ***T. & B.***

THE GEO. E. TUCKETT & SON CO, LIMITED

HAMILTON, CANADA

TOBACCO AND CIGARS

The American Department of Agriculture in its forecast of the 1906 tobacco crop states that owing to unfavorable weather during May, throughout a large part of the tobacco-growing area of the States, the prospects are not of the best. Later on, however, if the weather conditions improve, the outlook will be better.

Cigar tobacco in New England, New York and Pennsylvania shows an increased acreage, but the plants have been damaged by frosts, and are small and late in being transplanted owing to unfavorable weather. In Wisconsin the same conditions prevail in a lesser degree. Georgia and Florida are showing up better, both in acreage and condition of plants.

Chewing and smoking tobacco shows an increased acreage in the Burley district, and in Kentucky and Tennessee, but owing to cold weather early in the season and dry weather later, the present prospects are not good. Virginia and the Carolinas are also in need of rain and suffering from a scarcity of labor. Maryland and Eastern Ohio are much in the same condition.

The Mexico crop will be about 25,000 pounds for 1906, but the indications are that the quality will not be of a high standard.

CANADIAN TOBACCO CROP.

Prospects Good—Acreage will be About a Third Larger than Last Year.

Blenheim—We have had good season for setting the young plants and everyone has been able to set out all the plants they desired. The cut worms are doing some damage, but on the whole the stand in this section is the best for years.

Chatham— Everything looks flourishing. The increase in this section over last year will be about 50 per cent. The early set crops show a good stand.

Cedar Springs—Tobacco all in, stands are generally good. There will probably be about a 30 per cent. increase in this vicinity.

Harrow—The crop is now virtually all planted and we had good rains during the setting season. The usual large crop has been set here and with good seasons from now on we confidently look for the best crop ever harvested.

Cottam—Tobacco has been set all over this section and the stand is a very good one. The prospect for a good crop up here is the best we ever had.

Kingsville— The bulk of the crop has been set around here and the stand is fairly good. A full crop has been prepared for, perhaps the largest we have ever had. Plants have been scarce and ready sale has been found at $1.25 per thousand.

Leamington—The 1906 crop has been set. The recent rains have made it an ideal time to give the plants a good start and they are looking bright and nice. We recently saw one 12-acre field in which some plants would measure 10 to 12 inches across. The crop is about one week earlier than last year and the outlook is very promising.

GROWING MORE TOBACCO.

Correspondents of the Ontario Department of Agriculture in the current crop bulletin are credited thus :

Colchester N., Essex : Tobacco is being raised more extensively. This comes in contact with corn growing, and the latter gets somewhat neglected in consequence. In some instances an acre of tobacco has realized $200, although with many others it proves more or less of a failure.

Pelee Island, Essex : The growing of tobacco is taking the place of wheat and corn.

Harwich, Kent : The acreage of beans promises, as usual, to be large, but that in tobacco will probably be double that of last year.

A NOVEL TOBACCO FLOWER.

One of the flower novelties of the past year which was successfully grown in Ontario by many experts is a tobacco plant which produces scarlet flowers, "Nicotina sanderae." The plant was originated by crossing two South American plants, one of which had white and the other red flowers. The result was a flower varying from light pink to the deepest red. Planted in the foreground of a border of more familiar nicotina affinis, which has white, star shaped flowers of a wonderfully sweet fragrance at twilight, a combination of color most striking is produced.

This plant appears to bear flowers all Summer and with ordinary care should succeed under a great number of conditions. It has been successfully tested in Germany and the United States and has done well in sunlight and partial shade.

TOBACCO WAREHOUSE ROBBED.

W. B. Reid & Co.'s tobacco warehouse, Toronto, was robbed on July 3rd and goods worth $50 taken. Two men have been arrested with some of the goods on them.

Epitaph in Dunmore churchyard—"Here lie the remains of John Hall, grocer. The world is not worth a fig, and I have good raisins for saying so."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

"Never," said a leading Toronto Retail Grocer the other day, "never in my experience have I known my customers **come back** so persistently for a line as they do for Maconochie's goods." **Come Back!** There's the point. This man caters to and gets the best city trade—to people who know a good thing when they taste it.

Pickles
Sauces
Marmalade
Jams

Jellies
Preserved Fish
Pure Vinegar
etc.

ARE SOME OF

Maconochie's Good Things

Agents in Canada :

MacLaren Imperial Cheese Co., Limited

for Ontario, Quebec and North-west Territories

Seeton & Mitchell, - Nova Scotia
T. Hunter White, - New Brunswick
Martin & Robertson, - British Columbia

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 5, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$0 [illegible]
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 [illegible]
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals

Wheat Oil, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb.,	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1.5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins,"	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 25
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ½ doz. to case	per doz.	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb,
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT

As Pure as the Purest
As Sweet as the Sweetest

Equal to Any for All Purposes
ASK FOR IT

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Braid's Best Coffee
IS THE BEST

We don't want you to judge it by what we claim for it, but by actual test.

Give it a trial
It sells on merit

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Menthal "Pepsin' Gum, 40 5 cent pkgs. to the box	$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. in the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5 cent. pkgs. to the cartoon, per cartoon	2 10

Infants' Food

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08⅝
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09¼
" 5-lb. "	0 09⅜
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar, "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins, "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 1 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "}	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black, "	15 30
Oriole soap, "	10 20
Glorioia soap, "	12 00
Straw hat polish, "	10 20

PURITY, UNIFORMITY, UTILITY—
Security to the Grocer.

EXPERIENCE, SYSTEM, EQUIPMENT—
Security to the Wholesaler.

SCIENTIFIC EXPERT SELECTION—
Security for Both and the Public.

That is the "Wood" way, and it has raised **WOOD'S COFFEES** to the highest level of Public Estimation, Appreciation and Demand.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cart on	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

GRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—
Per lb.
In papers of 4 to 5 lbs. ..... 6½c.
Blue, white or assorted.

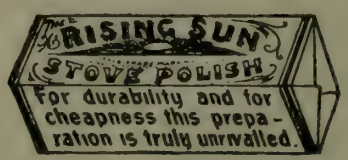
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight 9½c

Stove Polish.



	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " 1 " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PEGS.

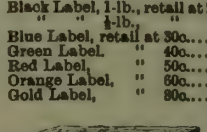
	Wholesale.	Retail.
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 35½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 95

When any article has such intrinsic value to your customers as to make it the one thought when its use is required it is good policy to always have it in stock.

"COW BRAND"

BAKING SODA

is the one line that always pleases your trade—

Your jobber can always supply you with "Cow Brand" Baking Soda—

CHURCH & DWIGHT, LIMITED

Manufacturers

MONTREAL

Starch Dissimilarity is Important to You when it Hinges on Profits——

Of course, because then it "comes home."

If **IVORINE STARCH** was only different to "others" in results to consumers, there might be ground for your holding off.

But **IVORINE STARCH** is different to "others" in **results to you.**

You can get a case of 40 pkgs. from your jobber for $2.50.

St. Lawrence Starch Co. Limited

Port Credit, Ontario

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

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10 Front Street East, - - Toronto

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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

The Best Grocers make a point of keeping it always in Stock.

Let the List tell its own Tale.

6004 Assortment

Crystal Table Glassware

1½	dozen Table Sets	$2.00	$3.00
1½	" Berry Sets	2.00	3.00
1½	" Salvers	2 00	3.00
1½	" ½ Gal Jugs	2.00	3.00
1	" Covered Butters		.80
1	" Creams		.80
¼	gross 3" Berry Nappies	2.00	.50
			$14.10

We need only add

Good Glass Full Size

Send a Card To-day for Sample Package.

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

What About Your Requirements?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents:

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JULY 13, 1906. NO. 27.

Raised On It.

Robinson's Patent Barley

A line of pure food particularly adapted for hot weather. A sure seller to every mother appreciating safe diet for children during the summer. Write us for sample.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

STARCH

FOR

Canadian Housekeepers

Benson's "Prepared" Corn

BEST for Cooking Purposes because made from finest selected Corn.

Edwardsburg "Silver Gloss" Starch

BEST for all Laundry Purposes, producing finest and most lasting gloss.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

JUL 2 1906

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high-grade antiseptic soap.

2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.

3. Every home is visited by sickness or accident; therefore, Burton's All-Healing Tar Soap has a place in every home.

4. For cleansing the hair and scalp it is very beneficial.

5. It is used by many of the leading hospitals throughout Canada.

6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

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Brooklyn, N.Y.

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R. S. McINDOE, Agent.
Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Doubt Less

"Earn More"
"Earn More"
"Earn More"

and

"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—Doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

"SHELL BRAND"
(LA COQUILLE)

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always ***highest*** quality. In powdered and shredded form.

Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

ARTHUR P. TIPPET & CO., Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

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Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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TEL. MAIN 778. BOND 88.

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Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

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W. G. A. LAMBE & CO.

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Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers.
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Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

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Manufacturers' Agents and Importers
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Grocery Brokers
TORONTO

C. E. KYLE S. HOOPER

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Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
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QUEBEC.

P. W. CARRIER

COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years

George Adam & Co.

Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

G. B. THOMPSON

Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

Winnipeg Storage
in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(*Continued on page 4.*)

We are quoting close prices on New Pack——

Strawberries, 2s, in heavy syrup
Whole Beets (blood red), 2s and 3s

Prompt Shipment.

A Snap in Canned Plums this week——

Lombard Plums, 2s, in heavy syrup
Green Gage Plums, 2s, in heavy syrup

Write for Prices.

THE EBY, BLAIN CO., LIMITED, Wholesale Grocers TORONTO

"A Business Proposition"

A Tea that is popular, because of its excellent quality and economy; A Tea that is well advertised; A Tea that leaves a good margin of profit to the grocer.
In short tell your customers to

Blue Ribbon Tea Co., Limited, 12 Front Street East, Toronto

Manufacturers' Agents—Continued.

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

WINNIPEG.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

Winnipeg Storage
We make a specialty of storing and distributing car lots for
Eastern Shippers
Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

WINNIPEG
NEW WAREHOUSE
under construction
For Sale or Lease
50 x 100, 6 stories and basement, well constructed, corner, light on 3 sides, with spur track, 1 block from City Hall.
RADFORD, 475 Main St.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. ***Correspondence Solicited.***
214 PRINCESS STREET, - - WINNIPEG

SCOTT, BATHGATE CO., BROKERS AND COMMISSION MERCHANTS
COR. NOTRE DAME EAST AND VICTORIA STS.
WINNIPEG, CANADA
Storage and Warehousing a specialty. First-class facilities in a fully modern brick warehouse, centrally located on the railway track.

TRADE MARK
This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?
IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."
YOUR PRINTER CAN SUPPLY IT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

G. C. KOOPMAN
Commission Merchant,
Agent and Broker
AMSTERDAM AND ROTTERDAM

Offers on demand
All Products of the Dutch Colonies (East Indian)
AS
COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.
Also **COCOALINE** (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)
Agents wanted everywhere in Canada.
WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.
Awarded 16 Medals.
SPECIFY IT IN YOUR NEXT ORDER.
G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St., Montreal

SHOULD INTEREST YOU

The following article taken from the Strathroy Despatch of July 4th, should interest you and your customers :

A few days ago we were invited by the management of the Strathroy Canning Co. to visit their plant and comment as we saw fit upon the conditions existing there. Yesterday afternoon we accepted the invitation, and were shown over the premises by the Secretary, A. Leitch. The Company was not apprised of our visit, and we saw nothing outside of the daily routine.

We first entered the department devoted to threshing peas, or in factory circles, known as "vining." Three up-to-date machines are employed in this work, the result of their operation at times more than supplying the factory proper with needed produce. In this building is also situated a carrier extending the entire length of the spacious building. This is a new innovation, and permits of the continuous intake of peas being conducted to any part of the building at a moment's notice.

At this early stage we were impressed by the efforts of all concerned to adhere to the motto adopted by the Company,—"Cleanliness."

The recent exposure of the canned meat methods in the United States, and the subsequent investigation by the Government, has, we are pleased to state, no bearing whatever upon the output of Factory No. 21 of the Canadian Canners, Limited. Whatever the conditions may be in the United States, **the Canned Goods packed at Strathroy are perfectly clean and wholesome,** and are packed **under the most rigid sanitary conditions.** In support of this contention the Company invites inspection of their plant at any hour of the day by any person interested, or authorized to make an investigation of any nature.

Leaving the viner, the peas are conducted by the process of machinery along a lengthy table, where any particles of refuse, such as portions of vine or other nature is carefully removed. The peas then enter a washer, where they are carefully cleansed of the smaller particles of objectionable matter not detected by the eye.

It is worthy of note that during the journey of the peas from the viner to the shipping department, they are not touched or tampered with by human hands.

Being thoroughly cleansed the peas are ready for cooking, and are conducted to a room devoted to that purpose. In this, **as in all other departments, the utmost cleanliness prevails, the purest of water only being used.** They are then put through a spacious cooler, after which they are placed in cans by a filler, a new machine recently installed. The cans are then carried along to the capper, **and carefully sealed, guaranteed at this final stage of the process to contain nothing but the purest and most wholesome product.**

The floors at the factory are kept most scrupulously clean, and a department is set aside for the convenience of employees who desire to "wash up" upon changing from one run to another. An abundance of clean towels is always at hand for this purpose.

In conclusion, we might say that, **by personal inspection, we discovered that the cleanlinss of the factory itself, and the employees, is the most important thing insisted upon,** and, so far as we could see, the business is maintained upon conditions to which the most zealous sanitary inspector could take no objection. You are invited to call at the factory and inspect the plant.

The remarks as above are equally applicable to each of our thirty odd factories. In ordering canned goods it will pay you to stick to brands as follows, viz :

"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose," etc.

"QUALITY and CLEANLINESS," our Motto

Yours respectfully,

CANADIAN CANNERS, Limited

Easy, VERY Easy

To account for the success of Red Rose Tea is **easy, very easy.**

FIRST.—The tea **is good** and has always been good, honest value—better than most people have been accustomed to.

SECOND.—The retail grocers and their clerks have always taken the most friendly interest in Red Rose Tea—perhaps because I have the most cordial, friendly feeling toward them, and am always glad of an opportunity to express it.

What rubbish to talk of "forcing a merchant to sell your goods." The merchant that can be forced is not worthy of the name. His influence with his customers is greater than that of any advertising—but the right kind of advertising will help the friendly merchant and clerk toward greater success.

This is where Red Rose Tea and Red Rose advertising come in. They help the merchant increase his business.

If you are not handling this tea will you write me a friendly note of inquiry?

T. H. ESTABROOKS

Branches: { **TORONTO** / **WINNIPEG** } **ST. JOHN, N. B.**

Increase Your Canned Goods Trade

You can do it to the extent of 25 or 30% very easily this season, and at the same time ntrench yourself more firmly in the confidence of your customers.

How To Do It

It is not difficult. We have done it many times over. The wholesalers and retailers who handle our goods have done it.

THE SECRET OF IT—Selling a line of Canned Goods far superior to any other on the market, a line of goods you can and do recommend unreservedly and which you push vigorously. That line of goods is of course The Old Homestead Brand.

Dress your windows with Old Homestead

Place Old Homestead conspicuously on your shelves

Tell your customers the merits of Old Homestead

Show the handsome Old Homestead Labels

You will be surprised how your canned goods sales will increase. You will be gratified with the way your customers will praise the goods. You will reap a handsome profit on increased sales.

Don't accept any other brand. Insist on having Old Homestead or write direct to

The Old Homestead Canning Co.

PICTON, ONT.

CANADA'S PRIDE

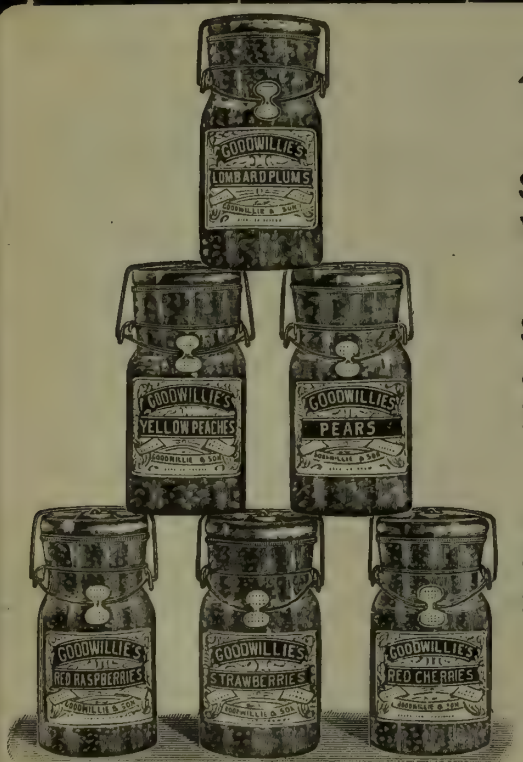
SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager



THEY

Sell Well

Show a Nice Profit.

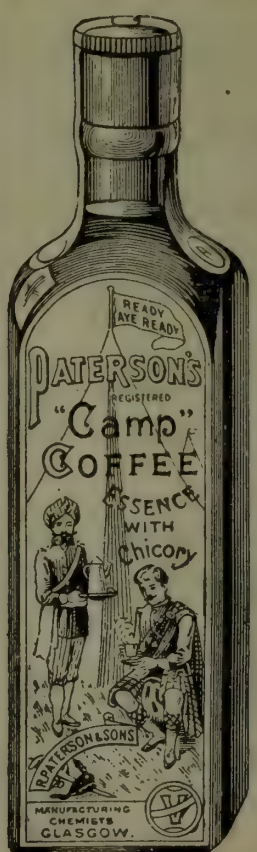
Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL



PATERSON'S CAMP COFFEE ESSENCE

Sells easily at a good profit—and that's about all any grocer wants.

ROSE & LAFLAMME
Agents, Montreal

"BULK VERSUS PACKET"

The close companionship of such regulation and yet undesirable neighbors in a store as Fish, Cheese, Meats, Fruits, Vegetables and other self-assertive articles cannot impair the freshness and aroma of "SALADA" Ceylon Teas, which are preserved and sold only in airtight sealed packets.

This is a vast deal more than can be claimed for bulk teas, which are forever "going off" in flavor and deteriorating in value. "NO DENYING THIS FACT."

"SALADA" Green Teas are putting Japans just where "SALADA" Black Teas have put China Congous—"Out of Business."

Wholesale Terms and Samples from

"SALADA" TEA CO., Toronto, Montreal

Royal Yeast Cakes.

MOST PERFECT MADE.

Sold and Used Everywhere.

A Pure Dry-Hop Yeast.

Merchants should recommend food products that are produced in clean factories.

ORDER FROM YOUR WHOLESALE GROCER.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Medal and Diploma World's Fair, St. Louis, Mo., 1904.

We ring the changes on

Lytle's Lime Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

because these are among the most saleable lines a grocer can carry at this season of the year—because a line equal to the best trade of the best grocer.

Sold by Your Jobber, or Direct from the Manufacturer.

THE T. A. LYTLE CO. LIMITED
TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

☞ Cut this ad. out and paste it up as a reminder.

The Lakeside Canning Company, Limited

Wellington, - Ontario

IMPORTERS ASK OUR PRICES FOR

Valencia Raisins,
Currants,
Shelled Almonds,
Shelled Walnuts,
etc., etc.

Barbadoes Molasses,
West Indian Sugars,
Maple Sugars,
etc., etc.

D. RATTRAY & SONS

Commission Merchants

QUEBEC **Montreal** OTTAWA

Windsor Table Salt

You must look into the by-ways and hedges of the past for convincing proof that "quality" tells in the long run—there are financial wrecks there without number. And the figure of the grocer who was tempted to buy doubtful goods for a little saving on price looms up like a lighthouse in a dense fog. It pays to buy standard goods like

Pure, White, Crystaline

Windsor Table Salt, because it is all salt every single time. No impurity in it, because it is sifted, not ground. No "caking," because every drop of moisture is dried out of it. Remember the wrecks of the past when tempted to buy salt said to be "just as good as Windsor."

THE CANADIAN SALT CO., Limited
Windsor, Ont.

WRITE THE

Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
LIME JUICE
FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
SWEET CIDER
BANANA CIDER,
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar.

ORDER NOW

Taylor & Pringle Co., Limited

You Sell Matches

It pays you to watch Matches as it does your other lines. Your business prospers as you keep up with what is ***New*** and ***Good.***

If you don't know ***Our*** Matches you are not doing justice to your customers or yourself.

Write for our price list.
It will pay you.
Our prices are lower than other makers' and our goods ***The Best.***

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

EXTRA BRIGHT

DEMERARA CRYSTAL SUGAR

Price Very Attractive

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Have a Hobby!

LET IT BE TO SELL COFFEE OF THE HIGHEST QUALITY

This you can do if you handle CHASE & SANBORN'S HIGH-GRADE COFFEES.

Chase & Sanborn

The Importers, - MONTREAL

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market—and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 592.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Teas that are refreshing,
Teas that are **healthful,**
fragrant, invigorating
Teas that are always **pure**—

That's what every lover of tea is bound to say of

Japan Teas

The grocer's interest lies in pushing teas that are **pure.**

PURE MILK

Sweetened **Unsweetened**

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.

All jobbers.

Valencia Raisins,
Sultana Raisins
Currants, Etc.

Get our Prices before Buying.

THOS. BELL, SONS & CO.,
MONTREAL

Representing:—

A. Mahiques Paris,	**Denia**
P. G. Barff & Co., Ltd.,	**Smyrna**
Drivelopulo Freres,	**Patras**

Supplied under Contract to the British and Indian Governments

Our Name, **WHITE, COTTELL & CO.**

Our Business, Manufacturers of

PURE MALT VINEGAR **Highest Grade**

Our Object, To supply **you** with the most satisfactory article it is possible to produce,—to secure and hold **your** business.

Our Address, Warner Rd., Camberwell, London, Eng.

Margin is not Everything.

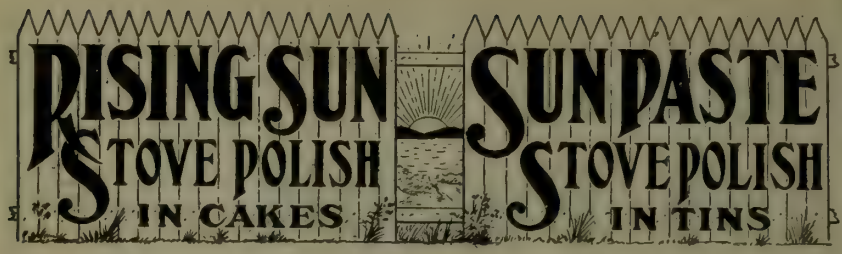
PURNELL, WEBB & CO'S. (Bristol, Eng.)

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.

AGENTS:

J. W. Gorham & Co.	HALIFAX, N.S.	J Westren,	630 Ontario Street. TORONTO
R. Jardine,	ST. JOHN, N.B	Bickle & Greening,	HAMILTON, ONT.
H. Haszard,	CHARLOTTETOWN, P.E.I.	J. Carman,	WINNIPEG, MAN.
A. J. Hughes,	1483 Notre Dame Stree , MONTREAL	C. E Jarvis & Co.,	VANCOUVER, B.C.



Safety is the First Consideration.

Some manufacturers of stove polish try to induce you to sell an inferior article—often a highly inflammable, dangerous and explosive polish, which is liable to severely burn your customers, possibly horribly disfigure them, and perhaps burn them to death. These deaths and accidents from explosive stove polishes are not rare by any means, as we can prove to any one from the news colums of the daily papers.

Remember that RISING SUN Stove Polish and SUN PASTE Stove Polish both give you a good margin of profit and are absolutely safe in the hands of the user. You can carry them in your stock with safety. Insurance companies are liable to object to paying losses in stores where inflammable goods are kept on the shelves without permits.

DON'T TAKE ANY CHANCES.

MORSE BROS., Props. - Canton, Mass., U.S.A.

GREIG'S WHITE SWAN JELLY POWDERS

All true frnit flavors. High grade and dependable in every respect. Cheap too!

The Robert Greig Co.
Limited
WHITE SWAN MILLS
TORONTO

If the
Canned Goods
you buy

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

We use only the finest

British tin plate—our machinery is the most modern and complete—and we guarantee every can we make

Acme Can Works
MONTREAL

WILLIAM GALBRAITH & SON
68 McGILL ST., MONTREAL
WHOLESALE GROCERS
Offer 200 Chests Fine Pekoe Tauchong - - at 11½c.

Sole Agents in Montreal for
"CANADA'S PRIDE" CANNED GOODS
The Best in the Dominion.

If You Want To Save $'S
YOU MUST HAVE SYSTEM

The Crain Monthly Account System is the recognized system for the retail trade. No retail shop is complete without it. It saves time. It saves money. It saves worry. Accounts are always ready to render. We are at your service and would be pleased to give you further information. Write us.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

TORONTO
18 Toronto Street.

MONTREAL
74 Alliance Bldg.

WINNIPEG
Sylvester-Willison Bldg.

SOMERS BROS., - - TORONTO, ONT.

THE IMPORTANCE OF GOOD STORE FIXTURES

IS SECOND ONLY TO THAT OF A WELL SELECTED STOCK

"GOOD" FIXTURES SHOULD PROVIDE FOR
EFFICIENCY of Service
ECONOMY of Space, Time and Labor
CONVENIENCE to Dealer and Customer
CLEANLINESS that Prevents Waste and Loss
INTERIOR DISPLAY that Encourages Buying

WALKER BIN FIXTURES

FULLY MEET THESE REQUIREMENTS

Write for Illustrated Catalogue "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., Ltd., - Berlin, Ont.

J. H. MAIDEN, Montreal Agent

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

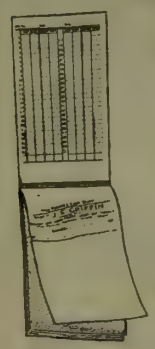
We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.



MOMENTS——WASTED

become hours, days, then dollars.

You are perhaps taking your orders on an old-fashioned Counter Check Book and as would be expected are getting rather poor service. The new

SPECIAL DUPLICATING COUNTER CHECK BOOK

made by us is admirably suited to grocery uses. The leaves alternate white and pink all the way through. We make all kinds.

Try the New Way, the Saving Way.

The Carter-Crume Company, Limited
TORONTO and MONTREAL

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

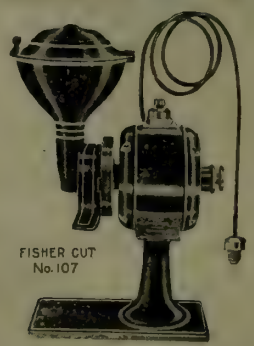
TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.
THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.
Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.
AUER LIGHT CO., - MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

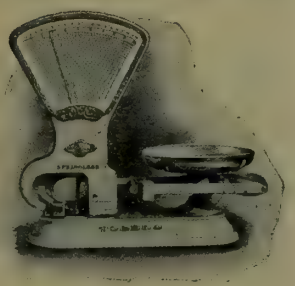
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
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It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

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Every Canadian who wishes to trade successfully with the Old Country should read

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If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

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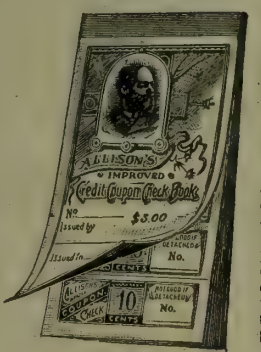

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For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
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Advice regarding processes of manufacture and technical applications of chemistry.

NEW STRAWBERRIES

2-lb. Tins. No. 1 Goods. Heavy Syrup.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

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LIMITED

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Wholesale Dealers in Grocers', Druggists', Stationers', and Smokers' Sundries.

FACTORY:
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MAIN OFFICE AND WAREHOUSE:
92 Adelaide St. West

CEYLON
TEA
BLACK AND GREEN

My friend you will easily remember the early battle of Ceylon Tea for recognition on the Canadian market. It is not so long ago and our competitors made noise enough, to make it impossible to forget. You can't blame them. They were hard hit.

The fertile young island of Ceylon had every requisite for growing tea of the finest quality. British enterprize and cleaniness "made" these teas so well and at such excellent values that

THE BLACK TEA TRADE BELONGS TO CEYLON

Having captured the black tea trade Ceylon has solved the **Green Tea** question and are now producing green teas as sanitary and as delicious as are the well established Ceylon blacks. The public are beginning to find this out. A **Green Tea** victory is now in sight for Ceylon. Mr. Grocer why not have your share of the spoils? Work along the lines of success and specialize on Ceylon Greens.

CEYLON TEA
Black and Green

TEAS, GROCERIES, PROVISIONS WINES and LIQUORS

The Largest Stock. The Greatest Variety.

OUR POLICY

Low Prices. Quick Turn Over.
Big Business.

A few trial orders will convince you of

OUR RELIABILITY

Best Equipment. Competent Staff.
Perfect Organization.

Hudon, Hebert & Cie.

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

BODE'S

The Chewing Gum to sell is the Gum that is advertised.

The Chewing Gum that is advertised is the Chewing Gum that sells.

BODE'S

These are the brands that are advertised and which you should offer to your trade:

Bode's Menthal "Pepsin" Gum

Bode's Crushed Fruit Gum, in three flavors.

Bode's Pepsin Gum

Bode's Chulets, **in 3-lb. and 5-lb. boxes, also 5c. packages.**

See our quotations in "Quotations for proprietary articles."

Bode's Buster Brown Gum, **the largest 1c. pkge. in Canada.**

All of these lines for sale by your jobber.
If he doesn't handle them write us direct.

Bode's Gum Co., LIMITED

MONTREAL

TORONTO	OTTAWA	QUEBEC
Pacific Bldg.	65 Sparks St.	5 Dufour St.

Tartan BRAND

SIGN OF PURITY

IN STORE

TARTAN Heavy Syrup and Preserved Strawberries
TARTAN 3's Whole Strawberry Beets
TARTAN 2's Asparagus, better than imported
Shipment—Finest Oiled Java Rice
Finest Imported Patna Rice

VALENCIA RAISINS, SCARCE We have them and at low prices, also room for a few more future orders for TARTAN Fruits and Vegetables. Mail and Telephone Orders our Specialty.

Long Distance Phone 596 **BALFOUR, SMYE & CO.** HAMILTON

ESTABLISHED IN 1842

CANNED GOODS

1906 PACK

We are in the market again this year.

"FULL GUARANTEE WITH US."

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers of Teas, Wines and Liquors - - **Montreal**

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

EMPIRE
JELLY POWDERS AND EXTRACTS
are put up in full lines of flavors.

EMPIRE
BAKING POWDERS
are put up in all sizes—tins and glass

EMPIRE Salmon
Secure stock before a further advance.

We also have EMPIRE Tea, Syrup, Canned Corn, Peas, Tomatoes, etc.

Write in for Empire Japanese Ash Tray.

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

GROCER!

Consider well before you place your order for Canned Fruits and Vegetables and secure a BRAND that you know is reliable.

QUEEN BRAND

has given excellent satisfaction for 15 years. PROOF, we have no old goods on hand when the New Pack begins.

ALWAYS NEW GOODS to offer each year. BUY "QUEEN" BRAND

and you will not take long to consider where you will place your order another season.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"ANTITIS PEPPER"
The New Pepper
Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

Particular Palates Desire It

No other Mince Meat can take the place of

NICHOLSON'S

unless "another kind" (not so good) is wanted

Now or never for

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

and place emphasis on the "now"!

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

"RED FEATHER" CANNED GOODS

There are a few of our friends who handled the "Red Feather" Canned Goods last year, whose orders for 1906 pack we have not yet received.

Owing to the increased orders this year, consequent on the satisfaction this brand gave, and the limited pack there will be, we are anxious to get all orders in as quickly as possible.

Orders will be filled in rotation received.

If you have not ordered, do not wait but book at once either through our travellers or by mail or phone.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

It is the Right Time

NOW

to Use Starch

AND THE

Right Starch

IS

JAPANESE STARCH

If you do not know this brand write for sample and prices.

AMERICAN PURE FOOD CO.

MONTREAL

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

RETAIL MERCHANTS' CONVENTION

Meeting of Ontario Provincial Section at Ottawa—Programme of Business and Pleasure—Complaint Against Telephone Companies—Resolutions Submitted—Freight Rates and Mail Order Business Discussed—Promise of Government Redress - A Fling at Trade Papers.

The convention of the Retail Merchants' Association of Canada, Ontario Provincial Section held at Ottawa on Tuesday, Wednesday and Thursday, July 3, 4 and 5, and reference to which was made in our issue of the 6th inst., was a most successful assembly. Delegates from all parts of the province signed the register, and although the first days' proceedings was attended by but a small number, the arrivals on Wednesday made up a very representative body of retailers.

The program arranged for the convention was as follows :

Tuesday morning, July 3, 10 o'clock—Receiving of delegates at the City Hall and arranging business program.

Afternoon 2 o'clock—Opening of session by President A. L. Geen, Belleville ; address of welcome, Mayor Ellis; address, D. Murphy, president board of trade; address, Hy. Watters, president local branch; general business.

Evening, 7.30 o'clock — from Post Office — Trip to Britannia-on-the-Bay, Aylmer and Lake Descheme.

Wednesday morning, July 4, 10 o'clock —Tally-ho and cab drive from city hall to the driveways and experimental farm.

Afternoon, 2 o'clock—General business.

Evening, 8 o'clock—General business.

Thursday morning, July 5, 10 o'clock —Interview Sir Wilfrid Laurier.

Afternoon, 2 o'clock—Pleasure trip to Rockliffe Park, rifle ranges and royal shanty. Music and refreshments.

President's Address.

President A. L. Geen, Belleville, occupied the chair and in his address referred to the splendid growth of the association during the past year, the number of branches in Ontario having grown from 65 to 130, and the increase in Manitoba and Quebec also was most encouraging, due to the excellent work by the general and provincial secretaries and their enthusiastic organizers. The association was still young and it behooved them to go carefully in touching questions of import to the trade—there were many weak spots that good counsel would no doubt strengthen. Unity of purpose was the guiding star of its members, for in unity there was strength, and in time the affairs of the association would be placed on a sound and solid basis. He thanked Mayor Ellis for his pleasant words of welcome, also the Ottawa branch for the entertaining programme provided, and no doubt all delegates would enjoy themselves thoroughly.

Henry Watters' Address.

Henry Watters, president of the Ottawa branch, in apt words and hearty manner referred to the bill of entertainment provided for visitors, and endorsed Mayor Ellis' welcome. He referred to the Criminal Code, certain clauses of which were to be brought to the attention of the Premier, Sir Wilfrid Laurier, and the Cabinet, as being inimical to the best interests of the retail trade of Canada, and he urged united action towards securing justice and equality.

Wholesale in Preston.

B. W. Ziemann, Preston, Ont., referred to a wholesale grocery house in Western Ontario which was undertaking to start a retail business in his town, where goods would be sold at wholesale prices to bring the retailers to terms. The grievance on the part of the wholesale firm was that the retailers would not buy from it because it sold at wholesale prices to hotels, boarding houses, etc.

Telephone Companies.

The demands of the Bell Telephone Company were discussed. Delegates complained of the poor service in some cities, and of the merchants being compelled to pay for the telephones six months in advance.

Addresses were delivered by Messrs. F. W. Forde, chairman of the Ottawa Grocers' Association ; G. W. Shouldis, chairman of the Master Bakers' Association of Canada ; A. J. Warnock, H. Mockler of Durham ; A. J. Kerr, of Elora, and R. J. Crowder, of Wingham.

H. C. Ellis, President Ontario Section Retail Merchants' Association.

Resolutions.

The following resolutions were proposed and committees appointed for bringing in reports on same. These resolutions were ultimately passed after some strong discussions. As will be noticed, some of the resolutions are of a character which many members deemed outside of the province of the association to touch, and considerable discussion resulted before the same were put through :

"That whereas communications have been received requesting our association to co-operate with all other business associations to settle all questions of international dispute by arbitration, that this association deems it advisable to unite our efforts with the other business bodies as being in the best interests of commerce.

"That whereas a resolution has been forwarded to this board asking us to take up the question of freight rates regarding the transportation of sugar and determine if the freight rates are equitably applied between the various cities and towns of this province, that the chairman appoint a committee to examine into and deal with the matter.

"That whereas a large number of manufacturers place in and upon packages of goods coupons and presents for the purpose of encouraging the sale of their wares, this association request the Manufacturers' Association to take some action towards securing legislation that will stop the sale of goods placed upon the market by such unfair means, and that we pledge our support to the securing of such legislation.

"That the executive of this association be instructed to watch the Dominion legislation now in progress re co-operative associations and take what action they deem advisable to safeguard the interests of retail merchants.

"Whereas great inroads are being made into the retail trade throughout the province by mail order concerns, therefore be it resolved, that the executive committee of the Ontario provincial board take the matter into consideration with a view to finding some remedy.

"That whereas some discussion has arisen through the columns of a few trade journals criticizing the manner in which our association is organized, we believe the criticism is unfair and not in the best interests of the retail trade of the Dominion, and this association again affirms the general plan of the organization as being in the best interests of the retail trade.

"That it is the opinion of this convention that some action should be taken to regulate the manner in which telephone companies conduct their business with retail merchants, and we advise that the executive officers deal with the matter.

"That it is the opinion of this convention that it should be made compulsory that all claims for loss sustained on goods going by express or freight be adjusted within thirty days from the date of claim, and that the matter be referred to the Dominion board to be dealt with.

"That it is the opinion of this convention that each local branch should adopt what plan it considers best suited to its needs to provide for the protection of its members from bad pays.

"That this convention considers that it would be more convenient and advantageous if the Municipal Act were amended so that municipal elections would take place on the first of February or the first of March instead of on New Year's Day as at present.

"That whereas a considerable quantity of gold and silver goods are being placed on the market and misrepresented as to quality, this convention strongly urges the passage of the bill now before the Dominion Parliament respecting the proper marking of all gold and silver goods.

"That whereas the present criminal law discriminates against retail and wholesale merchants, and allows labor unions to do what we are not allowed to do, this convention strongly urges the Dominion board of our association

to make every effort to have the law changed.

"That whereas the Postmasters' Association of Canada applied to the Dominion Government to give them the right to sell to mail order concerns lists of names of those persons living in their neighborhoods, and whereas the executive of this association protested to the Dominion Government through the Dominion board against the granting of this request and thus prevented it being done, this convention fully endorses the action of the Dominion officers of the association."

Committees on Resolutions.

The committees on these resolutions consisted of :

General business—F. Darnley, A. J. Warnock, A. J. Kerr, C. J. Provost, R. J. Crowder.

Provincial affairs—M. Moyer, H. H. Mackler, Henry Watters, B. W. Ziemann.

Dominion affairs—F. W. Forde, J. A. McManus, H. C. Ellis and G. W. Shouldis.

Secretary's Report.

E. M. Trowern, general secretary, read his report at the meeting on Wednesday, and same was the most satisfactory in the ten years' history of the association. There were now 135 branches and 2,555 members, not including Toronto, in Ontario alone. The Northwest Association had grown to a marvellous extent, and the Quebec division had grown similarly.

He referred to the amendment which had been made to the Transient Traders' Act. The Act as it now stands is very satisfactory, any by-laws can be passed by city, town, township or village councils to prevent transient traders of all kinds from selling without a license. He fully outlined the amendments and pointed out what had been gained.

The association had considered the proposal to form a fire insurance fund of its own, but had decided that it would be better to insure in an outside well managed and strong company.

It opposed the motion brought up in the Legislature by which the business tax at present in force would be charged to a personal tax on all the merchants' stock whether paid for or not. The motion was not pressed.

At the recent session of the Legislature a bill was brought up to prevent merchants from having signs projecting on the street, and even signs on the buildings. The association aided in having this bill defeated.

Outside Retailing.

E. R. Fisher of Ottawa spoke of men who came into that city from Toronto, take orders for all kinds of clothing, pay no taxes, and are under no expense except hotel expenses. He maintained that this should be stopped.

Mr. Ziemann spoke along similar lines. In the small cities agents came in from larger cities and took orders. In large cities agents come in from London and Glasgow.

Can Protect Themselves.

Mr. Trowern said that the law regarding transient traders, just passed by the Provincial House, would cover that. A by-law can now be passed by the city council preventing this practice.

Treasurer's Report.

F. C. Higgins, treasurer, brought in his report, as follows :

Membership fees collected by Mr. Eadie, organizer, were $2,600; fees collected by Mr. Brubacher, $2,500; fees collected by Toronto branch, $744. Total receipts, $5,844.

The expenses were : For Mr. Eadie's salary and expenses, $1,305; for Mr. Brubacher's salary and expenses, $1,250 ; and for expenses in Toronto branch, $367; refund to branches, $1,277.07; head office expenses, $1,644.50. There was no balance and no obligations. There had been no special calls on the merchants. The report was only for 11 months and therefore the receipts were much less than they otherwise would have been.

No Auditing.

The treasurer's report, while in the main satisfactory, led to some criticism on part of the members. It appears that no proper audit had been made, the expenses of the various organizers having been vouched for by themselves. This did not appear to be on business lines, and Messrs. Forde, of Ottawa, and C. W. Kelly, of Guelph, in referring to this procedure, considered that as this was a business association it should be conducted on business lines. A result of the discussion was the appointment, under motion of H. C. Ellis and R. H. Crowder, of a special finance committee, consisting of Messrs. Higgins, Kelly, Forde, Crowder and Secretary Trowern.

F. W. Forde, Chairman Entertainment Committee.

Entertainment Appreciated.

"The delegates of the convention wish to place on record the high appreciation of the way in which the Ottawa branch has entertained them."

Mr. Ziemann, in moving this resolution, said that it was impossible for the delegates to express adequate thanks for the magnificent reception given them by the Ottawa branch.

Mr. Moyer, of Toronto, said that he had not at all expected such a lavish entertainment. It should be told throughout the province. It was a remarkable reception.

The resolution was carried with three hearty cheers and singing of "They Are Jolly Good Fellows."

"I wish to join with the mover and seconder of this resolution in expressing thanks at the unbounded generosity shown in this entertainment. We expected a good deal from Ottawa, but the entertainment has far exceeded all our expectations," said Retiring President Geen.

Mr. Forde in receiving the resolution said he thought there was no better way of advertising a city than by using the delegates well. H. C. Ellis spoke along similar lines.

A hearty vote of thanks was tendered the retiring president, A. L. Geen, of Belleville.

A vote of thanks was tendered the press of Ottawa for the very full and correct reports given.

A vote of thanks was also tendered the mayor, council and chief of fire brigade far the use of hall, and the turnout of the brigade.

Mr. Eadie, Mr. Impey and M. Brubacher, organizers, were similarly honored.

Address of E. D. Smith, M.P.

E. D. Smith, M. P. for Wentworth, addressed the convention on the subject of "Pure Food," and his remarks were of value to members, as he explained the features of adulteration condemned by the Pure Food Act. The Act, he said, to prevent adulteration is fairly strong. If a food be adulterated it has to be labeled that it is a compound. Yet, he said, the word compound did not convey the impression that ought to be conveyed. He was in favor of the articles used in the manufacture of the goods being named on the label. He claimed that the jam furnished to the soldiers in camp is specified to be pure jam, yet if the records are looked up it will be found that no pure jam had been purchased.

Sugar Freight Rates.

Considerable discussion came up over the freight rates on sugar. The complaint came from Port Hope, where it is claimed that the "equalized" rate of freight from Montreal is 15c. per cwt. to Port Hope, in car lots, while the rate from Montreal to Toronto is only 3c.

A resolution regarding this was left to a committee to be appointed.

Manufacturers' Prices.

The resolution against the manufacturers placing prizes, coupons and other enticements in packages of their goods was discussed. A cereal manufacturer, it was claimed, placed painted dolls, painted toys with hair and other adornment in the cereal without wrapping them up, and therefore injured the cereals. The association was strongly opposed to business being done in this way.

Mr. Trowern said he believed that if the retailers took action the manufacturers would move in the desired direction. He said that the retailers did not wish to appear to be making demands. They stood in the same position regarding the amendment of the criminal code. It was decided to authorize the executive to discuss the question with the manufacturers.

The resolution calling attention to the effort to have a bill put through Parliament to authorize the formation

of co-operative associations in this country was left to the executive to watch the advances and inquire into the plans of the promoters.

Mail Order Business.

The resolution pointing out the inroads being made on the retail trade by the mail order concerns brought forth the argument that the mail order business should be taxed, as these firms sold over the country where they paid no taxes and competed against merchants who paid heavy taxes. The order business was like the peddling trade and should be likewise taxed. The resolution was left to the provincial executive.

Trade Journals.

The criticisms of some trade journals in which they advised other associations to be formed separate from the general association brought forth much discussion. The speakers severely criticized the statements of these journals.

"You can't place your hand on a trade journal that ever helped an organization," said Mr. Trowern. "The history of every trade journal has been downward. I don't condemn the trade journals, we should take them, but let them keep their fingers out of the organization work. Association work is difficult enough without having journals, trade journals, putting difficulties in our way."

A resolution was passed confirming the general plan of the organization of the association as being in the best interests of the retail trade.

The resolution on trade journals was one that provoked considerable discussion, and many members felt that this was a question in which the association was not interested, or, if interested, it should be in support of trade journals, and the secretary himself advised members to subscribe to same. What he condemned was the apparent interest of certain trade journals, notably The Canadian Grocer, and Hardware and Metal, in advocating the formation of trade associations separate from the general retail merchants' association.

It was whispered by several members that if that was the rule desired by the association it would be as well for the Retail Merchants' Association to stop printing a trade journal, not one cent of revenue from which was recorded in the treasurer's report

It is no Help.

It was felt by a number of the delegates that the Retail Merchants' Journal was rather a hindrance than otherwise. As the representative from Wingham expressed it, they had forty-six members in that branch, and not a member, nor he, as president, had received a copy in four months. Others spoke of similar cases.

Good Trade Papers.

W. H. Seyler, of the MacLean Publishing Co., publishers of The Canadian Grocer and Hardware and Metal, who was present, was accorded the privilege of a few remarks, and in plain words clearly demonstrated that nothing that had ever appeared in the columns of these papers could be deliberately construed as being inimical to the good objects of legislation and improvement of trade conditions attempted by the retailers. Rather could it be said that it is now, and always has been, the policy of these papers, and all other genuine trade papers, to improve the conditions of the individual branches constituting the general body of retailers. No body of varied trades was stronger than its weakest link, and by strengthening the separate links the Retail Merchants' Association could only gain benefit. Criticism of any organization was the right and duty of every journal and, as Mr. Impey, Toronto, expressed it, "Surely the Retail Merchants' Association in its conduct of affairs should not consider itself above criticism—rather should it invite it." Neither the MacLean Publishing Co. nor any other legitimate trade journal would forego its rights to criticize, and, if necessary, condemn anything not considered in the best interests of individual branches of trade, or trade generally.

Resolution Not Well Received.

After Mr. Trowern, the secretary, had explained, according to his light, the intent of the editorial in The Canadian Grocer of June 29th, "Grocers Should Organize," and intimated that not a member of the staff of the MacLean Publishing Co. had any knowledge of trade from actual experience, or ever sold a dollar's worth of goods, etc., the resolution passed, many members refraining from voting, knowing, as they did, that the member of the MacLean Co. present had sold over a million dollars' worth of groceries, and had a trade experience compared to which the mover's was a peanut stand affair. As admitted to the reporter by a number of the most prominent members of the association at the close of the session, the resolution was considered by them as one that should not have been forced through.

Election of Officers..

The election of officers for the ensuing year was held and resulted as follows:

H. C. Ellis, of Ottawa, former first vice-president, was unanimously elected president of the Provincial Retail Merchants' Association.

First vice-president, B. W. Ziemann, Preston.

Second vice-president, F. C. Higgins, Toronto.

Treasurer, M. Moyer, Toronto.

Provincial secretary, E. M. Trowern, Toronto.

Auditor, C. W. Kelly, Guelph.

Decision as to the next place of meeting will be left in the hands of the executive. The time was also left with that body.

Interviews Government.

At ten o'clock, July 5th, the members of the association marched in a body to the Parliament Buildings, where they were joined by the Montreal delegates, who had come over by special train to the number of 120. Sir Wilfrid Laurier, Premier; Hon. A. B. Aylesworth, Minister of Justice, and Hon. Wm. Patterson, Minister of Customs, received the delegation in the Railway Committee Room. A. L. Geen, president; E. M. Trowern, general secretary; J. A. Beaudry, secretary for the Province of Quebec, and Henry Watters, president of the Ottawa branch, addressed the Government on section 520 of the Criminal Code. The anomalous position in which merchants are placed by certain clauses in this section (which is reproduced herewith) was very clearly set forth by the different speakers, that of Mr. Trowern being particularly lucid and emphatic. Several questions were asked by the Premier and his colleagues, and the Premier, in dismissing the delegation, agreed to give the matter the closest consideration by himself and the Hon. Minister of Justice. It was too late now to promise immediate action, as the House was in its closing days, but he would arrange for a further consideration with the committee of the association shortly after the prorogation of the House. It is expected that an interesting and fuller explanation will be made by the committee appointed to this meeting.

Section 520 of Criminal Code, with Desired Amendments.

The words in black are the amendments desired.

"520. Every one is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or two years' imprisonment, or if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars who **unlawfully** conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation company.

"(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce, or

"(b) To **unduly** restrain or injure trade or commerce in relation to any such article or commodity; or

"(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof; or

"(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon persons or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employes, for their own reasonable protection as such workmen or employes or **to wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants.**

No prosecution shall be commenced under the above section 520, without the fiat of the Attorney General for the province in which the charge is laid.

Closing Session.

After a brief closing session of the association in the council chamber of the city hall, the members agreed to meet for a trolley ride to the Rideau rifle ranges and the Royal Shanty. At two o'clock trolleys were taken to the shanty, where a splendid repast had been prepared by the local committee and speeches and music were indulged in for a few hours. The local committee were

thanked most cordially for the magnificent manner in which they had provided for the entertainment of the delegates.

List of Delegates.

M. Moyer, F. C. Higgins, John Impey, E. M. Trowern, Toronto; James McManus, St. Thomas; A. L. Geen, Belleville; S. A. Brubacher, Berlin; J. R. O'Neill, Lindsay; John Horsley, Meaford; F. G. Lockett, Kingston; A. A. Armstrong, Fergus; W. J. Kerrocher, F. L. Hall, Perth; J. H. Flury, Lindsay; J. W. Shaw, Tweed; W. E. Mayhew, W. Jenkins, Carleton Place; Jas. Eadie, W. H. Doel, editor Retail Merchants' Journal, Toronto; F. Darnley, B. W. Ziemann, Preston; A. J. Kerr, Elora; R. W. Crowder, Wingham; H. W. Mockler, Durham; G. E. Snider, Deseronto; J. S. Morton, L. Meiklejohn, Sterling; C. W. Kelly, Guelph; Ed. Rinker, Kincardine; R. S. Drysdale, Arnprior; A. M. Patterson, Thos. Nappy, Brockville; L. S. Paquin, Sorel, P.Q.; J. D. Ostigny, Aug. Lavoie, Frank L. Woolley, J. D. A. Filion, J. G. Laviolette, Chas. E. Scarff, B. C. Beaumier, J. D. Berthiaume, N. P. Nightingale, Le Prix Courant, Montreal; Alex. Orsali, president Wholesale Grocers' Guild, Province of Quebec, Montreal; W. C. N. Grinnell, J. H. Laing, L. R. Souliere, W. S. Stone, H. W. Reynolds, John G. Weinfeld, L. A. Bernard, J. A. Menard, J. A. Beaudry, M. Albert, John E. Tremble, C. J. Spenard, J. J. Martin, J. Art. Maillot, P. E. Cartier, R. Berthillier, J. B. Vanier, Eug. Veune, Arthur Bastien, Emile Bastien, Henri Bastien, Pierre Legault, Herman Baigne, Ismael Legault, Alph. Landreville, Wm. York, J. A. Labonte, Alex. Bremner, R. Martel, A. Martel, Thos. Pleau, Henri Fortin, Gideon Boisvert, Odessa Paquette, J. Choquette, Montreal; L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal; Jos. Ethier, of Laporte, Martin & Cie., Montreal; A. Turcotte, of Turcotte Freres, Quebec; H. C. Ellis, F. W. Forde, A. J. Warnock, C. J. Provost, W. H. Sproule, D. Halliday, Wm. McAllister, A. E. Cowan, C. B. McLean, Geo. Atkinson, G. W. Shouldis, Henry Watters, L. N. Poulin, E. K. Fisher, Wm. A. Lloyd, P. K. Lamoreaux, W. Farmer, R. H. Conley, Ottawa.

Convention Echoes.

President-elect H. C. Ellis deservedly received the congratulations of the members. He is one of Ottawa's brightest grocers and a hard worker in grocery trade matters, and his work in the Retail Merchants' Association is of the best.

That moonlight ride from lovely Britannia-on-the-Bay to Aylmer was most enjoyable. A pleasant surprise was tendered the delegates when the steamer passed Mr. C. J. Provost's, treasurer of the Ottawa Grocers' Association, Summer residence, in the shape of a display of fireworks. This little attention was much appreciated.

President F. W. Forde, of the Retail Grocers' Association, was here, there and everywhere, looking after the comforts and enjoyment of the delegates. Where there is work (or fighting) to do there you will find Fred Forde.

George Shouldis, president Bakers' Association of Ottawa, was a host in entertaining and his genial smile and friendly voice were a thing to remember. What a team Forde, Shouldis, Warnock, Provost and Brennan make for organization and entertainment!

M. Moyer, Toronto, was the Solon of the convention, while that magnificent Teuton, Ziemann, from Preston, rolled out the Queen's English in tones that caused attention and commendation. Big in frame and big in ideas, Ziemann is a card to draw to.

That German trio with its songs of the fatherland was an entertaining feature of the Aylmer trolley ride.

Ottawa as a convention city leaves little to be desired. Its beautiful location, splendid drives and considerate council make for a good time for all.

GREEK FRUIT SELLERS IN CANADA.

Editor Canadian Grocer:

Dear Sir:—I am interested in an article on page 36 of your last issue relating to the Greeks handling fruits in Canadian cities.

For several years I have been watching these sons of Hellas in various towns and cities in the States, but your publication is the first so far as I know to raise the question as to why the Greeks have been so phenomenally successful in this business in such a short space of time.

Coming into this country with little or no knowledge of our language or customs they appear to forge ahead, and while their successes are not astounding as compared with trust operations these days, still the main point is, as you show, they succeed.

I hardly believe it would be exaggerating to say that 75 per cent. of the Greeks coming to this country engage in the fruit business. There must be some reason for this that will, in some way, account for their success. In the first place, I think they follow the business because it is almost second nature with them, coming as they do from a semi-tropical country that has always been famous for its fruits. To my mind it is doubtful if they would make as great headway in handling some other line, as hardware, for instance. The fact that they know how to display their line to best advantage means quite a good deal, and the Greek has an artistic temperament par excellence. I am sometimes struck with the great care they exercise in keeping their corner stands; very few small merchants scrutinize detail so closely as the Greeks. Not only must all decayed or imperfect fruits be separated from the best, but the tiers must be dusted and the fruits wiped at regular intervals. Too frequently the average American seems to consider such slavery to detail as being cranky and unnecessary.

Another thing I have noticed is that the Greek is usually satisfied so far with being a retailer. His mind apparently stops short of the various ramifications involved in the wholesale game handling either deciduous or citrus fruits, but I am led to consider if the Greek who succeeds in a retail way will not eventually become a wholesaler, and by continuing the process indefinitely dominate the fruit business entirely. They are a factor to be reckoned with in retailing, and when we consider they have only been a few years in this country we may form some idea as to what they will do in the future if they keep up their past and present stride.

The height of Greek culture, as we see it in this country, is "Ten centa fiva banan at dees peanutta stan." Their capital is usually small and their operations restricted, I grant, but I am reminded that many of the largest clothing and other establishments now in this country owned and operated by Hebrews had an equally obscure origin, probably in a peddler's wagon or in an insignificant corner store in a small village.

I maintain that you have raised a very live question in your valuable magazine when you ask if the retail fruit business is to be controlled by the Greek merchants, or if it shall be regained by the retail grocer who has lost it, temporarily at least, and we regret to admit, to a shrewder competitor. I incline to the opinion that any drastic legislation in this country tending to eliminate the fruit stands, peddlers, hucksters, etc., would be a real menace to the fruit and produce interests, but I am at a loss to understand why more native born Americans have not engaged in the business, unless it is because the Greeks and Italians owing to their familiarity and long experience with fruits, etc., do not entitle them to be classed as superior fruit men. It can hardly be denied that these latter people sell a large amount of stuff that would be next to impossible to dispose of otherwise and that a large percentage of their business is handled on a very small margin. But the tendency of all modern business, I believe, is to extend the output and work on a closer margin of profit. Small profits will, therefore, have little or no effect on their future successes so long as they keep growing in the business. I am informed by a leading Greek here who has made a phenomenal success, and who by the way is already in the wholesale class handling fruits, that in 1885, the year in which he came to Chicago, there were 45 Greeks in the local colony. Now there are 10,000 and they all seem to be making money and are mostly engaged in the fruit business. I incline to the belief that the percentage of increase among the Greeks here has been about the same as in other cities in the States.

While it is purely in the realm of the academic to estimate what changes will be wrought in the next sixteen years, I think it fair to assume that we shall see some startling developments in the fruit business at the hands of our Hellenic friends, whose nostrils were perhaps filled in childhood with the soft odors from vine-clad hills, and who perhaps plucked fruits and flowers from Hymetus before they could master alpha, beta, gama. But let's be fair to the Greeks and give them credit for being intelligent and industrious; they are perhaps entitled to their success. Trade may be cajoled for a day, but the real master of commerce sooner or later finds his own, and maybe the Greek is a better master of fruits than we. Anyway, he bids fair to teach us a lesson in business as his forefathers did so many years ago in art, war and philosophy.

Yours very truly,
W. T. SEIBELS.

Chicago, July 7.

Charles L. Tison, grocer, Montreal, deceased.

THE CANADIAN GROCER

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The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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Robertson, Geo., & Son, Kingston, Ont.
Watt, Geo., & Sons, Brantford, Ont.

SPLENDID CROP PROSPECTS.

The prosperity of Canada being directly dependent upon her agricultural industry, it is gratifying that reports received from authoritative sources find the crop prospect very satisfactory. Interest in this regard turns primarily to the west, with each year a greater field to be reckoned on. Thousands of acres of rich prairie are being broken by the settler every day, and next season will add their quota to swell the immense grain product. Last year's yield, considered by the acre or as a whole, was wonderful, and if Nature is propitious the crop now in the ground will, by reason of increased acreage, far surpass it. What the influx of people will be during the present Summer it is difficult to estimate, but it will constitute another movement of the entering wedge that is to bring this fair Dominion a population of fifty millions in a few decades, and raise Canada's standard to a high place among the nations of the world.

All this means an agreeable situation to the merchant, providing always that he temper the modus operandi of his business with the precautionary measures suggested by the conditions surrounding him. He may accept the feeling of optimism with which the whole west effervesces, but he must introduce qualifications for present protection before figuring far into the future. He has been, and is, playing an important part in the upbuilding of that vast country in a way that is not necessarily coincident to the ordinary process of trading. He has exerted one of the most powerful influences that have been directed to placing the settler on a good footing, and putting the greatest acreage in seed as soon as possible. To those farmers who have shown the proper industrious disposition he has extended the most liberal credit, thereby permitting the use of an enormous capital in acquiring land and improving it that would otherwise have been held back for current expenses. It is the first year or so, while he gets no returns from the soil, that the settler feels most keenly. The merchant has tided him over that period safely, with the assurance that the first crop—which is generally calculated to set the owner on firm ground, with something to spare—would be followed by a settlement. This policy has been of inestimable benefit, especially to the homesteader, whose capital is small, and who, until the required duties are performed, has no freehold property to secure his paper.

Of course the merchant could not be so indulgent without the aid of the wholesale houses, and with long credit extended all round, the value of accounts outstanding at one time has been enormous. Naturally, harvest should see the books balanced up, but collections in the past have not been satisfactory. The farmer very often succumbed to the land fever—knowing that this is the last Great West, and that prices would never be so low again—and invested money that should have been devoted to settling his bills. Land greed is a hard thing to fight off, and in a new, rich country it is rampant. The screws had to be tightened up a little by the merchant, and now collections are better. They should continue to improve, particularly in those districts where more than one crop has been marketed. The temptation to buy while prices are advancing is great, but the farmer should square his accounts first. He must be urged to do so by every reasonable means. In the districts where prosperity has made its appearance — and in the west it often does very quickly — cash business should be encouraged as far as possible.

The merchant is now buying Fall stock. If the crop comes up to expectations business conditions will be good; if not, the times are likely to be pretty hard. It is not our wish to hold a pair of blue glasses to the merchant's eyes, but merely to emphasize the need that he has for caution. The outlook just now is splendid, and we pray that the brightest hopes may materialize. At the same time, let the possibilities exert their proper moderating influence.

READS GROCER WITH INTEREST

Prescott, Ont., July 2, 1906.

Editor CANADIAN GROCER:

Dear Sir,—Find enclosed $1.00, subscription six months last for CANADIAN GROCER.

Allow me to compliment you on the very attractive publication you produce. I read it with very much interest.

Yours very truly,

(Signed) FRED ROWE.

THE VALUE OF CREDIT.

When a man's credit is gone he has little left that is of any commercial value. Experience he may have, and social position, but without the standing which stamps him as a man who will meet his obligations, it is a bootless task for him to try to carry on a successful business.

A banker's confidence in the man to whom he lends money is based upon the experience, the application and the character of the man. And character plays no small part in the essential elements considered. But it is not enough simply to be honest. Many a man is honest and nothing more. He must be able to accomplish things, for without this he cannot be considered a good risk.

There is no royal road to credit: its building is the work of years. It is one of the most precious things in a man's business career, and should be guarded zealously and, above all, it should not be dishonestly take advantage of when once established. In every deal, credit plays its part with cash. If it were not so there would be little chance of a man with limited means rising above his present station in life, and only those who were fortunate in already having money could do business to advantage. The security of the largest business houses in the land today was founded upon their credit — their ability to make good—quite as much as upon the amount of their worldly possessions.

RAILROAD DISCRIMINATION.

The average shipper has long since ceased to evince marked surprise at anything a railroad may do or charge. The workings of the railroad mind are past finding out, or even the elucidation of an A. G. Blair. Still the shipper occasionally runs across such a flagrant example of wrong-headedness as to excite his interest if not his surprise.

Such a case was recently brought to the notice of The Canadian Grocer. A large shipper has been accustomed to send quantities of crockery from Hamilton to St. John, N.B., paying 62 cents per hundred pounds. A short time ago he had occasion to send a shipment of the same class of goods to Hamilton, Bermuda, and on his freight bill discovered that the railroad's charge to St. John was 29½ cents, because the goods were going through to Hamilton, Bermuda.

By a little calculation it was seen that he could ship his crockery through St. John a thousand miles out into the Atlantic to Bermuda and back again to St. John for less money than if they were shipped no farther than St. John in the first place. This is charging what the traffic will bear with a vengeance.

THE PURE FOOD BILL.

The Pure Food Bill which has just passed into law in the United States is severe in its penalties. The penalty for the first offence is a fine not to exceed $500, or a year's imprisonment for any person who manufactures, sells or offers for sale any article of food, drugs, medicine or liquor which is adulterated, misbranded, or which contains any poisonous or deleterious substance. But although this law seems to cover the ground completely, it has no care for anyone but a citizen of the United States. The importation of adulterated food is prohibited, and the importers are liable to a fine of from $200 to $300 with imprisonment, but such is not the case with the preparation of foods for other countries. It is expressly provided that goods for export shall not be deemed to be adulterated or misbranded when no substance is used in their composition which conflicts with the laws of the foreign country for which it is intended. Thus, for good Americans a special brand of meat must be prepared, but for Britishers, Canadians, and all other foreigners, anything that can be unloaded upon them may be used.

It is assumed, no doubt, that others know enough to protect themselves, but in view of the odium which now surrounds the product of American packing houses, it is only reasonable to think that everything possible should be done to re-establish or re-create the standing American meat once had.

Considering the whole question, the packers have got off easily. There are to be sufficient and suitable inspectors appointed to see that all places where food is prepared are fit for such work, and that no diseased animal or deleterious matter is used in the food, but it is the Government, and not the packers, who have to pay for the inspection. Nor do they have to affix the date of packing on the cans. It was held that goods once packed do not deteriorate with time, but while this may be true, it is doubtful if the public will feel quite like believing it.

EXPORT TRADE INCREASING.

Trade returns for May and June recently obtained from the Montreal Board of Trade give silent but eloquent testimony of the development of our export trade. While every line has not shown an increase, taken as a whole export shipments for the first two months of the season have been ahead of the shipments for the same period last year. As an instance, wheat exports for May and June, 1906, were over double those of these two months in 1905. On the other hand, butter exported was some thirteen hundred odd packages under last year's figures for this period. The flour trade has developed wonderfully, and shipments show an increase of over one hundred and twenty-four thousand barrels. The lard trade has grown very much also. Meat shipments have not been large, in fact there has been a decrease, but as a good deal of the meat shipped through Montreal comes from the States, this is not to be wondered at considering the recent exposures in Chicago. Cheese exported was much ahead of last year. Other lines which are important in export circles showed corresponding increases or decreases, as the case might be, but generally the former by a good large margin.

SUGAR PRICES COMPARED.

It is interesting to note the action of the sugar market as regards prices, this year as compared to last, from January to June inclusive.

The market opened the year 1905 at $5.45. By the end of January the price had advanced to $5.75. February 9 saw a decline of ten cents. From that date the price declined, ten cents at a time, until it stood June 27 at $5.

The price quoted the beginning of 1906 was very much lower than that demanded in 1905. January 1 $4.30 was the price asked. Up to June the market fluctuated considerably, advancing one week and declining another. February 9 $1 was asked. Between that time and the end of June the price fluctuated more or less, at the latter time the price quoted being $4.20.

The figures below show how the market acted :

1905. Date.	Price.	Decline	Advance
January 3	$5.45		
January 9	5.55		10
January 13	5.65		10
January 19	5.75		10
February 9	5.65	10	
April 28	5.55	10	
May 6	5.45	10	
May 11	5.35	10	
May 16	5.25	10	
June 5	5.15	10	
June 21	5.05	10	
June 27	5.00	05	

1906. Date.	Price.	Decline	Advance
January 1	$4.30		
January 16	4.20	10	
January 26	4.10	10	
February 9	4.00	10	
March 5	4.10		10
March 20	4.20		10
April 16	4.10	10	
April 23	4.00	10	
April 30	4.10		10
May 21	4.00	10	
May 28	4.10		10
June 18	4.20		10

CANADIAN CANNERS' PRICE LIST FOR 1906 PACK.

		ONTARIO Per doz. Group No. 1	ONTARIO Per doz. Group No. 2
2's	Asparagus		$2.75
2's	Rhubarb, preserved	1.17½	1.15
3's	Rhubarb, preserved	1.92½	1.90
Gals.	Rhubarb, standard	2.65	2.62½
2's	Strawberries, heavy syrup	2.00	1.97½
2's	Strawberries, preserved	2.15	2.12½
Gals.	Strawberries, standard		6.25
Gals.	Strawberries, solid pack		9.00
2's	Spinach	1.42½	1.40
3's	Spinach	1.82½	1.80
Gals.	Spinach	5.02½	5.00
2's	Sliced pineapple	2.02½	2.00
2's	Grated pineapple	2.12½	2.10
2½'s	Whole pineapple	2.82½	2.80
2's	Whole beets, blood red, "Simcoe"		.90
2's	Sliced beets, blood red, "Simcoe"		1.00
3's	Whole beets, blood red, "Simcoe"		1.10
3's	Sliced beets, blood red, "Simcoe"		1.20

This cancels all previous lists.

A SPLENDID TRADE JOURNAL

P. L. Cherry, British Vice-Consul, Astoria, writes under date of July 3rd :

"I am in receipt of the number of the CANADIAN GROCER sent to this vice-consulate. It is a splendid number."

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S
James, F. T., Co., Toronto.
Loggie W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Ybarrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Brackman-Ker Milling Co., Calgary Alta.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Bell, Thos. Sons & Co., Montreal.
Campbell, Wilson & Howe Calgara, Alta.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Northwest Jobbing and Commission Co., Lethbridge, Alta.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Persse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes - Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
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Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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TO PREVENT FRUIT DECAYING

What it is and How to Prevent it—Formalin as a Preventive—Will Keep a Week Longer.

The treating of ripe fruit for preservation has always been a subject of great interest. The following particulars of experiments at the Kew Laboratory, London, England, cannot fail to be instructive to both grower and dealer: it is well known that the rotting or fermentation of ripe fruit was proved by Pasteur to be due to the presence of living organisms—fungi and bacteria on the surface.

From this starting point it was inferred that if these organisms could be destroyed the period during which such fruit could be kept in a perfect condition, could be considerably prolonged; and a series of experiments conducted in the Jodrell laboratory at Kew proved the inference to be correct.

The fruits experimented upon, were ripe cherries, gooseberries, grapes, pears, and strawberries. The fruit was not selected but purchased from shops, or in some instances from vendors in the streets.

The Time Result.

The following shows the number of days during which the fruit after special treatment, remained perfectly sound, after a similar quantity of untreated fruit from the same lot had become mouldy or decayed: Cherries, 7 days; gooseberries, 7 days; grapes, 4 days; pears, 10 days; strawberries, 4 days.

The above applies in all cases to fruit that was perfectly ripe when experimented upon, but it was ascertained that if fruit is treated before it is quite ripe it is equally well preserved, and the normal course of ripening and the flavor are not in any way interfered with, as is the case where fruit is kept for some time in a refrigerator.

The Importance of the Subject.

This fact suggests that the method of fruit preservation described here, although valuable in extending the duration of home-grown fruit in good condition, will eventually prove to be of the greatest importance in enabling our markets to be stocked with many delicious kinds of tropical fruits, which under present conditions never reach us. A careful examination of ripe fruit from the West Indies, intended for exhibition at the Crystal Palace in connection with the Colonial Produce Exhibition, showed very clearly that the decay of such fruit as mangoes during the voyage, was due entirely to mouldiness and fermentation set up by fungi and bacteria that were present on the surface of the fruit before shipment and not to an inherent tendency to decay or to become over-ripe on the part of the fruit.

What Decay Really is.

It is common knowledge that the decay of ripe fruit originates from bruises or wounds on the surface, and thence rapidly spreads both internally and over the surface. Unfortunately it is not so generally known, although equally true, that the decay of the bruised or wounded part is entirely due to the presence of the germs of fungi or bacteria, which develop rapidly, feeding on the sugar or other substances liberated from the bruised tissue. Fermentation and decay follow and quickly spread from one fruit to another.

Use to Prevent Decay.

Similar treatment might be applied with advantage to certain tropical fruits that do reach us in fairly good condition, as bananas, where too frequently the unsightly and injurious blackened "skin," caused by an external fungus, could be easily prevented. Apples, pears, oranges, lemons, etc., would also repay similar treatment.

What is the Best Method.

The method of treatment described below is very simple, inexpensive, and perfectly free from danger.

In the case of fruits where every part is eaten, as strawberries, etc., the fruit should be immersed for ten minutes in cold water containing 3 per cent. of commercial formalin (= 40 per cent. of formaldehyde). On removal immerse the fruit for five minutes in cold water, and afterwards place it on wire-netting or some similarly open material to drain and dry.

When the fruit has a rind or "skin" that is not eaten, the immersion in water after treatment in the formalin solution can be omitted with advantage.

Formalin Top.

Various other preservatives were tested, but when the whole of the requisite points—efficiency, ease of aplication, cheapness and absolute freedom from danger arising from its use—were taken into consideration, formalin stood first.

WHAT IS GRAPE FRUIT?

There is little doubt that much confusion exists as to what is really grape fruit as distinct from the allied citrus fruits passing under such names as pumelow (invariably spelled pomelo in the United States), shaddock, forbidden fruit, paradise fruit, and others. These fruits are all, or nearly all, larger than the largest orange, and they are uniformly of a pale-yellow color. In texture the rind may be smooth or even polished. It is seldom rough, nearly always firm and not very thick. The pulp is pale-yellow or greenish-white, sometimes pink or crimson. The juice bags of the pulp are more distinct than in the orange; very juicy, somewhat sweetish, with a distinct, but agreeable, bitter flavor. In shape these fruits vary a good deal. Some are quite globular, others somewhat flattened at the top and tapering below, forming a pear-shaped body.

Shaddocks or Pumelows.

These fruits have been ranged under the giant citrus (Citrus decumana). This is supposed to be a native of the islands of the Pacific. It was introduced into the West Indies from China about 150 years ago by Captain Shaddock, in compliment to whom, since that time, the fruit has always been known in this part of the world as shaddock. The term shaddock may be correctly applied to any of the larger members of the giant citrus. The word pumelow, so widely used in India and Ceylon, is supposed to be a contraction of pomum melo, the melon apple.

All the larger fruited sorts may, then, be called either shaddocks or pumelows: these are merely the western and eastern names for the same thing and are perfectly interchangeable. There are two well-marked varieties one being globose, with the flesh of a pale pink color, and the other pear-shaped, usually with a deep pink or crimson pulp.

The Forbidden Fruit.

As regards the small fruited sorts, these, according to Dr. James Macfadyen, the author of the Flora of Jamaica, may be either globose, when they are called forbidden fruit, or pear-shaped, when grape fruit (so called because the fruits grow in clusters like a bunch of grapes) is the older name. The name forbidden fruit (from a fancied connection with the Garden of Eden) is tolerably old in the West Indies.

The True Grape Fruit.

As usually happens, when a name has become familiar in commerce, it is eventually applied in a much wider sense than the original one. Thus, the term grape fruit has become so general that any moderately large fruit, provided the skin is pale yellow, thin, and smooth, and the pulp of a delicate flavor, is designated by it. The fruit commonly called grape fruit in New York is really the forbidden fruit of the West Indies. The true grape fruit is pear-shaped, and, according to Macfadyen, when obtainable at its best, is preferable to the forbidden fruit. The latter are in great demand, and they are regarded as the

most refreshing and wholesome of any of the citrus family.

The grape fruit is not a shaddock nor a pumelow. It is quite a distinct fruit and possesses exceptional merits. It is in great demand in America chiefly because it has been so highly recommended by the medical faculty for its valuable dietetic and tonic qualities. It is also very refreshing and is regarded as a specific for dyspepsia.

Inferior Fruits.

There are, doubtless, many inferior sorts of grape fruit. In fact, in the West Indies, the plants have been allowed to run almost wild. No care has been taken to select the best varieties, or to bud or graft them, so as to keep them uniformly, at a high standard. There is no need to grow the thick-skinned and bitter sorts, and those with a dry, cottony pulp, while there are varieties, both of the apple-shaped and pear-shaped fruits, with a silky skin, full of juice, and of a most delightful flavor, with just enough bitter to give a piquancy and suggest its valuable tonic qualities.

THEY WILL TRY AGAIN.

The Keystone Sugar Company will again appeal to the citizens of Chatham to vote on a by-law to establish a sugar refinery at that place. It is said that the proposition will be put in a different form this time, and that it will appeal more favorably to the electors. The vote will be taken on July 20.

A PARKDALE GROCERY.

The two cuts shown this week are of the interior of George Riley's grocery store at 1476 Queen street west, Toronto. As will be seen all the wall space is utilized and counters run on three sides of the store. One view shows the general layout and the other shows the left wall, more in detail. The stock is easily gotten at—a good feature—and is so arranged as to give a clean and symmetrical effect. It is a good point to have the stock well exhibited. It is a constant reminder to the purchaser of articles wanted that might otherwise be forgotten, as well as having a suggestive merit. Note the silent salesman. It is safe to say these cases soon pay for themselves. Mr. Riley has been in business only five years, but already has made a creditable showing.

George Riley's Store, Toronto.

George Riley's Store, Toronto.

BUSINESS PERSONALS.

J. G. Comb, grocer, Palmerston, has been spending his vacation at Southampton.

Mrs. Bert Soward, wife of General Merchant Soward, of Minden, Ont., has been visiting in Toronto.

St. Clair Balfour, of Balfour, Smye & Co., left Hamilton on his western trip Saturday, the first trip under the new firm name.

W. T. Holcomb, representing Surprise Soap Co. in Montreal, has joined the ranks of the benedicts, having been married in Newark, N.J., on June 25.

C. L. Marshall, manager of the agency department of the MacLaren Imperial Cheese Co., Toronto, was another caller at the Montreal office of The Grocer during the early part of the week.

J. E. Labrecque, of the American Pure Food Co., who has been confined to his home recently with hemorrhage of the lungs, is convalescing. He has left for the country, where he will spend a couple of months.

H. W. Mockler, of Durham, Ont., was a caller at the Montreal office of The Canadian Grocer, having made a side trip from Ottawa where he had attended the convention of the Retail Merchants' Association.

The Quaker Brand Vegetables and Fruits

are grown and packed among the Quaker community of Prince Edward Co., Ontario.
The most wholesome vegetable and fruit growing district in the world.

TRADE MARK
without which none are genuine or positive money-makers.

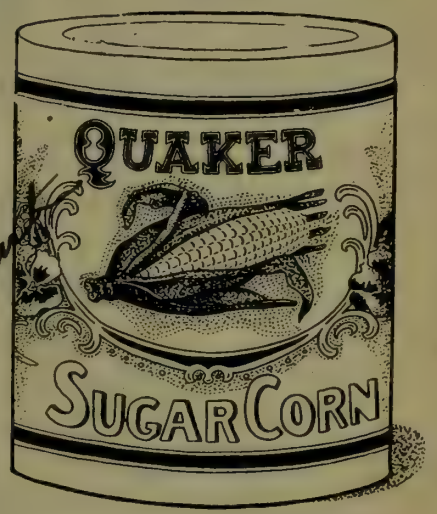
RECOGNIZED

as the Canadian standard of quality, they sell on their merits alone, needing no aid from any combination whatever.

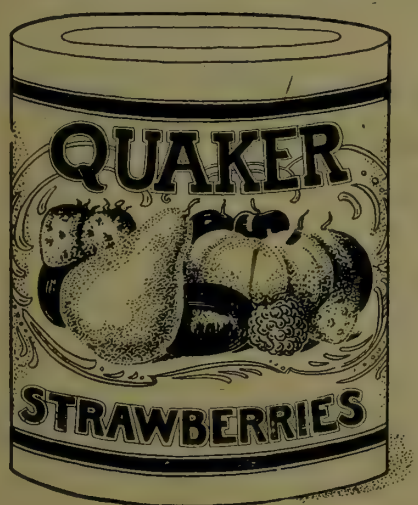
The sales during the past year were phenomenal, and the outlook for the present season is brighter than ever.

No canned vegetables and fruits on the maket have gained the favor of the public like the Quaker goods, and it will be but a little while before the Quaker brand vegetables will be the only money-makers in their line.

Their superior excellence over even fresh vegetables creates a demand for them the whole year round.



Tender, sweet and wholesome, a tempting, appetising luxury.



These strawberries are a luxury every housekeeper wants; therefore, a sure profit-maker for the grocer that sells them.

They are ready sellers

AND

year-round money-makers.

1906

pack is going on the market now. Place your order quickly to ensure prompt delivery.

These beans are a treat at all times, tender and nourishing, a lasting favorite by all who try them.

HUDSON'S BAY COMPANY, VANCOUVER

Wholesale Distributors in British Columbia and the Yukon.

THE QUAKER BRAND CANNED GOODS

We have been agents for this brand of Canned Goods since the factory was first established and they have given us perfect satisfaction. They have also been particularly pleasing to our customers and the consumers of Canned Goods in New Brunswick. This was most emphatically confirmed during the recent strife among the handlers of Canned Goods, during the Fall and Winter of 1905. When all the wholesale dealers were cutting prices 15 to 25 per cent., in many instances away below the cost of production, our customers preferred to buy Quaker Canned Goods at a living margin of profit, knowing full well that their neighbors were paying exactly the same prices for the same brand of goods and that there would be no cutting of retail prices. This enabled us to handle fully 20 per cent. more goods during this season than any other previous year, without any complaint either from customer or consumer.

We shall continue to handle Quaker Brand Canned Goods during the season of 1906, and can assure our friends that the quality will be fully maintained and the prices will be as low as is consistent with the high quality of the goods and cost of production.

Thanking our friends for past favors and trusting to receive your continued support, we remain, etc.

DEARBORN & CO.

Agents for Quaker Brand Canned Goods

ST. JOHN, N.B.

WE SELL

Quaker Canned Goods

Grown and Packed in Prince Edward County, the Finest Fruit and Vegetable District in Canada

BUY QUAKER BRAND

TOMATOES, CORN, PEAS AND BEANS

AND YOUR CUSTOMERS
WILL BE WELL PLEASED

GEO. ROBERTSON & SON
WHOLESALE GROCERS
KINGSTON, - ONTARIO

QUAKER CANNED GOODS

The above goods are now pretty well known to the trade, so that it does not require much talk on our part to make them sell; in fact, we are usually oversold. Still we believe it does not come amiss to take an occasional page in The Grocer, particularly at this season, to let our friends know that the Quaker, while usually a peaceful citizen, is always in the ring when it comes to a fight for trade. Perhaps the best advertisement for these goods is to call attention to the pages in this edition of The Grocer as to what our friends say in the matter. These people have been handling Quaker goods for years, and we think the trade will listen to their statements as more in the line of disinterested statements than anything we might say. If we had time, space and inclination, we could publish quires of the same kind of talk from consumers. In fact, if continuous praise of the Quaker, which we are receiving almost hourly from a thousand and one sources, had the usual effect, we would have to buy a new hat every day in the year.

THE PACKERS OF QUAKER CANNED GOODS

QUAKER SUGAR and CREAM CORN

The above is a line that we have been packing for two years, and we have never made a customer for it that we have not been able to retain. The raw material is grown from select Maine seed, where they grow and pack corn that sells for just double the ordinary corn packed throughout the United States. While this is the case in regard to the quality of Sugar and Cream Corn, we are not looking for any fancy price for it. It can be retailed at all points in Ontario at 10c. This will be the established price whether there is a scarcity or a large pack. We believe at this price it is the best value in canned corn on the market. This is our one specialty, and we will stake our reputation on it. We know that all that is required is for it to become known to secure an enormous sale. While the outside of a package doesn't cut much figure unless the inside is all right, we believe when you have a combination composed of the highest quality inside the package and a handsome light-tinted embossed label on the outside, the two combined make a package that won't lie around on grocers' shelves long enough for defacement.

THE PACKERS OF QUAKER CANNED GOODS

THIS SEASON'S PACK

FACTS ARE FACTS

THERE'S NO BETTER THAN

"Quaker Brand" Canned Goods

In making this statement about Quaker Brand pack of Vegetables, etc., it can be taken for granted that we have confidence in them by repeating our order again this season, and soliciting your order for another year for

"QUAKER BRAND"

The packers guarantee highest quality of all goods under this brand, and we know your object in business is no doubt to win as many customers as possible. To get them sell them Quaker Brand Canned Goods.

Place your order with us. We guarantee prompt delivery. Our firm has been handling this brand for many years.

GEO. WATT & SONS, BRANTFORD

QUAKER
CANNED GOODS

BEANS CORN PEAS
TOMATOES FRUITS

"Quality is one of our Strong Points"
"Unequalled in their Natural Flavor"
"Attractive in Appearance and Label"
"Keeping Qualities a Strong Feature"
"Every Can Amply Guaranteed"
"Recognized as the Leading Seller"

QUAKER Goods are known as the very best on the market, and are still making friends. Fall in line and increase your trade by handling Quaker Brand. Your orders solicited.

BILLMAN, CHISHOLM & CO., Halifax, N.S.
WHOLESALE GROCERS AND IMPORTERS

To the Trade

The Celebrated Brands of Quaker Canned Goods, grown in Prince Edward County on the Bay of Quinte, and canned at Bloomfield, Ontario, by the Bloomfield Packing Co., are superior to all others. This section of the country has for many years been celebrated for its fine flavored fruits and vegetables. If you want the best canned goods buy Quaker. The name is a guarantee of the quality. We are selling agents for these goods for London, Sarnia and surrounding country. We are now booking orders for future delivery.

JOHN GARVEY

Wholesale Grocer, LONDON and SARNIA

THE QUAKER'S PROVERBIAL HONESTY NOBLY SUSTAINED.

The Bay of Quinte district is as widely famous for the quality and flavor of the Fruits and Vegetables grown in its peaceful valleys, as the Quaker is noted for his proverbial honesty.

When the Quakers established their canneries in the heart of this famous fruit and vegetable producing area and equipped it with the most modern canning plant in the Dominion, the grocery world assumed a sceptical attitude toward the company who were venturesome enough to enter what they considered a field already over-worked.

The success of Quaker canned goods was almost immediate, the bright, attractive labels compelling attention and the genuine goodness of the contents establishing a standard which has become the envy of competing packers and the delight of the numberless consumers who look for the Quaker label when they buy canned goods.

We are pleased to be able to inform our numerous friends in the Northwest THAT WE WILL, AS IN THE PAST, CONTROL QUAKER GOODS FROM WINNIPEG TO THE ROCKY MOUNTAINS. Anticipating the increased demand, we have ordered more generously than ever this year.

To secure a complete assortment order early.

THE CODVILLE-GEORGESON CO., LTD.

WINNIPEG and BRANDON, MANITOBA

The Codville-Smith Co., Ltd.

CALGARY, ALTA.

Manufacturers and Packers of **GOLD STANDARD** TEAS, COFFEES, JELLY POWDERS, CAKE ICINGS, Flavoring Extracts, Baking Powders, Spices, Etc. *GUARANTEED THE BEST.*

They Ought to Know:--

An opinion is only valuable in so far as it expresses ***Knowledge*** and ***Experience*** on part of the utterer.

MATHEWSON'S SONS, Montreal

(Successors to J. A. Mathewson & Co., Established 1834, and the Oldest Wholesale Grocery House in Canada,)

have this to say of

"QUAKER" Brand Canned Goods:

"We have handled "Quaker" Canned Goods from the very first time they were placed on the market and have found them the ***very best ever put up in Canada.***"

MONTREAL GROCERY CLERKS' PICNIC

Some four hundred persons attended the seventh annual picnic of the Montreal Grocery Clerks' Association, which was held in Newport, Vt., July 4. Unfavorable weather conditions, particularly in the morning when the excursionists left the city, prevented the turning out of a larger number of people. However, the association covered all expenses and still had a goodly sum on the right side of the ledger. When the excursionists left the Windsor station at 8 a.m. it was raining heavily. It was still raining when the train pulled into Newport, but the sun came out about two o'clock and the balance of the day was an ideal one, except for the wet ground.

Credit must be given the officers of the association for choosing such a delightful spot in which to hold their picnic. Newport, situated on the shores of pretty Lake Memphremagog and surrounded by the many hills of Vermont, would be hard to equal in natural beauty.

Owing to the satisfactory manner in which all arrangements were attended to by the officers, everything went off without a hitch, although on account of the day being an American holiday, it was rather difficult to obtain dinner for all without some considerable trouble.

However, this problem was soon solved, and then the excursionists wended their way to the Memphremagog Driving Park, where the programme of sports was carried out very successfully. There were twenty-six events, all of which were keenly contested. Two of the numbers, the string swallowing contest and the soda biscuit competition created considerable amusement for the onlookers. Following is the programme of sports and the winners of the different events :

Grocery clerks' race, 200 yards — J. Picard, A. Bourdeau, M. Hough, W. Richard.

Drivers' race, 200 yards—J. Picard, E. P. Lalonde, D. Cloutier, J. A. Chauvin.

Open sack race, 50 yards—E. P. Lalonde, J. Picard, M. Hough.

Association members' race, 200 yards —A. Gauvreau, E. P. Lalonde, E. Normandin, A. Casault, E. Charette, J. A. Dionne.

Committee members' r: — A. Gauvreau, E. P. Lalonde, E. Normandin, A. Casault, S. Vizina.

Commercial travelers' race, 200 yards —A. St. Maurice, M. Comtois, H. A. Caramichael, J. O. Levesque.

Committee presidents' race, 200 yards —E. P. Lalonde, J. A. Cabot, A. Lacroix, B. Guenette, G. L. Desaulniers, J. B. Poirier, D. Bergeron.

Grocers' race, 200 yards—J. A. Maynard, A. Laniel, H. Dupuis.

Butchers' race, 200 yards—M. Larue, J. Jasmin, J. Lemire.

Three-legged race, 200 yards—Richard and Picard, Gauvreau and St. Maurice, Collins and Caramichael.

Fat men's race (180 pounds and over), 100 yards—J. A. Sequin, E. Lamer, U. Leclair.

Boys' race (under 14 years) 200 yards —A. Leger, P. Levesque, W. Mitchell.

Girls' race (under 14 years), 100 yards —A. Laniel, Lena Ellis, V. Ellis.

Ladies' race, 100 yards—Mlle. Leblanc, Mad. Desaulniers, Mad. Dupuis.

Men's race (each racer carrying a man on his back), 100 yards—Richard and Guerin, Lalonde and Lamer, Gauvreau and St. Maurice.

American Tobacco race, 300 yards — J. Picard, A. Gauvreau, M. Larue.

Laporte, Martin & Cie. race, 300 yards—J. Picard, E. P. Lalonde, A. Gauvreau.

Hop, step and jump—J. A. Maynard, A. Gauvreau, A. Bourdeau.

Throwing 16-lb. weight—E. Lamere, T. C. Currie, J. A. Sequin.

Swallowing string—A. Laniel, G. Gauvreau, C. Guerin.

Soda biscuit competition—E. P. Lalonde, Guerin, A. Casault, J. A. Sansregret.

Cheese competition—A. Bourdeau, O. Bergeron, J. A. Sansregret.

Open race, 100 yards—J. Picard, A. Gauvreau, E. P. Lalonde.

Consolation race, 300 yards — J. A. Sansregret, A. Legault, R. Gingras.

Tug of war between members of Grocery Clerks' Association and non-members—won by non-members.

Tug of war between citizens of Montreal and citizens of Newport — Won by citizens of Newport.

Several retail grocers, members of the Montreal Retail Grocers' Association, were present. The traveling fraternity was also very well represented.

After dinner the president of the association, Mr. Lacroix, gave a short address, speaking of the growth of the association since its founding by the present treasurer, Mr. J. B. E. Poirier. P. Daoust, president of the Grocers' Association, also said a few words. Further addresses had to be dispensed with owing to the shortness of the time at the disposal of all.

The excursionists entrained for Montreal at 7 p.m., arriving there about 11.30 p.m.

Notes.

J. B. E. Poirier, founder and treasurer of the association, made many new friends among those who took part in the excursion by his unfailing courtesy and his desire to please everybody.

G. Lacroix, president, and B. Guenette, secretary of the association, were both very much in demand throughout the day and were kept busy looking after the welfare of the excursionists, which they did in a very satisfactory manner.

Walter C. Gaden, of Red Rose tea fame, was on hand. Both going and coming on the train the chorus of one of the Red Rose tea songs was heard quite frequently. The clerks seemed to be familiar with the refrain.

EXPORT TRADE INCREASING.

Trade returns for the two months, May and June, giving figures on the export trade through the Port of Montreal, are very satisfactory. They show that, although some lines show a decrease in the amount of merchandise shipped, speaking generally, the tendency has been towards increased shipments. Wheat shipments, for instance, are over double those for the same period in 1905. Flour shipments show a tremendous increase over last year. Cheese shipments are over 43,000 boxes ahead of May and June, 1905. In butter exported there has been a slight decrease, which, considering conditions, is only natural. Over 7,000 more packages of lard were shipped than during these two months in last year. A considerable decrease, 8,790 packages, is noticeable in meats, hams and bacon. This may be due to the recent Chicago exposures, or to some other cause. Canadian packers state that they do not find any decrease in their export business. Considerable American canned meats, etc., are shipped via Montreal, however, and it may be that the decrease is in these.

The table hereunder will give some idea of the trade during May and June this year as compared with the same period last year:

Flour.

	1905.	1906.
May	15,308 bbls.	53,401 bbls.
June	75,459 bbls.	161,491 bbls.

Increase—124,125 bbls.

Butter.

	1905.	1906.
May	2,711 pkgs.	4,287 pkgs.
June	52,399 pkgs.	49,450 pkgs.

Decrease—1,373 packages.

Cheese.

	1905.	1906.
May	58,782 boxes.	80,144 boxes.
June	296,023 boxes.	317,862 boxes.

Increase—43,201 boxes.

Meats, Hams and Bacon.

	1905.	1906.
May	21,530 pkgs.	20,260 pkgs.
June	59,168 pkgs.	51,648 pkgs.

Decrease—8,790 packages.

Lard.

	1905.	1906.
May	17,735 pkgs.	17,823 pkgs.
June	59,028 pkgs.	51,408 pkgs.

Increase—7,532 packages.

Wheat.

	1905.	1906.
May	572,214 bus.	2,276,443 bus.
June	1,431,903 bus.	2,415,397 bus.

Increase—2,687,723 bushels.

GROCERY STORE BURGLARIZED.

The grocery store of A. Legault, corner of Ontario and Orleans street, Montreal, was robbed one night last week. Mr. and Mrs. Legault upon returning home on the evening in question, were surprised to find that their store had been entered from the rear. The till was forced open and the money extracted therefrom, while liquor and tobacco to the value of $30 was also stolen.

EFFECTIVE ADVERTISING

McKENNA'S AD.

McKenna, of Charlottetown, P.E.I., always has good newspaper ads.

The "canned goods" specimen illustrated on this page measures up pretty well to what a retail grocer's advertisement ought to be.

Notice the number of "our's" and "we's"—placing the emphasis on McKenna more than on the goods sold in his store.

Notice how in almost every sentence you feel that somebody is personally addressing you.

McKenna's ad is worthy of being kept as a pattern.

A CORRECTION.

In last week's page the explanatory lines below specimen ads should have been transposed.

CIGAR ADVERTISING.

If there is one line of goods that pretty nearly everybody in our town sells it's cigars. I guess it's so in every town. That being the case it will please a good many dealers to know how to make a little more money out of these goods.

We sell cigars, but for a long time they didn't earn their salt. They are making money now and I think it's the advertising that has done it. Advertising will do about anything, I believe.

We used to sell cigars just as most of the rest do. We had a show case full of them and a lighter on top of it and whenever any one asked for a cigar we sold them one. At that rate we sold as much as three dollars' worth of smokes some days. I'll bet the boss' nephew smoked up the profits on more than that himself. He used to help himself whenever he went to a meal.

Now it's all different, though.

I studied into the cigar business a little and saw that we were giving people a pretty poor value when they bought cigars. I didn't notice any one coming back and asking for more. That set me thinking.

I found a man who knew something about the cigar business and about the ways of taking care of cigars. I got a lot of pointers from him and some more from a traveling cigar salesman. I cleaned up the old case and put new price cards on all the cigars, made them with white ink on black cards, and marked all our five-cent straight cigars "six for a quarter." Then I got the boss to buy some good stock, some good "fives," "tens," and even better.

I didn't want to do any advertising until we had something that would stand advertising. Then I began to tell the smokers what we had for them.

I sent mailing cards to all the young fellows who buy good cigars, and made the reading something that they would not throw away without looking at it. I'd have the girl typewrite these cards between times. They were worded something like this, for instance:

"Dear Henry:—What have you been smoking lately? I did think that the cigars in this town were getting too bad for any use, but the other day I dropped into Smith's and say, they have begun over on their cigar trade. I got a quarter's worth of "Beavers," six for 25c., and they are great, the best "five" I ever smoked. Go in and tell them to give you one and charge it to me.

"Yours as ever,
"JACK."

This was the first card. Then a week or so later I sent out another to the same list and made it about like this:

"Dear Henry:—Jack told me to write and ask you whether you had tried the 'Beaver' cigar yet. He's just dotty about it himself and talks about nothing else when his friends drop in for a smoke. I am not much of a smoker myself and find it hard to get a cigar that I really enjoy, but I followed Jack's advice and the 'Beaver' is all to the good. We're thinking of a 'Beaver' club. Better get in line. Tell Joe about it, too.

"Yours as ever,
"BILL."

You get the idea? I carried on quite a follow-up system along this line, cutting off from the list any of the men whom I knew had been in and bought cigars. I had a little different and more diginified form card for older men, men who smoke good cigars but who might be offended by anything bordering on familiarity in the way of an ad. Then, too, I had a form still more familiar that I used on some of the sports. The plan is not expensive to carry out and is a sure help to the cigar trade. You can advertise cigars in a way that you could not advertise other goods, you know.

Canned Goods
The season hasn't advanced far enough to give you fresh vegetables and fruit.
OUR CANNED GOODS comes as near it as you could wish for. No need in having a bare table when you can get our TOMATOES, CORN, PEAS, WAX BEANS, PEACHES, PEARS, PINE APPLES, STRAWBERRIES, in SYRUP, etc.
We handle only the best brands put up by reliable packers—you can rely on them being pure and fresh. Call at our store and we will be pleased to show them to you.
McKenna's Grocery,
Phone { Down town store 228a. Up town store 228b.

In connection with this kind of advertising I got up some pretty nice windows, and cigars are goods that respond to a window trim right off.

One of the easiest and best windows I ever made up was one of a brand of cigars that we had just stocked pretty heavily. I built across one corner of the window a big brick chimney and and fireplace with a simple board mantel. the bricks weren't bricks but boxes of cigars, all of one brand with the label showing.

The whole thing made a design of regularity and symmetry, repeating the label. On the mantel I sat an open box of the cigars, also matches, an ash tray and a pipe or two. On the chimney above the mantel I put a fancy card advertising the cigars and in the fireplace put a lot of the boxes promiscuously with a card reading, "Good to burn. Costs a nickle to burn one."

Of course that left some window space to use in decorating with the cigars, or with any other brands that you want to put in, though as a rule a cigar window will pull harder if you make it all one brand. That makes it look as if you had something there that you pinned your faith to and were willing to recommend.

Put in plenty of good, catchy price and sign cards telling about the cigar and the stock it is made from. Before you go at the cigar advertising though, see that you have a first rate line of goods and know how to take proper care of them so that your customers will want to come back for more.—Brains.

E.A.B.

SAND WILL DO IT.

I observed a locomotive in the railroad yards one day,
It was waiting in the roundhouse where the locomotives stay;
It was panting for the journey, it was coaled and fully manned,
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip
On their slender iron pavement, 'cause the wheels are apt to slip;
And when they reach a slippery spot their tactics they command,
And to get a grip upon the rail they sprinkle it with sand.

It's about the way with travel along life's slippery track;
If your load is rather heavy, you're always slipping back.
So if a locomotive you completely understand,
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly, and you have a heavy grade,
If those who've gone before you have the rails quite slippery made,
If you ever reach the summit of the upper tableland,
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather and discover, to your cost,
That you're liable to slip on a heavy coat of frost,
Then some prompt, decided action will be called into demand,
For you'll slip way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen
If there's fire beneath the boiler of ambition's strong machine,
And you'll reach a place called Flushtown at a rate of speed that's grand
If for all the slippery places you've a good supply of SAND.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—
Fish—Revised.

Montreal, July 11, 1906.

Since last week there has been very little change in the grocery situation. Orders being received by jobbers would indicate the amount of business as being just about what is usual at this time of the year. Collections are not as good as they might be, and many wholesalers find difficulty in obtaining what have formerly been good accounts all along. This is not noticeable to a very great extent, but nevertheless in some cases this condition exists. The jobbing trade is interested greatly in the sugar situation at present. Business passing is very large. Many houses have bought enough, apparently, to last a month, only to repeat the order within a week or ten days. This is ascribed largely to the fact that the fruit season is now about commenced. Prices are steady. Canned goods present no new features. Dealers daily expect quotations on California canned goods. Tea continues very little changed. Advices from Japan do not bring any news of importance. Molasses is unchanged, very little business passing. There is nothing new in coffee, while the spice market is firm and strong. Foreign dried fruits are, speaking generally, in fair demand. Nuts of all kinds are advancing. Some new comb honey has been offered, but stocks are very limited so far. There is a report that the bean crop has been more or less injured. This will have some effect on the market this season.

CANNED GOODS—Canned goods are practically unchanged from last week. Business continues steady. Tomatoes are not in any more request than usual since the decline mentioned in our last report. Corn and peas are moving fairly well. Canned fruits are not as much in demand as they have been, due, no doubt, to the increasing arrivals of green fruits and berries. Dealers are daily expecting quotations on California canned goods. It is anticipated that apricots will be considerably higher than last year. Peaches will be higher probably, while cherries and pears will be either the same or lower.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	2 57½	2 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " heavy syrup	....	1 47½
2½'s " "	....	1 72½
3's " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Sugar at present is interesting. There has been a very large demand throughout the week, due doubtless to the fact that the fruit season is beginning. Many houses bought sufficient sugar, as they thought, to last a month, only to repeat the order within a week. Prices are firm. Despite the feeling last week, no advance has occurred.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

TEA—Since our last report there has been practically no change in the tea situation. Business locally is about fair. Advices received from Japan state that the second crop teas are short, and not of particularly good quality. Medium grades Japans are strong and in good demand. In Montreal prices on new Japans are very well maintained. It is reported that the Americans are buying China greens evidently at a large advance over last year, something like 12 per cent.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" pea leaf	0 19	0 22
" " pinhead	0 28	0 32

SYRUP AND MOLASSES—Molasses continues rather quiet. Very little business is being done in any quarter. Orders placed with the jobbers are small, calling only for such quantity as is required for immediate consumption. Corn syrups are practically on the same footing as molasses, very few orders being placed beyond those made necessary by orders requiring to be filled at once.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

COFFEE—There has been no apparent change in the coffee situation since our last report. Business has been moving along steadily. Mochas are still high.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 19 0 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS — Very fair business is passing in dried fruits. New crop figs are now being quoted to arrive. They are on about the same basis as last year. No quotations on Valencia raisins have yet been given out, but dealers anticipate higher prices.

Currants are firm at the primary market. There is a considerable quantity, something over two hundred tons, booked for Canada from Greece, which are expected to arrive the end of this month. Brazil nuts have been advanced. Shelled almonds show no change, but it is expected that they will be higher shortly. Another advance is expected in walnuts. Tarragona almonds are now quoted 13½c. Prunes are moving freely in some quarters. Many lines are being quoted which are not standard brands and the result to the trade is disastrous.

SPICES—Locally a firm and strong market prevails. Reports from New York state that the market there is steady in all lines. The demand for peppers is steadily increasing. Cloves are in good demand, and prices are likely to go very much higher. Whole nutmegs are quiet, while ground are in large demand and bring good prices.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

EVAPORATED APPLES—No interesting feature has appeared on the evaporated apple market. Prices are still unchanged at 12½c. to 13c.

BEANS—Reports are to hand stating that the crop of beans has been more or less seriously injured by insects, necessitating in many cases replanting. This will have the effect of doing away with all surplus stock, and no doubt the shortage will be felt all next season. Prices have not been changed since last quotations.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

MAPLE PRODUCTS—A steady consumptive demand is reported. Business transacted is not large in volume, but there is enough passing to keep the jobbers fairly busy filling the orders arriving. Prices are unchanged.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07½
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08½

HONEY—There is a little new white clover comb honey on sale at present, for which dealers are obtaining from 14c. to 15c. Stocks are very limited, but are expected to be augmented by new arrivals within a couple of weeks.

White clover, extracted tins	0 07½ 0 08½
Buckwheat	0 06 0 06½

RICE AND TAPIOCA—There is nothing new in the rice situation since last report. Orders received are very good, and trade on the whole is about normal. Tapioca continues scarce and very high, with few orders coming in.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½

ONTARIO MARKETS.

FLUCTUATIONS :—
Jams—Advanced ¼c.
Tomatoes—Weaker.
Corn and Peas—Very firm and scarce.

Business generally is good, although feeling the easing off consequent on the holidays and hot weather. Sugar continues firm ; in fact an advance was expected before this by many. But while local prices are firm and refiners are compelled by the consumptive demand to keep up large stocks, the firm feeling has been offset somewhat by an easier market on raws during the past week.

Canned goods, with the exception of tomatoes, are firming up. Tomatoes are easier, and some shading is being done on lists. It is understood stocks are larger in these goods than in other lines.

CANNED GOODS—Peas and corn are firming up considerably, and those who are holding any stocks are fortunate, for there will not be more than enough to go over. Tomatoes are weaker, and now that the new crop is in sight there have been some pretty low quotations made on them, although prices are nominally the same. Stocks generally will be pretty well cleaned up before the new pack comes in, as they are light now. Salmon canners feel that canning will be costly this year on account of the scarcity of labor and advance in the prices of fish, tin and solder. The sockeye salmon run has commenced, and on the 10th sockeye nets were allowed to be used. So far the run is good, but it is early yet to give any definite idea of the volume this year.

SUGAR—There is no change in sugars although daily an advance was expected. The demand is becoming very heavy as the preserving season comes in, and refiners are compelled to carry heavy stocks. Were it not that raw sugars had eased off a little there is no doubt that an advance would have been made. As it is, the market continues firm, and an advance is even yet not improbable.

Paris lumps, in 50-lb. boxes	4 93
" in 100-lb. "	4 83
St. Lawrence granulated, barrels	4 28
Redpath's granulated	4 28
Acadia granulated	4 23
Berlin granulated	4 18
Phoenix	4 28
Bright coffee	4 08
Bright yellow	4 13
No. 3 yellow	4 13
No. 2 "	3 98
No. 1 "	3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUPS—There is nothing particular to record in the market. The same prices obtain.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEE — The coffee market is steadier this week and prices generally have undergone a decline. There have been further reports of small beans, but the new crop already seen is of good quality, soft and ripe. The world's visible supply at the beginning of the new crop year is 9,636,563 bags, or a decrease during the past season of 1,628,000 bags. The world's consumption of coffee during the year just closed, as shown by the seaport deliveries, has increased by about 579,000 bags, the figures being 16,742,000 bags last year, as compared with 16,163,000 bags the year before. The culture of the last crop is figured in detail by a well-known Havre operator as follows, the quantities being given in bags : Rio, 3,244,000; Santos, 6,983,000; Victoria, 401,000; Bahia, 216,000; total Brazil, 10,844,000; other kinds, 3,948,000; total all kinds, 14,792,000.

TEA — Teas have been quiet all through June. In Indian teas good liquoring kinds are firmer, but the common sorts show a continued weakness. China teas are bringing full price. The quality, generally, is good, but the crop will be short.

DRIED FRUITS—The outlook for the new Californian crops are causing more speculation than the present holdings, which are small. Turkish figs and Valencia raisin reports show a marked crop decrease, but both speak of a good quality of fruits. The indications are that all Old World fruits will bring good prices this year.

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 06 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—There is no new feature in nuts.

Almonds, Tarragona, per lb	0 13½ 0 14
" Formigetta	0 12½ 0 13
" shelled Valencias	0 27 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—Quotations are unchanges.

	Per lb.
Peppers, blk	0 20
" white	0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE AND TAPIOCA—Rice and tapioca continue unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03½
Rangoon	0 03½ 0 03½
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 06½
" double goat	0 07½

DRIED FISH — Quotations are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

B. C. MARKETS.

Vancouver, B.C., July 6, 1906.

The most interesting fishing season in the world, the run of sockeye salmon on the Fraser River, is on. The fish are not to be caught in the regular sockeye salmon net until July 10, when the season fixed by the Fisheries Department begins, but the fishermen fishing for Spring salmon have caught quite a few sockeyes, and as the latter are as a rule much smaller than Spring, the larger ones only are being caught, as the mesh of the Spring salmon is so much larger than the sockeye net.

Of course it is too early to say what the run will be, though it is not expected to be large, this being one of the three "off" years in the mystic cycle of four. Up the coast the run has been on and reports indicate that results there will be fairly good. The run of Spring salmon, which was rather disappointing, last week took on quite a spurt. At the mouth of the Fraser River half a ton of fish to the boat was the high catch, while 1,300, 1,400 and 1,500 lbs. per boat were frequent results. As the fishermen have been receiving 5c. per lb. for Spring salmon these big catches netted a handsome sum for one day's haul.

Several Fraser River canneries have been packing Spring salmon and the cold storage plants at New Westminster and Vancouver have been freezing all they could handle. Two of the canneries have begun to pack sockeyes, so many having been received.

* * *

Summer commodity rates having been declared by the steamer lines and the White Pass Railway Company for shipments to Dawson, the northern traffic is beginning to assume active proportions, and for the next six or eight weeks the bulk of the next season's supplies will go forward.

Lack of water in the Yukon is reported as handicapping the clean-up on the creeks, which otherwise promised well.

* * *

Local health authorities are getting after a brand of condensed milk which has been in the market two or three years, though the factory at which it was made has been shut down for some time. Analyses made by Dr. Fagan, provincial health officer, proved that it was dangerous for food, and several hundred cases have been seized and condemned to be destroyed. Great danger of ptomaine poisoning from its use is alleged. Instances of bad effects from the use of this particular milk have been given locally. The merchants who have suffered loss through the seizure threaten the authorities with suit for damages.

* * *

Local market features are chiefly confined to the fruit section. The strawberry season, which has been fitful and unsatisfactory, is nearly over, and so far as the lower mainland is concerned has not yielded nearly as much as was expected early in the season. Up country, from the Nelson and Kootenay Lake district, large shipments of extra choice fruit have been made to the prairies, and good prices realized.

The raspberry season is following the strawberry and the crop is an enormous one, as it indeed always is. Local cherries are rapidly displacing those imported from California and from Oregon. Local stock is of very good quality, the price being quoted wholesale at 6c. to 8c. per lb., which is a little lower than other years.

Local apples, even choice varieties, are extremely scarce. The first California apples are on the market, but too green for anything but cooking.

In produce, butter is steady at 25c. for local fresh creamery and not enough for demand. Eastern butter is not much in evidence. Local fresh eggs are scarce. They bring 27c. to 28c. wholesale and despite this price, considerable quantities are brought from the eastern markets.

NOVA SCOTIA MARKETS

Halifax, N.S., July 10, 1906.

Business in all branches of the grocery trade is good, and from the present outlook it will continue so throughout the season. There is lots of work going on in the city, and the Works Department is paying out fortnightly $10,000 for labor. Prices generally are pretty steady.

BUTTER.—The pastures throughout the province are now at their best, and butter is coming in quite freely. The local supply is equal to the demand, and all the butter is of good quality. Prices are easing off some as the receipts increase. Pints are quoted at 21c. to 22c., small tubs 20c. to 21c. and large tubs about 19c.

BEEF AND POULTRY.—Good beef is quoted at 8½c. to 9c., mutton 7c. to 9c., lambs from $2 to $3 each, and veal 5c. to 6c. Fowls are 60c. to 80c., and chickens 75c. The latter are very small, but the demand for them is good. Turkeys, last year's birds, are quoted at 16c.

VEGETABLES.—New American potatoes are now quoted at about $1.25 per bushel. Nova Scotia and New Brunswick potatoes are about done on this market, but lots of island stock can still be had. They are quoted at 45c. and 50c. per bushel. The commission houses here are now handling a considerable quantity of small American vegetables, such as carrots, beets, turnips, etc., which retail at about 8c. per bunch.

STRAWBERRIES.—With the favorable weather this week, large quantities of Nova Scotia berries have reached the market. All the berries thus far marketed have been of excellent quality, large and well ripened. An average of from 150 to 200 crates have arrived each day for local consumption. They are quoted at 12 cents per box wholesale and retail at 15c. From now on it is expected that the receipts will double the figures above mentioned, and a substantial decrease in the price is looked for.

SUGAR AND MOLASSES. — Prices of sugar and molasses are steady and both are in good demand. The steamer Korona, which arrived here a few days ago from Demerara and the West Indies, landed 14,373 bags of sugar from Demerara, and from Barbadoes 124 puncheons of molasses, 100 barrels, 700 hogsheads and 3,000 bags of sugar, and from St. Kitts 2,568 bags and 62 barrels of sugar. The total weight of the cargo landed was 2,500 tons.

GROCERS' EXCURSION.

Quite a large number went over from Toronto to Niagara Falls Wednesday last, on the grocers' and fruit dealers' excursion. The weather was pleasant and a good day was spent.

BACK TO FIRST LOVE.

Thomas T. Cartwright has again entered the service of E. W. Gillett Co., Limited, after five years spent in the retail business in St. John's, Nfld., and will represent his old house in the "Old Colony."

It is 12 years since Mr. Cartwright began to sell Royal Yeast Cakes in Newfoundland, and his friends say that if there is a man, woman, child or dog on the island who does not know the genial Tom he must be a new arrival.

A traveler in Newfoundland travels in state, the only means of communication with the outports being by schooner chartered specially for the purpose.

Mr. Cartwright succeeds Mr. Gilman, who shortly after his arrival on the island was threatened with pneumonia and had to return.

Mr. Cartwright spent the past week in Toronto, and as much of it as could be spared from business in Mr. Dobie's splendid new motor car.

EBY, BLAIN CO'S NEW SIGN.

The Eby, Blain Co. are putting up a large electric sign about 80 feet above the ground level, looking over Toronto bay, which will be visible at a distance of fifteen miles. The letters will be 15 feet in height by 8 feet in width, and it is said by the British American Sign Co., who are doing the work, to be the largest sign of its kind in the world. There are over 1,000 lights in the sign and about 15 miles of wire will be required in the connections. The mechanism is so arranged that the wording of the sign can be changed from time to time, and any desired group of letters used. It will be operated by an electric flasher specially constructed, and it is expected that everything will be in operation in two or three days.

FOR SALE BECAUSE OF ILLNESS.

This business consists of a good stock of new goods, vermicelli, macaroni, etc., French beans, French peas, chocolate, cocoanut, olive oil, mushrooms, sardines, castile soap, wines, liquors, book accounts, good will and store fittings.

The whole stock is worth about $25,000.

Apply to No. 60 Notre Dame street east, Montreal. Room 1.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 12, 1906.)

MARKET NOTES—

Jams and marmalades—A general advance.

Matches—Another advance of about 5 per cent.

For the midsummer season trade is very active and one large house reports difficulty in arranging holidays for its staff because of the unusual rush for this season of the year. Values are steady in most lines.

CANNED GOODS—

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black " "	3 83	3 78

Gooseberries—		
new " "	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 01
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48

VEGETABLES.

Beans—		
golden wax "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's "	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		3 00

FISH.

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	4 10
" cohoes, "	4 85
" Clover Leaf, 1 to 4 cases	6 75
" " " 5 to 9 cases	6 65
" " " 10 to 25	6 55
Lobsters (new), ½-lb. flats, per case	16 00
" " " per doz	2 15
" " ¾-lb. flats, per case	10 50
" " " per doz	2 70
" " 1-lb talls, per case	14 75
" " " " per doz	3 90

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " 2's, "	1 90
" " " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

SUGAR.—The sugar market continues very firm and the local wholesale trade expect an early advance. We quote :

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 65
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES—Quotations continue as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" ½ gal. bats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

JAM AND MARMALADE — Upton's jam and marmalade have been advanced and prices are now quoted as follows :

Upton's jam in pails, per pail	0 51
" homemade jam, raspberry and strawberry, in 1-lb. glass jars, per doz	2 00
Upton's homemade jam, assorted (including raspberry and strawberry), 1-lb jars, per doz.	1 90
Upton's assorted homemade jam, not including raspberry and strawberry, 1-lb. jars, per doz.	1 80
Upton's marmalade, per doz	1 60

MATCHES.—There has been another general advance in matches and prices are now quoted as follows :

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS — New apricots will be on the market by the end of the month. We quote :

Sultana raisins, bulk, per lb	0 6¾
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" selected	1 85
" layers	2 10
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 07¼
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09¾
Prunes 10-120 per lb	0 06¾
" 90-100 "	0 07¼
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb	0 11
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 06¼
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06¾
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07¼
" Vostizzas, uncleaned	0 06¾
Hallowee dates, new per lb	0 05¾
Figs, cooking in taps and sacks	0 05¾
" " " boxes	0 05¾
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz	2 30

EVAPORATED AND DRIED APPLES—As noted last week, evaporated apples have been advanced to 14c. per lb. and dried apples to 9¼c.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60 lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO — Another advance in tapioca is expected. We quote :

Japan rice, per lb., cwt. lots	0 05¾
" " 50-lb. lots	0 05¼
Rangoon rice, per lb	0 04 0 04¼
Patna "	0 04¼
Tapioca, per cwt	7 00
Sago, per lb	0 04¼

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	2 20
40- b. " "	1 12½
20-lb. " "	0 57½
8-lb. " "	0 26
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal, "	1 70

N. B. MARKETS.

St. John fN.B., July 10.

Tourist travel has now set in and the city is full of strangers, chiefly Americans. In business, while there is nothing of particular interest, markets are firm and a general good demand rules Owing to some competition rather lower prices are being quoted on hops. In rice firm values rule. Stocks are light, new rice having been much delayed in arriving. In spice, cream of tartar is still low. Cloves are firm, and rather higher. Ginger is high, particularly Jamaica. Pepper unchanged.

OIL.—Burning oil prices are unchanged. Fall business has been largely book-

LOOKING AHEAD

is a good motto to pursue in business and while we are all human and make mistakes, still the fellow who is thinking all the time will eventually "get there"

Last year in the face of a great big pack of Tomatoes we circularized our customers on October 11th and urged them to stock up on this line, and those who took our advice made money.

Now just remember this fact that **our country is growing rapidly** and the very portion of it that is growing fastest is **the West,** and, as they are the people who use large quantites of canned vegetables, in our opinion, you can make no mistake ordering freely.

We give you the choice of several first-class brands and will guarantee to please you, both as to quality of goods and attractiveness of labels.

IT WONT COST YOU ANY MONEY

to send for a sample of our **Maybell** Ceylon Orange Pekoe.

Do this and you will see the best bit of value in tea you have seen for many a day.

CANADA BROKERAGE CO., Ltd.

9 FRONT ST. E., TORONTO

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

Fearman's English Breakfast Bacon

THE FINEST LINE ON THE MARKET FOR OUT-OF-TOWN EXCURSIONS, SUMMER RESORTS, CAMPERS, OR FOR THOSE WHO STAY AT HOME.

PUT UP BY

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA
BREAKFAST BACON STRIPS

Narrow (3 inches wide)
Thick - - - - - - - 14½c.

We Sell to the Trade Only.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

SEND FOR SAMPLE ORDERS
TRY OUR NEW BOLOGNA

READ BELOW

IT PAYS

You Grocers and Provision Dealers haven't time to make apologies for goods.

There's "apology" bacon on the market, but none of it has our label on.

We guarantee our ***BREAKFAST BACON*** to be from the best hogs of Fergus—from the farm to the factory minus train journey.

ORDER THIS DELICIOUS BACON
YOUR CUSTOMERS WANT IT

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

READ ABOVE

IT PAYS

PRODUCE AND PROVISIONS

RELABELLING CANADIAN HAMS

Canadian Product Called "English" and Re-shipped—Also Done in Other Canadian Goods—Can Hold its Own Against All.

Speaking of the market for hog products in the island of Jamaica, G. Eustace Burke, Canadian commercial agent there, says :

"I have to report that all lines in the above are ruling high both of United States and English manufacture. Of course in the case of the countries referred to, the raw material must also have advanced in Canada. But at least in hams and bacon varieties I cannot again too strongly emphasize my convictions that the Canadian product ought to hold its own against all comers.

"It would hardly be convenient to give names and addresses, but I am credibly informed that large quantities of hams and bacon find sale in this island as 'English' products from well known English exporting provision houses, when as a fact the sources of origin are well known to be Montreal and Toronto packers, the respective goods being merely canvassed and re-labelled in England for shipment hence.

"There is no doubt in my mind that even at a slightly enhanced price Canadian cured small sized hams, 7 to 12 pounds, and breakfast bacon slips, as also Wiltshire cut lean bacon (all bagged) could replace the United States article, of which the brand of Ferris & Co. enjoys an enviable demand."

The Canadian Grocer took the trouble to take the matter up with some of the large packers to ascertain if such had been brought to their knowledge. The Ingersoll Packing Company says : "We do not know whether Canadian hams are being branded as stated, but we are sending your letter to our London house and have asked them to reply to it. We will let you know their answer." F. W. Fearman & Co. say : "It is quite possible that Canadian hams and bacon are being prepared in England and re-shipped to the West Indies. This has been done to Canadian goods before, which have also been shipped to France, and it is quite likely that it is being done." Park, Blackwell Co. "were not aware that Canadian goods were being sold through English houses and re-labelled English product, but if it is true it only shows the good name Canadian bacon is getting when it is being marketed as the product of England, as it has always been believed heretofore that there was nothing so good as that manufactured in England." The Wm. Davies Company and others say that not a large quantity of Canadian hams go to Great Britain, but that it is quite possible that Wiltshire bacon is being cut up and shipped abroad from the Old Country.

CHEESE AND BUTTER BULLETIN.

The remarkable advance in prices of cheese keeps merrily on, and the most surprising feature in this respect is that the British importers continue to send their orders over the cable, reluctantly following our advance, but they have to buy the goods for some reason or other, and, finding that they cannot obtain them at any lower prices, they buy them at current market quotations.

Now, this is all very fine, but from the farmer in Canada to the consumer in Great Britain, everybody acknowledges that current prices are too high for this season of the year, and everybody is anxious to dispose of his goods as quickly as possible. Of course the farmer is reaping the benefit. He gets abnormally high prices for his milk, the Montreal merchants buy the cheese at high prices under keen competition, then the importer in Great Britain gets his offers from the Montreal exporters, and, needing the goods to supply his customers, he buys them. When the balance sheet is drawn, it is found that the farmer has got the money, and the middlemen have either not made any money or they have actually done the business at a loss. This great business, amounting to many millions of dollars annually, does not seem to be conducted on sound business principles, and "pity 'tis, 'tis true."

The receipts in Montreal last week were 106,863 boxes of cheese and 29,324 packages of butter, against 106,202 boxes of cheese and 43,476 packages of butter for the same week of last year, or a total since May 1 of 651,997 boxes of cheese and 204,522 packages of butter, as compared with 629,478 boxes of cheese and 237,479 packages of butter for the corresponding period of last year.

The shipments were, last week : 108,681 boxes of cheese and 18,222 packages of butter, against 94,959 boxes of cheese and 35,573 packages of butter for the same week of last year, or a total since May 1 of 649,615 boxes of cheese and 98,124 packages of butter, as compared with 586,844 boxes of cheese and 139,609 packages of butter for the corresponding period of last year.

These figures show an increase in the receipts of cheese of 22,519 boxes, and an increase in the shipments of cheese of 62,771 boxes, and, further, a decrease in the receipts of butter of 32,957 packages, with a decrease in the exports of Butter of 41,485 packages.

The object lesson is, naturally, first, a larger make of cheese and a smaller make of butter; second, a smaller stock of cheese and a larger stock of butter in Montreal; third, a less production of milk. The first two arguments are accounted for by the relatively higher prices of cheese against butter, and the third is owing to the condition of the season.

At the present writing we are confronted with abnormally high prices for cheese, but, whatever the reason may be and surely there is a reason for it, the goods are in demand, and there is absolutely no accumulation anywhere as far as we can see. It may be possible that the retailers in Great Britain are being stocked up with June-made cheese which, of course, does not figure in the stocks at distributing points, but it is also possible that the goods go into actual coosumption more on account of the existing canned meats scare. However, whatever the reason may be for the current high prices, nobody on either side of the Atlantic has the courage to put away any cheese for the future. It is believed that British houses have contracted large quantities of June cheese to their customers. They have certainly tried to cover their "shorts" here, and we understand they are heavy losers this year, as there are not many Montreal houses sold "short," and it may make a difference in the demand when these "short sales" are filled, but, meanwhile, the statistical position is very strong.

OUR LONDON LETTER.

By Our Own Correspondent.

Business in the produce markets here has been on a satisfactory basis throughout the week, although, this being the half-year and consequently the season for stocktaking, the amount of business transacted has not been out of the ordinary.

The general tone of the butter market has been one of some quietness, no change in quotations having occurred. Some 9,000 packages of Australian butter have been delivered, but there has been no rush of buyers, and the finest grades have only realized 98s. and 100s., with occasionally 102s. Finest parcels of unsalted make 104s. at best. New Zealand butter is scarce, not more than 6,000 boxes being received during the week. Choicest brands are, consequently, realizing good prices, there being little to be had under 105s. Lower grades make 100s. There is some Canadian butter on hand, offered at 102s. and 104s., but the season has not yet opened up and the trade is not just yet really interested in it. In the Manchester market, however, Canadian butter has sold quickly throughout the week, although in Liverpool, Irish creameries being easily obtainable, the demand for Canadian creameries is not great. Perhaps it would not be out of place here to warn shippers to see to their packing, particularly the grease-proof wrappers. Although there was a noticeable improvement last season over the previous one, still there were instances when Canadian butter was found to be spotted, a fact which was ascribed by some

to the inferior grease-proof paper. It would be well, too, if more attention were given to the individual requirements of each market. In this connection the regular reports of the Canadian Commercial Agents may be studied with advantage, containing, as they do, pointers of real value.

The cheese market in London has been steady throughout the week, but, like the butter market, it has been characterized by no out-standing features. To all the markets large quantities of Canadian cheese have been delivered, not less than 52,500 boxes having come to London alone. In spite of these large supplies, however, a healthy tone prevails, and the consumptive demand appears to swell in proportion as larger quantities are on offer. Stocks at the depot are now about 30,000 boxes, which is only a few thousand boxes more than at the time of our last report. That the consumption should be so good has somewhat astonished certain individuals, who have always maintained that a prolonged period of hot weather, such as England has had during the past few weeks, tends to kill the consumptive demand for cheese. Sellers speak highly of the all-round quality of Canadian cheese, and complaints have been fewer this season than ever before. It is very evident that shippers are taking greater care, or else are becoming more familiar with the needs of buyers on this side. At the time of writing, cable quotations from Canada are very firm in tone, but with fair supplies in hand here buyers are not eager of acceptance, and apparently are waiting to see what change will occur. New Zealand cheese is scarce, and white is making 64s. Colored New Zealand, however, is not in demand, and holders find it difficult to effect a sale.

Canadian bacon is selling steadily, although the tendency is towards the dull side.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There has been no change in provisions since last report. Business is moving fairly well in most lines. There is a very good demand for lard at figures quoted. Hams and bacon are selling steadily, although the prices are rather high. Pork is on the quiet side owing to high price and little demand.

Lard, pure tierces	0 11½	0 12
" 56-lb. tubs	....	0 11¾
" 20-lb. pails, wood (10½)	....	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12½
" " 5-lb. "	....	0 12½
" " 3-lb. "	....	0 12¾
Lard, Boar's Head brand, tierces, per lb	....	0 08¾
" ½-bbl., per lb	....	0 09½
" " tubs	....	0 09½
Cases, 20 3-lb. tins, per lb	....	0 09¾
" 12 5-lb. tins "	....	0 09½
" 6 10-lb. tins "	....	0 09½
20-lb. wood pails, each	....	1 88
20-lb. tin pails, each	....	1 78
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb	....	0 17
Hams	0 14	0 15½
Extra plate beef, per bbl	12 00	13 00

BUTTER—There is a little better feeling in the market this week. Some English houses have been inquiring the last few days, but while some business has resulted, the market cannot be called active. It looks, however, as if the English market would be operating more freely in a week or so, and as a result prices locally are firmer.

Choicest creamery	0 21½	0 21¾
Medium creamery	0 2 ¾	0 20½
Western dairy	0 17½	0 18½

CHEESE—Higher prices rule in the country again so that quotations have had to be marked up once more, Westerns now being as high as 12c. This extraordinary high price for June make has, no doubt, been mainly caused by the short sales both here and in England, and until these are supplied, prices will not decline. Shipments continue heavy, 108,000 boxes being shipped last week. As a consequence stocks in Montreal at present are not very large.

Ontarios	0 11⅞	0 12
Quebecs	0 11½	0 11¾

EGGS—Eggs are firmer in the country this week, but this fact has not bettered conditions locally. Dealers are not very anxious to buy, and many of them are buying only for immediate disposal. The price asked as 16½c.

TORONTO.

PROVISIONS—A good demand with a firm market are still the conditions of the week's business. There seem to be no indications of any falling off in the prices of hog products so long as the present demand and scarcity of hogs continues.

Long clear bacon, per lb	0 12	0 12½
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	....	0 12½
Small hams per lb	....	0 15
Medium hams, per lb	....	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11½	0 12
Backs, per lb	0 17	0 18
Heavy mess pork, per bbl	....	22 00
Short cut, per bbl	23 00	23 50
Lard, tierces, per lb	....	0 11½
" tubs "	....	0 11½
" pails "	....	0 12
" compounds, per lb	....	0 09
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	5 25	6 00
" choice carcases	7 00	8 00
" common	5 50	6 50
Mutton	0 09	0 11
Year ing lamb	0 09	0 11
Hogs, street lots	10 00	10 50
Spring lamb	0 15	0 19

BUTTER—There is talk of an easier feeling in butter, but as yet no positive indications have been manifested. It is true perhaps that more is coming on the market, but there is no surplus and it is all being readily taken up.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints, choice	0 18	0 19
" tubs, choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—The cheese market is again firm this week. Outside prices have advanced slightly during the week, and the feeling is that they will be pretty well maintained for a while.

	Per lb.	
New cheese, large	....	0 12
" " twins	....	0 12½

EGGS—Conditions are about the same as last week and at this season it is hardly likely that any easing off in price will be experienced.

Eggs (new laid)	0 18	0 19
" bakers'	....	0 16

WINNIPEG.

BUTTER—Creamery butter is in good supply and the market is a trifle easier.

Finest fresh creamery, in 56-lb. boxes	....	0 20
" " in 28-lb. boxes	....	0 2
" " in 14-lb. boxes	....	0 20
" " in 1-lb. bricks (eastern)	....	0 23
" " " (western)	....	0 21

Produce houses are paying 14c. per lb. for good dairy butter delivered in Winnipeg.

CHEESE—

Finest Ontario, large	....	0 12½
" Manitoba, large	....	0 12
" " twins	....	0 12
" " small	....	0 12

LARD—

Tierce basis, per lb	....	0 12
Small packages take the following advance:		
50-lb. tin cans, per lb	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	....	0 00¾
10-lb. " in 60-lb. "	....	0 00¾
5-lb. " " "	....	0 00¾
3-lb. " " "	....	0 01
20-lb. net white wood pails, per lb	....	0 00¾

CURED MEATS—

Hams, selected stock, special mild cure	....	0 16
Bacon, " " "	....	0 19
Backs, " " "	....	0 16
Hams, light, 10 to 12 average	....	0 15
" medium, 14 to 16 average	....	0 14½
" heavy, 20 to 30, for slicing	....	0 14½
" heavy skinned, 20 to 30 for slicing	....	0 14½
Picnic hams, light, choice, 6 to 8	....	0 11½
Shoulders light, choice	....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	....	0 15½
" clear bellies 12 to 14	....	0 15
Clear backs, b bacon light	....	8 14½
" b bacon 12 to 14	....	0 14½
Spiced rolls, long if in stock	....	0 15
" short	....	0 13
Dried beef ham sets	....	0 11½

Smoked hams boned and roll d, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 12½
" " " smoked	....	0 13½
" " " boneless backs	....	0 12½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	....	22 00
" " " per ½ bbl	....	11 50
Standard mess pork, per bbl	....	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb	....	....	....	0 03½
" hocks, "	....	....	....	0 04

EGGS—Produce houses are paying 17 1-2c. per dozen for eggs delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—Barrel pork is high; sales light. Beef is hardly as firm. Pure lard is a little easier, more Canadian offered. Smoked meats high. Fresh beef, western, is being quoted rather lower; domestic, unchanged. Veal, firm; receipts light. Mutton, dull. Lamb is still high; lower prices expected. Pork, higher.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 08
Western beef, "	0 06	0 07
Mutton, "	0 06	0 09
Veal, "	0 07	0 09
Lamb, "	0 10	0 12
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" pails, "	0 12½	0 13½
Refined lard, tubs	0 09½	0 09½
" pails	0 09½	0 10

BUTTER—Quality must be good to bring full price. Values hardly as firm.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 15	0 16

EGGS—Prices are firmly held.

Eggs, strictly fresh	0 25	0 27
" fresh	0 17	0 20
" case stock	0 16	0 17

Cheese—For the season prices very high and market firm. Output is small.

Cheese, per lb	0 12½	0 13

SEASON IS NOW ON FOR CANNED MEATS

GROCERS

You cannot afford to handle brands that the public are suspicious of

KEEP OUR BRAND IN STOCK AND YOU MAY GUARANTEE YOUR CUSTOMERS THAT YOU SELL

PURE FOOD

MADE IN CANADA

MANITOBA CANNING CO., LTD.

GRANDE POINTE, MAN.

SELLING AGENTS

NICHOLSON & BAIN,
WINNIPEG AND CALGARY.

GALLOWAY & PARNELL,
VANCOUVER.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

BUTTER AT FAIRS.

The Government of Alberta will have tents at the Fall fairs containing a working dairy, where demonstrations on the cream separator, churning and working butter will be given. Other tents will show poultry fattening crates and other profitable appliances used in this business.

MORE COLD STORAGE.

James Alexander has under contemplation a large cold storage plant in Montreal that will be equal to any in size on the continent. It will be a public warehouse.

JUNE'S EXPORTS TO BRITAIN.

British imports from Canada for June were as follows: Cattle, 21,318, valued at £369,172; sheep and lambs, 1,450, valued at £2,177; bacon, 119,818 cwt., valued at £312,678; hams, 30,712 cwt., valued at £79,915; butter, 19,712 cwt., valued at £98,075; cheese, 198,257 cwt., valued at £565.542.

SOLD SHORT WEIGHT.

A merchant on the Bonsecours market, Montreal, E. Valiquette, was sentenced in the Recorder's Court to pay a fine of $10 and costs or go to prison for two months for selling butter 14 ounces to the pound.

NEW WAREHOUSE TO BE ERECTD.

A building permit for the erection of a butter and cheese warehouse was granted Lovell & Christmas, Montreal, on July 6. The new building is expected to cost $36,000.

PRICES STILL SOARING.

With bacon hogs bringing from $7.50 to $7.60 f.o.b. country points, it almost seems that the top price is reached, yet even at this figure there is but a small number of hogs coming into the packing houses. There is a scarcity of hogs all over the world. In Ireland disease has wiped out large herds of swine. In Denmark the same conditions prevail, and as Denmark raises the same class of hogs as are raised in Canada, the scarcity is all the more felt. Canada is producing only half the number of hogs she did two years ago, and until more farmers go into this business there can hardly be any lessening in price. Packers are not paying the present high prices because of the money they are making, but because they must take care of their trade, and as it will take a long time for the present supply to catch up to the demand it would not be surprising to see prices go still higher. At any rate the indications are that they will hold their own.

HOLBROOK'S ANNUAL MEETING.

At the annual meeting of Holbrook's, in London, Eng., a short time ago, Major Sir Carne Rasch, M.P., who presided in moving the adoption of the report and accounts, said trade might be considered on the whole satisfactory. Trade had been bad all over the country, and most companies had been either passing their dividend or paying a very reduced amount. In that company they had crept gradually up to the position they now occupied. Twenty years ago they paid a dividend of 2½ per cent., then they paid 6 per cent., then 10 per cent., then 15 per cent., and this year they recommended them to pay a dividend of 18 per cent., with a bonus of 2 per cent. on top of it. He did not think many companies could compare with them in profits which they recommended for division, or in the manner in which the trade had been carried on during the last twelve months.

He would like the shareholders to remember that their vinegar trade—and they were the largest vinegar makers in the United Kingdom—was the cow that gave the milk; and he hoped the shareholders would insist that whoever might compose the board in the future should see that the management of the company did not give the cold shoulder to the vinegar trade. That was the staple of the company, although, of course, they traded in paper—made paper bags—and in baking powders of every description, and they also made pickles and sauce.

A final dividend of 12 per cent. on the ordinary shares, making 18 per cent. for the year, and a bonus of 2 per cent. was declared, and Col. G. W. Wood and Mr. Ernest Callard were re-elected directors, Messrs. Smallfield, Rawlings & Co., auditors, and it was also agreed to increase the remuneration of the directors for the current and succeeding years by £500 per annum.

Associate with the Successful

A man is known by the company he keeps, a merchant no less than others. Keep company with inferior merchandise which disappoints the user and the user will be disappointed in you.

No big business was ever built on disappointed customers.

Can you think of safer, more satisfying company to be in, when it comes to Canned Meats, than the time-tried, guaranteed brand—

CLARK'S CANNED MEATS

THE ATLANTIC FISH COMPANIES, LTD.

Head Offices: LUNENBURG, N.S., CANADA

WITH WHICH IS AMALGAMATED

BLACK BROS. & CO., LTD. - Lunenburg and La Have, N.S.
Packers of Prepared Boneless Codfish

THE WHITMAN FISH COMPANY, LTD. - - Canso, N.S.
Fresh, Smoked, Pickled and Canned Fish

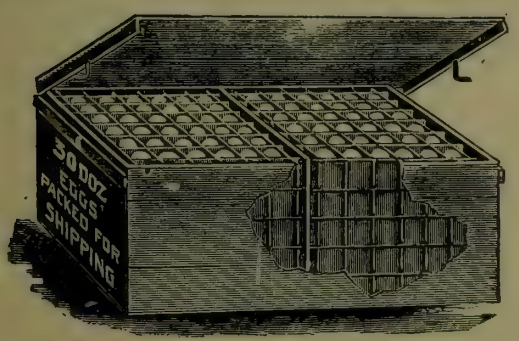
LEWIS ANDERSON & CO. - - - - - Lunenburg, N.S.
West India Exporters

HIRTLE, RAFUSE & CO. - - - - - - Lunenburg, N.S.
Vessel Outfitters

EVITT'S FISH STAND - - . - Bay of Islands, Nfld.
Frozen and Pickled Herring

Everything in Salt and Fresh Atlantic Fish

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

IT'S TIME for buying as well as looking in the Wall Paper business. It's time for you, Mr. Merchant, to choose between the various claimants for your trade and select the best-selling line of

WALL PAPERS

Our salesmen represent a factory established for fifty years: every man in it practical and skilled in this particular business, and every bit of machinery of the best and latest model. You can depend on the quality of the STAUNTON LINES because we are just as particular in buying the raw materials for our papers, and select them from the original sources as carefully as if we were making Wall Paper for our own homes instead of selling it to you. It takes time, and experience too, to know just where to get and how to choose the best materials. Think of that when you are considering what factory to buy from.

When the STAUNTON salesman opens his trunks, you will see many pleasing surprises in values and prices, as well as new achievements in designs and colorings. We are showing many attractive and fast-selling specialties in addition to our standard lines.

Wait for the STAUNTON Salesman.

STAUNTONS, Limited
Wall Paper Manufacturers
TORONTO, ONT

Borders and Side Walls at Same Prices

RETURNED
AUG 13 1906

FLOUR AND CEREAL FOODS

Alberta's Good Crop—Spring Grains Now Doing Well—Big New Flour Mills for Calgary and Lumsden.

A bounteous harvest is the prospect from all parts of the west—greater than ever. There has been some damage to Spring wheat in Northern Alberta by cut worms, but not enough to affect the general yield of that section. Spring grains all over the province are doing well, although there have been reports that the weather has been too cold to push the grain forward. These reports came some days ago, however, and the weather has made great changes since then, so that a wonderful improvement is seen. Winter wheat looks well, and is good for a heavy yield, according to reports from Calgary by an expert from the Western Grain Growers' and Millers' Association. A larger area of Winter wheat is under cultivation, but the yield will be about the same in bushels as last year's, on account of losses in some sections from Winter killing.

FLOUR MILL FOR LUMSDEN.

Lumsden (Alta.) Council has accepted an offer from Ellison & Co. for the erection of a flour mill. The city gives a three-acre site, tax exemption for fifteen years, and a low water rate. The company agree to erect a 150 barrel flour mill before the end of next year, and contemplate increasing it to a 560 barrel capacity within five years, by which they will get additional concessions. The ratepayers will be asked to ratify the agreement shortly.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

CALGARY MILLING CO. BUILDING.

The Calgary Milling Co. have commenced work on their $100,000 flour mill. It will be 38 by 96 feet, five storeys high. It will be equipped for a 600-barrel daily capacity. Two 175 horse-power gas producers will supply the power.

MONTREAL.

GRAIN—Very little business is being transacted in grain. Grain merchants report the week as having been very slow. The market is unchanged since last report.

No. 4 barley, store	0 51½
Rejected barley, store	0 48
No. 2 white oats "	0 43
No. 3 white oats "	0 42½
No. 4 white oats "	0 41
No. 3 yellow corn "	0 6
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Flour continues to move along steadily in all quarters. Milling millers report excellent demand both locally and from foreign country points. Prices are firm at figures quoted.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

ROLLED OATS—The market presents no new features this week. Trade is not very active. Quotations are unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70

FEED—In feed during the past week there has not been a great deal of business passing. Demand for bran has been slow in most quarters. Inquiry for shorts has been rather good, while feed flour is in fair request.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	16 00	16 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

HAY—There is very little change in the hay market. It is a shade weaker if anything. It is not that there is such a lot of hay offering locally, but more the fact that there is not much going forward, to which this weakness may be attributed.

The Old Country market has declined still further. Latest quotations received from Liverpool are 62-63 shillings c.i.f.

No. 1	10 00	
" 2	9 00	
Clover mixed	4 00	4 50
Clover, pure	5 00	5 50

TORONTO.

GRAIN—Both wheat and oats show a further decline this week, but trading is small, and stocks in Ontario points very light. There can hardly be any movement expected for a few weeks yet, but big millers and estimators predict that the world's wheat crop this year will be much smaller than last years, despite the fact that the Canadian crop will be so heavy. This should make good prices again this Fall.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1		0 84½
" " " No. 2		0 82
" " " No. 3, nominal		0 79½
Red, " per bushel, 78 per cent. points	0 79	0 80
White, " " " "		0 81
Mixed, " " " "		0 79
Spring, " " " "		0 75
Goose, nominal " "		0 75
Barley, No. 1, " "		
" No. 2, " "		0 51
" No. 3x, " "		0 48
" No. 3, " "		0 46
Oats, white, " "	0 38	0 38½
" mixed, " "		0 38

FLOUR—Flour keeps pretty easy, but present quotations still hold, although some shading is being done. A reduction in price might be looked for if the present wheat conditions hold for any length of time.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags		4 50
" " No. 2, " "		4 10
Strong bakers " "		3 90
Ontario patents, No. 1, " "		3 65
" " No. 2, " "		3 50
Straight roller " "		3 40

CEREALS—Quotations are unchanged, but market conditions might be called easy in all lines.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal	5 05
Rolled wheat in boxes, 100 lbs. "	2 40
" " 50 lbs. "	1 25
Rolled oats, standard, carlots, per bbl., in bags "	4 50
" " " " in wood "	4 75
" " " " for broken lots "	4 80

FRONTENAC CEREAL PLANT SOLD

The Frontenac Cereal Co.'s plant, at Kingston, comprising elevator, mill, cereal mill, and other assets, has been bought by R. A. McLelland and associates, who propose organizing a new company to operate the works.

COMMERCIAL HANDBOOK.

The second annual edition of the Commercial Handbook of Canada, by Heaton's Agency, Toronto, is now out. It covers pretty thoroughly all subjects, statistics and data relating to commerce, commercial legislation, tariffs, rates, and general information for business men.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	OFFICES
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

New "HOUSEHOLD" package

CANADA FLAKES

A 25 cent size of unparalleled value

Every package contains a fine decorated china bread-and-butter plate or other equally good household table-necessity. Every article of the chinaware is a marvel of beauty and workmanship.

We consider this the best advertising we have yet undertaken. That the sales will be satisfactory we are confident. And that your customers—Friend Grocer—will get the full value of our advertising outlay and not the newspapers, etc., pleases us. This should also please you, as you have at heart your customers' interests.

24/25s; $5.00 per case; In 5-case lots, $4.90, freight prepaid.

A Proposition that will Interest You is the Kind We Make.

Yes, Sir! That's the only kind of proposition that we have time to make and that's the only kind of proposition that

WILL INTEREST YOU.

Well, the proposition is about

Mrs. Rorer's Saratoga Chips

—the famous food. Fried Potatoes, crisp and tasty.

GUARANTEED PURE

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.; Dominion Brokerage Co., Calgary, Edmonton and Victoria.

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

Be Free! Buy outside of Combines

J. W. WINDSOR, - MONTREAL

INDEPENDENT Packer and Handler of every kind of
CANNED FISH, VEGETABLES, FRUITS, ETC.

LOWEST PRICES. *CORRESPONDENCE SOLICITED.*

"There is quality in the name HOLBROOK & CO."

THAT'S WHY

HOLBROOK'S GENUINE Worcestershire SAUCE

Has the Largest Sale in the World

Canadian Branch, 28 Front St. E., Toronto. Manager, H. Gilbert Nobbs

POTATO MASHERS

CAN OPENERS

Do Not Substitute

Our attention has been called to the fact that several retailers have ordered **"BEST"** Mops and received substitutes.

It's to your own interests, and only fair to give your retail friend **"BEST"** Mops when he asks for them.

So take our little hint and never substitute something that is "just as good as the **'BEST.'**"

The "BEST" is the Best

There's no getting around that.

MADE BY

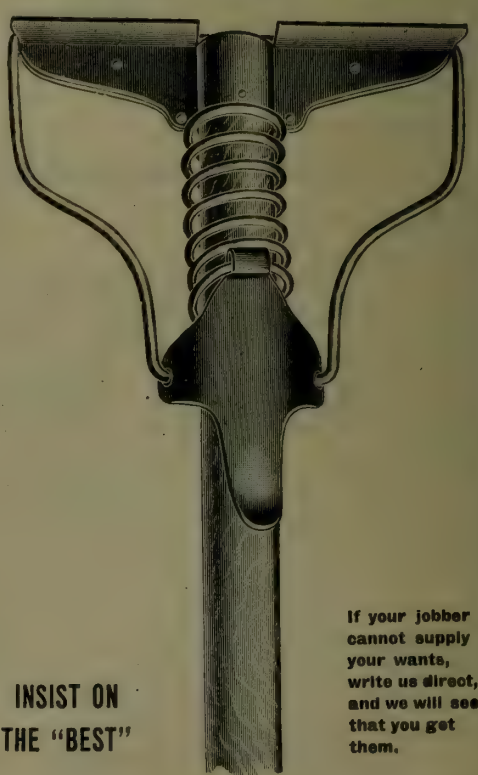
The CUMMING MFG. CO., Limited

RENFREW, ONT.

WESTERN REPRESENTATIVES:

F. A. REINHARDT, J. J. MAGUIRE } 608 Ashdown Bldg. Winnipeg

The "BEST" Mop



INSIST ON THE "BEST"

If your jobber cannot supply your wants, write us direct, and we will see that you get them.

WOODENWARE

AGAIN PROVEN TO BE THE BEST CREAM TARTAR.

IT is with some feeling of satisfaction that the United States Trade Reports sees a vindication of former indorsements of worthy firms and meritorious articles. We have always given careful attention to inquiries received from readers, and to furnish them with reliable information on any desired subject free of charge. The Reports has the largest circulation of any trade journal of its class in the country, and no other publication could afford to maintain such a large staff of experienced reporters to make these expensive investigations in the interest of its readers.

About ten months or so ago we received inquiries in which we were asked to recommend the best Cream Tartar, and to state where the same could be obtained. We fully realized the importance of the subject and the confidence which would be reposed in our answer. We made a careful and thorough examination along this line, and as a result, found that Gillett's Cream Tartar, made by E. W. Gillett Co., Ltd., Toronto, Ont., and Chicago, Ill., was conceded to be the best, and we made editorial commendation accordingly.

Only recently we received many similar inquiries from other of our readers, and to verify the correctness of our former recommendation, we place the matter in the hands of other of our reporters and investigators, who knew nothing of our former indorsement, and, after the most exhaustive research, they also have reported in favor of the Cream Tartar made by the company named, which proves conclusively that their Cream Tartar is doubly worthy of adoption and use by all, and also that the trained reporters of the Reports never do anything by halves.

The Gillett Company is well known for business tact and enterprise, as well as sterling integrity. They owe the great success of their business to their prompt and careful attention to orders, courteous treatment to customers, and the perfect reliability of their products. By their honest endeavors to make nothing but the best, they have built up a reputation second to none in the world.

We strongly advise bakers, caterers, druggists and other users of the goods to insist on getting Gillett's Cream Tartar. It costs no more than the poor adulterated kind.

(U. S Trade Reports).

RASPBERRIES
Cherries
Currants
(Red and Black)
Gooseberries
Fresh daily will fill orders at market prices:
VEGETABLES
Potatoes Beans
Cucumbers Peas
Cabbage
Lemons Bananas
Oranges Watermelons
A full line of
CALIFORNIA
Peaches Plums
Pears Apricots
McWILLIAM
Mc. AND E.
EVERIST
25-27 Church St. TORONTO, CANADA

DRIED APPLES
BRIGHT, DRY STOCK WANTED.
O. E. ROBINSON & CO.
INGERSOLL
Established - - 1886

BASKETS
We make them in all shapes and sizes. We have
Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,
In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to
THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Too Much Rain in Some Sections—Potato Rot has Made its Appearance—American Vegetables Being Supplanted.

Black currants and blueberries are on the market this week. They are both up to the average marketed at this time of year, and are bringing from $1 up for the currants, and from $1.40 to $1.50 for the blueberries. The Canadian new potatoes coming in are much better than the stock being sent in from the States, and are in such good demand that they are soon taken off the market. American cabbage have about stopped coming in, the locally grown being sufficiently grown to take their place. In some parts of Eastern Ontario reports have come in that the heavy rains have put back root crops, and that a sign of rot is already visible in potatoes. Vegetables, generally, are looking well, and coming on the market quite freely.

DIRTY JAM PACKING.

The annual report of the inspector of factories and workshops in London, Eng., shows that the conditions there are quite as revolting as anything alleged of the Chicago meat packing revelations. The report on a typical jam factory is as follows: "The boiling room lay between the yard and the stable, and the horses reached the latter through the boiling room. The sanitary accommodation was hardly separated from the rooms where the fresh fruit and uncovered jam were kept and the floors were dirty and undrained."

Another factory inspector found jam pots being washed in "liquid like dark soup, which smelled abominably." The manager informed the inspector that the water was changed "about once a week." When fished out of these evil smelling tanks the pots were allowed to stand until dry, when they were considered to be ready to receive fresh installments of preserves.

EXTENSIVE FISH POACHING.

The New England Fish Co., with its Pacific centre in Vancouver, has lost the monopoly of the halibut fishery on this coast, which it enjoyed for many years.

Seattle and Tacoma fisherman have taken it away, and, according to Canadian officers of the Preventive Service, the Americans have done the trick with Canadian fish.

Captain Newcombe, of the Dominion gunboat Kestrel, which patrols the fishery grounds, says that it is conservatively estimated that 18,000 tons of halibut were caught on the halibut banks off the west coast of Vancouver Island, of which 4,000 tons went to the American company, that is licensed to ship from this port in bond to the Eastern States. The remainder was taken by Americans, and he claims that only 5,000 tons were legitimately caught outside the three-mile limits, the rest being secured by poachers in Canadian waters.

Captain Newcombe says the poaching was done upon so wholesale a scale and with such method that it was impossible for the single gunboat at present in commission on this coast to effectually protect Canadian waters and to make seizures with any chance of conviction except by some fortunate accident.

OUR FRUIT IN ENGLAND.

P. B. Ball, Canadian commercial agent at Birmingham, England, is taking a deal of interest in the fruit-shipping industry, and is doing his best to encourage it. He believes that much more trade in fruit might be done with Great Britain by this country than is done. He is delivering a number of addresses in and around Birmingham on this country, its resources and its products, both industrial and agricultural. He wants all the data he can get about the Niagara district, and says that he would like to obtain a series of photographs taken from the hills around Queenston, showing the fruit farms there, and following the river to its mouth. Shippers and manufacturers should do all they can to help Mr. Ball in the good work he is performing by sending him facts and such pictures as they have. Mr. Ball can be addressed 39 and 40 Central House, Christchurch Buildings, Birmingham.

CANNED AIR.

California air condensed into liquid state and packed for export is the latest product of the Golden State to appear upon the market. It is now possible to eat California oranges which have never left California air in their long journey across the continent.

A plant for the manufacture of liquid air and of oxygen has been erected in the City of Los Angeles, which is the only plant in the country manufacturing these products on a commercial scale with the exception of a New York plant whose output is confined to surgical and metallurgical uses.

Situated in the heart of a warm country, without natural ice and separated from markets by tremendous stretches of hot country, the question of refrigeration of fruit cars is one of the most important which the Californian has to consider.

If, as is hoped, the product of the Los Angeles factory can be used as a successful substitute for manufactured ice, the market is at hand and the new industry is ideally located. Fruit growers, car builders, merchants, shipping agents, and packers await with interest the extended trials which are now being instituted.—Technical World.

FEAR POTATO ROT.

Gardeners in some sections of eastern Ontario fear the constant rains will start the potato rot again, some evidence of which is now visible.

APPLE SHIPS.

Issacs & Sons, ship owners and apple buyers, London, Eng., will put on a special line of trans-Atlantic boats during the apple season to carry American and Canadian apples across. H. M. Issacs has been in Toronto for a few days making arrangements with the firm's agents there.

FRUIT SALE IN MONTREAL.

Monday of this week there was a fruit sale in Montreal. Five cars of Californian fruit were sold, good prices being secured. Plums brought from $1.40 to $2.20; peaches from $1.20 to $2; apricots, $2.25, and pears, half boxes, $2.25.

MONTREAL MARKETS.

GREEN FRUITS—Fruit generally is in very good demand at present. Dealers are doing a good business in most lines. Strawberries are becoming scarce, and it will be noticed that quotations are higher this week. Blueberries are now on the market, and very good fruit is offered at $3 per box of 22 quarts. Raspberries were offered for the first time this season, and brought from 18c. to 20c. As they become more plentiful, however, the price will decline.

Late Valencia oranges, per box	....	5 50
Dates, per lb	....	0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100	....	3 40
Pineapples	3 00	3 50
Apples	....	7 00
Old lemons, per box	....	3 50
New Verdilli lemons	....	4 00
Peaches, per box	....	1 75
Plums, "	1 75	2 00
Apricots "	....	2 25
Canteloupes, per crate	....	5 00
Cherries, per basket	1 00	1 50
Jamaica oranges, per bbl	....	5 50
Egyptian onions, per 112-lb. bag	....	1 75
New strawberries, per small basket	0 10	0 12
Blueberries, 22 quart boxes	....	3 00

VEGETABLES—Green vegetables are beginning to arrive more freely locally. Farmers are coming into the city every day with their offerings, and as a rule they have little trouble in disposing of their stock. Prices are well maintained. Montreal cabbage, or what is grown by farmers in the neighboring districts, is selling quite freely from 65c. to 70c. Cucumbers are moving well at 40c. to 50c. Considerable business is being done in tomatoes. These are now quoted from $3.50 to $4. Prices this week are practically unchanged.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	0 35	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Southern cabbage, crates	1 75	2 50
Montreal cabbage, per doz	0 65	0 70
Tomatoes, Florida	3 50	4 50
Red onions, brl	3 00	3 50
Turnips, bag	....	0 75
New turnips, per doz	0 60	0 75
Water cress, per doz	....	0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 40	0 50
New potatoes, per bbl	3 75	4 00
Carrots, per bag	0 75	1 25
New beets per doz	....	1 25
New carrots, per doz	....	0 50
Wax beans, per basket	....	2 50
Green beans, per basket	....	2 50
Canadian asparagus, per doz	3 50	4 50

FISH—Eastern salmon is becoming very scarce, and in consequence the price has been advanced. Quotations now read 13c., being an advance of 2c. over last week's figure. Fresh halibut continues to arrive in good quantities. Lake trout and whitefish are plentiful, and good business is passing. Dore or

California Fruit

We are now receiving regular cars of

California Peaches, Plums

The first California Pears will arrive this week.

Georgia Elberta Peaches

High colored yellow flesh Peaches are arriving, three cars due this week.

WHITE & CO., LIMITED

Toronto and Hamilton.

IN "MY DIXIE LAND"

The watermelon is ripe and ***JOHNSON BROWN CO. OF ALBANY, GEORGIA,*** can execute your orders quickly and satisfactory.

We invite jobber's enquiries

W. B. STRINGER & CO., - Sole Agents - Toronto

CANADIAN RASPBERRIES and CHERRIES

Next week will be the big week in Raspberries and Cherries, so get busy and send in your orders for canning. ***Watermelons, Bananas, Lemons, Etc.***

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. ***TORONTO*** *Wire, Phone, or Mail your Orders*

CALIFORNIA FRUIT, PEACHES, PEARS, PLUMS

We can handle your consignments of fruit or produce.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 **GUELPH, ONT.**

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.,

pickerel, and pike, are not in very good supply, stocks in the hands of most dealers being limited. New skinless cod is arriving quite freely. Fresh mackerel is coming in fairly well.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 08
" grass pike " "	0 07
Lake trout " "	0 08½
Whitefish " "	0 08½
Weakfish " "	0 08
Brook trout " "	0 20
Dore, per lb. " "	0 10
Gaspe salmon "	0 13
Fresh mackerel "	0 08
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards, per imp gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 05 0 05½
" fish, 1 and 2-lb. bricks, per lb	0 06 0 06½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00
" boneless herring, 10 lb boxes bulk, per lb	0 11
" 2 doz to case, 1 lb cartons, per case	2 88
Skinless cod, selected (whole cut), 40 lb boxes, per lb	0 08½
Skinless or fletched cod, 100 lb boxes, per lb	0 06
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

ONTARIO MARKETS.

GREEN FRUITS—A good class of fruit is coming in steadily, and as the season advances the prices come down—sometimes in jumps. Red currants are down to 85c., although some special baskets readily bring $1. Blueberries are on the market, but in very small quantities, and are quickly picked up at from $1.40 to $1.50 per basket. Black currants bring from $1 to $1.25. They are fairly good stock. Last year's apples are quite off the market now, but new ones are coming in slowly. Some early harvest apples are bringing $2.50 per bushel. In southern fruits, Mediterranean sweet oranges are practically done. A large quantity of Georgia melons are expected this week, and when they begin to come in quantity the present prices—40c. to 50c.—must take a drop.

Oranges, late Valencias, 96's, 112's, 288's	5 00 6 00
" Mediterranean sweets, 96's to 250's	
" Ovals, half boxes 80's 100's	2 50 2 75
Lemons, Messina, 300's 360's, per box	4 25 5 00
Limes, per crate	1 50
Apples, new harvest, per bush	2 50
" Spies XXX, per bbl	
" " XX, per bbl	
" Baldwins XXX, per bbl	
" " XX per bbl	
" other Winter varieties, XXX, per bbl	
" " " XX, per bbl	
" farmers', per bbl	
Bananas, per bunch	1 50 2 50
Red bananas per bunch	2 20 2 50
Red currants basket	0 85 1 00
Raspberries basket	0 13 0 15
Strawberries per quart box	0 07½ 0 10
Pineapples, Floridas, 24's to 36's	3 00 3 50
Cherries, California white heart, 20-lb. box	2 50 2 75
" Canadian, per basket	3 75 1 00
Gooseberries, per basket	0 65 1 25
Plums, California, per box	2 25 2 75
Apricots, " "	2 50 2 75
Peaches, " "	1 75 2 00
Watermellons	0 40 0 50
Cantalopes, per case	6 00
Blueberries, per basket	1 40 1 50
Black currants, per basket	1 00 1 25

VEGETABLES—Canadian new potatoes are beginning to come in fairly well, but the demand is so heavy for them that the market is constantly short. They are of good size, in fact better than the American potatoes that are coming over. In baskets they run at from 25c. to 35c., and in bushels $1.25. Cabbage, green peas, beans, lettuce, and all locally raised garden truck, are going down in price and up in quality. Cauliflowers are particularly fine, and are being sold for from $1.25 to $2 per dozen. Imported cabbage are falling off, good native grown taking their place. Onions are down to $1.50 per sack.

Potatoes, kiln dried sweet, bushel hamper	2 00
" Delaware, per bag	1 30
" Silver Dollar, per bag	1 05 1 15
" Ontario, per bag	1 15 1 20
New potatoes, Bermuda, per bbl	3 50
Onions, Egyptian, per sack 100-115 lbs	1 50 1 75
" Texas Bermuda, 50-lb. crates	1 15 1 25
" Bermuda, 50 lb crates	1 25
" green, per doz. bunches	0 12½
Cabbage, new Canadian, per doz	0 00 0 00
Wax and green beans, per bush. hamper	1 50 2 00
Green peas, imported	1 25
" Canadian per basket	0 60
Beets, new, per doz. bunches	0 20 0 25
Carrots, Canadian, per doz. bunches	0 20 0 25
Lettuce, per doz. bunches	0 20 0 25
Radish, per doz	0 20 0 25
Cucumbers large, per doz	1 25 1 50
" per hamper, 5 to 8 doz	1 75 2 50
Mushrooms, 1-lb. boxes, per lb	0 75
Asparagus, per doz. bunches	0 75 1 00
Beans, white, prime, bush	1 75
" " hand-picked, bush	1 80
" Lima, per lb	0 07
Tomatoes, Texas, Mississippi, 4 basket crates	1 00 1 50
Rhubarb, 1 doz. bndls	0 20 0 25
Spinach, bush	0 25 0 40
Watercress, per doz. bunches	0 25
Egg plant, per doz	1 55
Peppers, green, per small basket	0 75 0 85
Parsley, per doz	0 20 0 25
Turnips, new per doz	0 35 0 50
Mint, per doz	0 15 0 20
Cauliflower, per doz	1 25 2 00

FISH—There are no price changes in fish. The usual July business is being done, but there are no features of the market.

Fresh hallibut	0 10 0 13
Haddock, fresh caught, per lb	0 06 0 06½
Fresh cod, per lb	0 07 0 08
Fresh lobsters, boiled, per lb	0 18 0 20
Shrimps per gal	1 00 1 25
Whitefish, per lb	0 09 0 10
Salmon trout, per lb	0 08 0 09
Ciscoes, per basket	1 25
Perch, per lb	0 05 0 06
Herring, large, per lb	0 08
" medium per lb	0 04
Brook trout, per lb	0 25
Pike, per lb	0 05 0 06
Blue fish, per lb	0 10
Fresh mackerel	0 20 0 25
Eastern salmon, per lb	0 20

RASPBERRIES

RED AND BLACK

In a very short time I will be able to supply Grocers and Fruit Dealers with the choicest berries. I will have a large acreage.

Those who write first will get first attention.

It will not be necessary to make any apology for the prices.

NOTE—Keep up your stock of **E.D.S. Brand Jams, Jellies, Sealed Fruit in Glass.**

E. D. Smith's Fruit Farms, Winona, Ont.

J. V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^a
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

WINNIPEG.

GREEN FRUITS—Strawberries are now practically off the market. California small fruits are arriving almost daily. We quote:

California peaches, per case	1 75
" plums. "	2 25
" cherries "	2 50
Messina oranges, in half boxes, 80's to 100's	3 00
Cal. St. Michael oranges, 176's-250's, per box	6 00
" " 288's-324's-360's "	5 50
" late Valencias, 126's, per box	5 25
" " 150's "	5 75
" " 176's "	6 00
Lemons, 300's and 360's "	7 00
Messina lemons, 300's "	6 00
Water melons, large size, per doz	5 50
Pineapples, 30's, per doz	2 00
" 24's "	2 50
" per case	4 00
Bananas, per bunch	2 75 3 25

VEGETABLES—

Onions, Egyptian, per lb	0 03
Cabbage, new, per lb	0 04
Rhubarb, per lb	0 02
Cucumbers, per doz	0 75
" per lb	0 03½
Texas tomatoes, 4 basket crate, per crate	1 75

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

Brunswick Brand SARDINES

Now is the time to send your order for—

¼ Oils, Sanitary Can, 100 tins to case
¼ Oils, Handmade Can, 100 "
¼ Mustard, 100 tins to case
¼ Tomato, 100 "
¾ Mustard, 50 "

TO

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

We are Offering

Mirimichi Fresh Salmon

at Twelve cents per pound

Write or wire us your order. All orders filled the same day as received.

W. S. LOGGIE CO., Ltd. - CHATHAM, N.B.

However it may be with other Cocoas, you can make a fair profit in selling **Lowney's**, and we promise you that we will create a larger and larger demand for **Lowney's** every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In **Lowney's** dealers have a guarantee against any cause for criticism by Pure Food officials.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

THE SUMMER SEASON

brings

A DEMAND FOR THE BEST

IN YOUR STORE

STEWART'S

Chocolates and Confections ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE STEWART COMPANY LIMITED

TORONTO

MOTT'S

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The leading brands of Canadian-made Chocolate, (and there are no better goods put up on earth).

are

MOTT'S "DIAMOND" and "ELITE" brands

For sale throughout Canada by every jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. E. HUXLEY, WINNIPEG

Chocolate

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

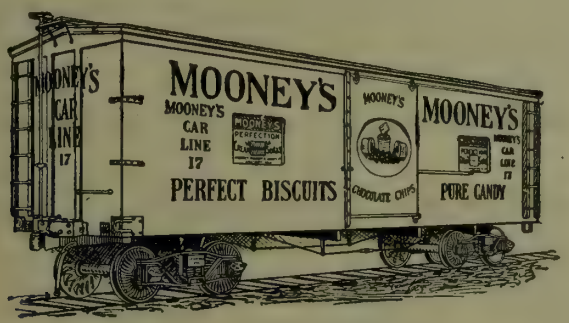
BISCUITS AND CONFECTIONERY

Light Lunches for Picnics—This is the Season to go After Trade—Attractive Display of Confectionery Brings Results.

Now is the time to display picnic goods and food for dainty hot weather lunches. Crackers and biscuits are an indispensable adjunct to the Summer outing and with the attractive cartons they come in, they make an artistic display. A great deal of the pleasure of picnics is lost by those whose lot it is to prepare the lunches, and when the sandwiches and lemonade have to be supplemented by other edibles to fill out the bill of fare, something already prepared in the way of biscuits and confectionery offers a tempting substitute for foods that have to be made up in the home. Price and descriptive tickets are a factor in attracting attention to such goods. A suggestion of this kind often makes a sale.

MOONEY'S SPECIAL CAR.

The accompanying cut shows one of the Mooney Biscuit Company's privately owned freight cars, mentioned in The Grocer some weeks ago. They make a striking advertisement and show the enterprise which characterizes this firm.



SMYRNA FIG INDUSTRY.

Upon request of a New York firm of importers, U. S. Consul Norton, of Smyrna, has furnished a report on the fig industry of Smyrna. He says :

The fig district is largely along the line of the Smyrna-Aidin railroad. Trees begin to bear in their sixth year and are in full vigor in the fifteenth year. The fruit ripens about the middle of August, when it is picked and dried in the open air for from three to six days. It is then packed in sacks of about 250 pounds each, two of which constitute a load for a camel, and transported to the nearest railroad station. Carts are not employed in this connection, as the fruit is liable to be damaged when the sacks are piled one on the other. The arrivals from the country are promptly bought up by the various great packing houses, who have each a large corps of employes, chiefly women and girls, for the operations of sorting, washing, drying and packing the fruit.

Skillful Sorting.

The sorting of the figs is carried out with great care. Color, but more especially size and thickness, or rather thinness, of skin, guide the classification. The inferior grades, the so-called "hordas," culls or refuse, are eliminated and sold for purposes of distillation. The better grades are prepared for export in various ways. The least expensive is packed in linen or other bags, and is used usually for the less valuable qualities. The finer grades are subjected to a certain manipulation before being tightly packed in boxes containing from 1 to 11 pounds. During the manipulation the workmen continually dip their fingers in sea water. As a result the fruit is better preserved and the sweetness is not diminished by long keeping. The term "macaroni figs" is applied to fruit which has been gently rolled between the palms of the hand, so as to resemble an elongated ellipsoid. "Loucoum figs" are prepared by pressing the fruit into a rectangular form, not dissimilar in size and appearance to the oriental confectionery well known under the name of "Turkish delight," or "loucoum."

The Choice Varieties.

The great majority of the choicer figs are packed in layers. The upper side is split and the fig is flattened out. This method allows expert manipulators to give a more presentable appearance to small figs than is possible in preparing "macaroni" or "loucoum" figs. The "macaroni" style of packing involves the least disturbance to the internal structure of the fruit. The "loucoum" style leaves it most nearly the original size, and is the best adapted for any subsequent manipulation by importers. The latter two methods are the most favorable for proper curing during transportation. Boxes of figs prepared by any of the three latter methods are usually exported in crates holding about 330 pounds.

Prices and Dealers.

During the past season (autumn of 1905) prices at Smyrna for the unsorted fruit arriving from the interior ranged from $2.80 to $10.50 per quintal of 125 pounds, according to source and quality. The quotations of the fruit packed for exportation during the same season were as follows, c.i.f. New York, per 112 pounds : Natural figs in bags, $2.25 to $3 ; same, extra quality, in linen bags, $3.75 to $5.25 ; figs in boxes, "Erbeilli" $6.25 to $12.50 ; "Aidin," $5.50 to $10.50 ; "Odemish," $5.25 to $10 ; "Sokia" and "Ayassolouk," $4.75 to $7. Variations in the quotations represent differing grades of size, thinness of skin, etc. The following extensive Smyrna dealers in figs are either American citi-

THE DRUM MAJOR

Emerson said that to be a successful leader one must be 20 years ahead of his time.

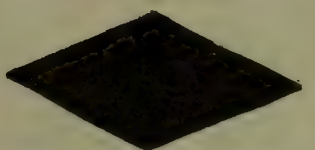
leads the procession, not because they are 20 years ahead of their time, but because they are

20 QUALITY YEARS AHEAD OF THE REST

Perfection Virtues Benefit You.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS BISCUIT MAKERS

For Over Fifty Years.

- King's Own Mixed
- Puff Cracknel
- Veda Oatmeal
- Kiel Fingers
- Glacier Wafers
- Milk Chocolate Finger
- Butter Cream
- Polo
- Macaroons
- Marie

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

WILSON BROS.,
Wharf Street,
VICTORIA, B.C.

C. & J. JONES,
424-5 Union Bank Buildings,
WINNIPEG.

KENNETH H. MUNRO,
324 Coristine Buildings,
MONTREAL.

BORDEN'S BRANDS

are the grocer's guarantee of receiving the most perfect, purest and best ***Condensed Milk*** and ***Evaporated Cream.***

"Eagle" Condensed Milk

"Peerless" Evaporated Cream Unsweetened

They make for good trade.
For sale by all jobbers.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

OUR SKILL

is your safeguard. We make

SHIRRIFF'S FLAVORING ESSENCES

in the very best way and don't forget to use the very best ingredients. Thats all! Is that sufficient to draw an order from you?

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLE'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

zens or engaged exclusively in business with America: Ernest A. Magnificio & Company, E. J. Davee, Missir & Company, John Manola, Paul J. Balladur. The last named has had much experience in sending figs to America for further manipulation and preparation after arrival.

THE ALBERTA BISCUIT COMPANY.

The Alberta Biscuit Company has been organized at Calgary with a capital of $200,000. The following officers were elected: Vice-president, E. B. Johnston, Minneapolis; president, I. S. G. VanWart; treasurer, H. A. Perley; secretary, F. H. Brown; directors, Messrs VanWart, Perley, E. C. Perry, F. F. Higgs.

Tenders were opened and a contract entered into for the new building, which will cost with machinery complete $50,000. It is expected that the company will be doing business before October 1.

NEW PRESERVING INDUSTRY.

Wagstaffe Limited, whose incorporation was gazetted last week, is a new and interesting addition to the industries of Hamilton. James Wagstaffe, the head of the firm, was for 17 years in the jam and preserving business in England and with free sugar built up a very extensive establishment. When Joseph Chamberlain signed the sugar convention just after the Boer War Mr. Wagstaffe along with scores of other jam makers in England was hard hit and had to go out of business.

Coming to Canada, where he conceived there was a good opening for perfectly pure and high-class jams and preserves, he located in Hamilton last Fall and started in a small way as an experiment. His goods, a particularly fine line, met with such favor that he was encouraged to organize a company and secure larger premises. A fine, high, airy brick building was obtained on Vine street, 80x80, where new and improved machinery has been installed for all the processes of preserving and jam making.

A representative of The Grocer was an interested spectator while a lot of berries were preserved and was very favorably impressed with the process and results. Nothing is used but the fruit and pure cane sugar.

A full line of preserved fruits and jams will be put up, including fig and lemon jam. Sealed glass packages of pleasing design are used largely, while what tins are used are all lacquered inside so that there is no contact between the acid of the fruit and the tin surface.

Mr. Wagstaffe has associated with him his son, who is also thoroughly trained in the preserving business.

HUYLER'S OPENING.

On Saturday last Huyler's opened up their new confectionery store at 130 Yonge street, Toronto. A heavy stock of their own confections will be kept on hand, and serving refreshments will be a part of their business.

KNEW WHAT HE WANTED.

The Man—"Do you keep typewriter supplies?"

The Clerk—"Yes, sir."

The Man—"Well, give me a box of caramels and a package of chewing gum."—Daily News, Chicago.

REFINERY FOR PRINCE RUPERT.

Robert Kelly and Robert Martin, of Vancouver, with some eastern capitalists are interested in a scheme to erect a sugar refinery at Prince Rupert, the Grand Trunk Pacific terminus on the Pacific Coast. Work on the building will commence in a few weeks.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

New Goods

Your order for

UPTON'S

Jams, Jellies

and

Orange Marmalade

will now be filled with new season goods.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

AFTER SIXTY YEARS

A New Form of COX'S GELATINE is

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

You can Make as Much Profit on a Box of My Cigars as on $5.00 Worth of Groceries

Lay emphasis on the "my." The "rusty-looking" cigars that some grocers keep around their store wouldn't make as much profit for you as 5c. worth of groceries. Their chief function is to kill custom.

If you get my 500 assortment (some Pharaoh, 10c., some Pebble, 5c.) you'll get cigars as good as those to be found in the best cigar stores, the kind of cigars that make competition easy.

The "500" offer is accompanied with that "Money Back in 3 months" declaration.

Catch the camper.

Pebble and **Pharaoh** will do it.

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA

Tuckett Truths

THE SECOND LOT

There's a pleasure in smoking which only smokers know.

T. & B. sales are still on the climb.

The pipe of contentment has saved many a man from the penitentiary of ambition.

There's no royal road to Tobaccotown unless you take the ***T. & B.***

The tobacco grocer knows nothing about the ashes of failure.

Smokes there a smoker with sight so dead who hasn't about ***T. & B.*** read.

Tobacco consumption is on the increase right in your town.

If you stock up ***T. & B.*** this very day you will be just that much farther ahead than if you wait till this day next week.

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, CANADA

TOBACCO AND CIGARS

Only the Best Kept——Men Prefer to Buy Their Cigars and Tobacco from Grocer — Brings New Customers.

If a grocer handles cigars and tobacco he should handle the best. No stock, no matter what the line, should be kept because it is the custom to do so. There can be seen too often in the grocery a box or two of cigars, inferior stock to begin with, and literally in the sere and yellow leaf of age. If this department of the store is run down, the only thing that will build it up is the putting in of a stock, not necessarily large, but good, that will appeal to the trade. Pick a winner, with a small margin of profit, rather than an unpopular brand that can be bought at a low price. The majority of men would rather buy their cigars and tobacco in a grocer's store than in the billiard room or barber shop, and the reason they do not is that they get better goods from the man who makes tobacco a feature of his business, than from the man who carries an ill-kept stock. There is, too, a beneficial effect upon the general business from keeping a choice stock of tobacco. It brings a new class of trade, representatives or heads of families who are not regular customers, and in this way constitutes an advertisement that returns a profit at once.

CIGARETTES NOT DRUGGED.

Victor Williams, Toronto manager of the American Tobacco Company, states that the statement made by E. P. Gaston, of Chicago, before a committee of the British House of Lords that American cigarettes are drugged and manufactured under filthy conditions is absolutely false. Mr. Gaston in his remarks stated that the British public had more to fear from bad cigarettes than from bad meat.

TOBACCO STOCK AUCTIONED.

Philip Jamieson, Toronto, has purchased the entire wholesale stock of the tobacconist, John Ward, 37 Yonge street, at a rate on the dollar. The sale was by public auction, and prospective buyers were in attendance from Montreal to Winnipeg. Some idea of the magnitude of the stock may be gathered from the fact that the lot comprised altogether 138,715 cigars. In addition to the stock of cigars are some $2,000 worth of cigarettes, representing all makers, together with more than $5,000 worth of tobaccos.

JAPANESE TOBACCO.

Charles Edward Russell, in July Everybody's Magazine, tells of the growth of the tobacco and cigarette industry in Japan. Only a comparatively few years ago the Americans introduced their cigarettes into Japan and taught the Japs to want them. But by the time the American Tobacco Trust had invested $12,000,000 in Japan, the Japanese Government concluded that it would be a good business to engage in, and accordingly it went into it. An import duty of 250 per cent. was levied on cigarettes, and thereupon the American cigarettes disappeared quicker than their own smoke, and as a result the trust plants were bought up by the Japanese Government.

NEARLY THREE POUNDS EACH FOR CANADIANS.

Statistics state that Belgium consumes more tobacco per capita than any other nation in the world, using for each inhabitant six and a quarter pounds of the weed. The United States of America comes second with five and one-half pounds, Germany third with three and a half, Austria fourth with three, and Canada fifth with two and three-quarter pounds for every inhabitant.

PUFFS.

The International Cigarmakers' Union announce that the average length of life of union cigarmakers has increased over fifteen years since 1888, and the life of wives of these workers has ,fncreased eight years in that period. The percentage of those who die from tuberculosis was reduced from 51 per cent. in 1888 to 24 per cent. in 1905. The establishment of the eight-hour day in 1884 is declared by the union to be the cause of this improvement.

* * *

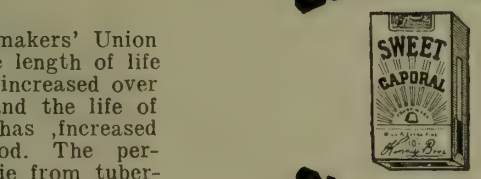
Tobacco is the greatest of all revenue producers. It is taxed by every government on earth. It bears a heavier burden in proportion to its cost of production than any other commodity. The governments of Spain, Italy, Austria, France, Japan and others make a monopoly of its manufacture and sale. England puts a tax on it averaging 1,200 per cent. of its prime cost. It is the stay of nations, the poor man's luxury and the rich man's solace. It soothes and cheers six hundred million human beings.

Suppose "tobacco and its manufactures" had been added to the list of food and liquors the adulteration and misbranding of which is made a misdemeanor in the States, punishable for each offence with a fine of $500 or a year's imprisonment or both? That would be an end to the "la flor de cabbage" and "bartender's revenge" brand of stogies. Perhaps it would not be a bad idea, either.

* * *

"Try this," said the cheerful traveler, "this is something like a cigar." "It does resemble a cigar," said the other, when he had taken a few draws.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make.
D. McDOUGALL & CO., Glasgow, Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FREIGHTS AND CHARTERS

Shipping business throughout the past week has been very good. Grain is still going out in large quantities, in fact shipments to date far exceed those of last year in most lines, but in wheat, particularly. Considerable butter and cheese has been exported since last report. Meats are still rather slow, only occasional lots being shipped. Flour continues in good demand on the other side. Business with other than British ports continues first-class. South African trade is being carefully nourished. Other foreign ports are using more or less Canadian flour also.

Sardinian, of the Allan line, plying between Montreal, London and Havre, arrived in Montreal with a general cargo July 4.

The new C.P.R. liner Empress of Ireland reached Quebec on her maiden trip July 7 having made a fast voyage across.

According to reports given out, the Allan line is not contemplating the building of any new vessels at present, beyond the one now under construction for the Atlantic service. A report came from Glasgow recently to the effect that two new boats, larger and speedier than the Virginian and Victorian, were to be built, but this rumor is denied at headquarters in Montreal. The C.P.R. say that they are not thinking of building any new vessels as is rumored in some quarters.

The Manchester Importer left for the city of Manchester July 6, carrying a general cargo.

A delegation of the leading produce exporters of Bristol, England, recently inspected the new arrangements made by the C.P.R. on some of their boats for the shipping of butter, cheese, etc., to England. The Monmouth, which recently sailed from Montreal for Avonmouth, was thoroughly inspected. The delegation was shown the butter chamber, cold air and refrigerator system, etc., and expressed themselves very favorably on the new arrangements.

Lakonia, of the Donaldson line, cleared for Glasgow with a general cargo on July 5.

The Prah, of the Elder-Dempster line, is in port with a cargo of sugar from the West Indies for the St. Lawrence sugar refinery.

Inland shipping this year has shown a considerable increase in volume over last year. To date there has been between 3,500 and 4,000 vessels entered and cleared the port.

Virginian, of the Allan line, for Liverpool, with general cargo, cleared July 4.

Steamer Haddington, from Fort William, brought into the port July 7, a record cargo of wheat. She carried 75,200 bushels of grain. It is said that this is the largest cargo of grain ever brought into the port. The boat is moored at the harbor commissioner's elevator, where it is unloading. Considerable wheat was loaded from it onto the C.P.R. liner Montezuma.

The late G. T. Whelpley, of Fredericton, N.B.

There have been no changes in the rates this week.

BUSINESS NOTES.

McIntyre & Edwards, of Regina, have sold their grocery business to S. W. Hunter.

T. M. Charlton, Huron street, Toronto, has sold his grocery business to G. H. Cooper.

J. Hickman, grocer, is in his new store at 374 College street, Toronto. Mr. Hickman has purchased the residence behind and built the store to it.

J. A. McCance, of St. Thomas, has had his grocery store remodeled and fitted up with new show cases, etc. It is now one of the most modern stores in the province.

THE LATE G. T. WHELPLEY.

This week we publish a cut of the late G. T. Whelpley, of Fredericton, N.B., who, as stated in The Canadian Grocer of June 29, had been in business for forty years in that city.

WESTERN CANNERS' TROUBLES.

Owing to the scarcity of labor in British Columbia fruit canners are having trouble in getting strawberries to pack. The present price of labor is so high that many fruit-growers prefer to let the berries rot than pick them for the small margin that can be made. It is feared the same thing will be experienced in other fruits later on.

BOYCOTT TINNED GOODS.

British retail associations have forwarded resolutions to the Grocers' Association conference to be held in London this week, recommending that canned goods in stock until there is a guarantee established as to their quality.

BUFFALOES CROSS RIVER.

Buffalo grocers are up in arms, it is said, because their customers their customers are crossing the river to Fort Erie to buy tea in Canada at 25 cents a pound. Tea is on the free list, but an effort will be made by the Buffalo men to have a duty put upon tea coming from Canada.

You Shall be the Judge!

The best Cigar values offered in Canada are:—

HOGEN-MOGEN and ROYAL SPORT

5 CENTS **10 CENTS**

Give us a trial. We will convince you.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

BUYING AND SELLING

By Thomas E. Oliver

Living Beyond Income—Expression of Ideas—Test of a Buyer's Ability —The Value of Good Will—Betraying Confidences.

If a man spends, or contracts debts for, say, $2,000 per annum, and his income is only $1,500 per annum, he must steal the difference from some source, even though it be from his acknowledged creditors, and this rule applies not to individuals alone, but to business institutions. Look sharply after such people to see that they do not steal from you, or us. Some claims are made in bad faith, for with some men a dollar counts more than their souls; but all business men are not dishonest, by any means. Therefore, if you believe the claim to be wrong, but the claimant to honestly believe he is right, then, as a matter of policy, it may pay to make a concession if there is not too much at stake; but if, on the other hand, you feel that he is knowingly taking advantage of his position, then it is wise to hold out strongly for your rights, as a matter of principle.

It is not wise to worry over increased expenses while the gross profits increase relatively. Did you ever hear of a trial balance made up of debit items only?

What is the good of an original or novel idea if you do not utilize it? Learn to clinch it before it runs away from you and becomes valueless. Give free expression to your ideas relating to our business, and we will promise to give you credit for those we regard as worthy of it, and forget the others.

There are a great many unsuccessful men, possessing at times greater originality and more natural ability than others more successful, due frequently to the fact that the one possesses more confidence, assurance—or call it egotism, if you wish—than the other. Learn to cultivate this spirit, for without it you are not likely to meet with success.

The average man of means, or one occupying an exalted position in life, is burdened with all kinds of propositions, and therefore must necessarily act conservatively; and this same rule applies to buyers of merchandise. Therefore, do not take offence if you are not received with open arms, and, while your proposition is an honorable one, and of mutual benefit, you must persistently, but politely and tactfully, impress it upon the party of the second part.

When you know at heart you are wrong, it is wise to make such an acknowledgment, which will prove more creditable to your good judgment and manhood than stubbornly sticking to your first point on a false notion of principle.

Every man will perform bad as well as good deeds, and the fair thing to do is take his balance in the average. Don't narrow your view down to his mistakes only. Every successful business house has a profit and loss account.

Natural modesty and common sense might suggest the principle of not overestimating your own or of under-estimating the other fellow's ability, and the best results will follow; for some apparently sleepy men are in reality very keen, and at times sacrifice their pride in this respect to accomplish their object.

A reasonable course to pursue is to abide by an agreement strictly until you receive positive proof that the other fellow has broken faith, and then to act quickly in protecting your interest without any formal notification. To our minds, a breach of good faith in itself nullifies an agreement.

There is no necessity to worry over the orders for a heavy tonnage of material, representing a large moneyed value, which the average manufacturer needs badly to meet current obligations. He will, as a rule, see that shipments of such orders are made at the earliest possible moment, but we cannot too strongly emphasize the necessity of following up closely the small orders which some short-sighted manufacturers may neglect, because of apparently representing to him a small money value, but which may be holding up the completion of a contract job or a large order representing considerable in value to someone. Give proper treatment to the man ordering a dollar's worth of goods, and he may directly or indirectly bring you orders for many thousands.

The good will of an established business can be appreciated only by thoughtful and experienced men. While the population of the world is increasing, the area seems to be lessening, and the friends you make in the remotest parts of the earth may help your interests through friends and relatives at far distant points.

A junior officer of a large corporation made the following remark, worth quoting: "The president of our company is an able man of strict integrity, but should he make mistakes we must shield him from the penalty; for if our patrons lack confidence in the man directing the policy of the business it would react seriously against our interests." He knew the value of good will in business.

What is the test of a buyer's ability? To my mind, the amount of the net yearly profits of the company he represents, for market conditions largely regulate the selling prices; and, while general economy in the running expenses of each concern counts for considerable, the advantages obtained by the buyer are of more than a little importance. "Goods properly bought are half sold."

The buyer so gloated with egotism that he cannot resist talking freely of his accomplishments is a detriment to the house he represents, as well as the seller, although he may not realize it. You must be careful not to give such people too much of your confidence. The shrewdest buyers are the most conservative and least talkative, and while they may worry you and keep you guessing and make you do the talking, they are not likely to make trouble for you by betraying your confidence. A certain manufacturer's statement is worth quoting, as follows: "Do not quote these special prices to Brown, for he has talked too freely to me of other manufacturers' prices, and I am afraid it is a habit with him; but with such a man as Smith it is safe, and will go no further."

The average sales agent is made to discriminate, not alone because of the standing of the house or the quantities to be purchased, but also between the individual buyers.

Individual buyers of distinctly different types obtain substantial results in a different manner. I know of one buyer of fine principles who does practically all of the talking, and fairly begs the manufacturer for what he wants. I had occasion to criticize him, when his employer sensibly remarked: "I know him to be honest and faithful to his duties, and the results are unquestionably profitable to us."

I also know of another type of buyer, as quiet and modest as a trained nurse, and as mum as an oyster, making the sales agent do all the talking and worrying; and results prove him to be one of the keenest and shrewdest of buyers and and a natural born actor; and if either of these buyers attempted to imitate the example of the other they would both be failures.

Every intelligent buyer aims to work in close and harmonious relations with the sales department. Let each show proper regard for the other department, and the combination will add materially to the sales and profits.

Any buyer—in fact, any successful man—taking undue advantage of his position is a snob.

If any man tries to bribe a buyer for his own personal benefit, he would be justified in knocking him down; but it would be more polite to tell him squarely that all rebates on orders or shipments belong to his employers.

BUSINESS PERSONALS.

A. M. Doherty, western representative of the Improved Match Co., Drummondville, Que., was in Montreal recently and in company with Mr. C. A. Morin, made a trip to Drummondville to inspect the factory.

James Sommerville, who has been with the firm of Balfour & Co., of Hamilton, for thirty years, has resigned to become secretary of the Ontario Grocers' Guild. He was presented by the employees of the firm with a cabinet of silver.

Surprise

Soap Has Been Sold on the Market for Over 20 Years

This statement is of interest only to show that **Surprise** has stood the test of time.

To-day it is sold over all Canada, in Newfoundland and some parts of the West Indies.

Quality—High-grade laundry soap, a pure hard soap, is the reason why it keeps on satisfying and selling.

Peculiar qualities for washing clothes by the "Surprise" method : Economy—labor-saving—cleanliness - most satisfactory—a real practical way of washing

You can use this feature of **Surprise Soap** to show your customers it is to their advantage to have **Surprise Soap.**

The ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 12, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 45
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 to 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz. or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg. .. 0 05
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble No 1 5 and 10-lb. tins per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 26 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 43
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ¼ doz. to case	per doz., $ .90
½ " " ½ " "	" 2.40
¼ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½s to ¼s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

½-lb screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins. 25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb tins, 10 tins in case ..... 36c.
10 lb tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb tins, 10 tins in case ..... 35c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per l
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCHEAU, Montreal.

	Per lb,
"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor " Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 [illegible]
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 [illegible]
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 King St., - LIVERPOOL,
are open to receive all kinds of Canadian Produce. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

HENRY COLBECK
Newcastle-upon-Tyne.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000, 00 within a 2.-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
Provision Importers
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, London. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
Provision Merchants, Liverpool,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1863.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry.

Cable Address "Rapp, Liverpool"
HERMAN RAPP & CO.
Provision Merchants.
19 Mathew Street, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., Liverpool England. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, Eastcheap, London, and Victoria Street, Liverpool. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

This space $15 per year.

James Methven, Son & Co., St George's House, Eastcheap, London, Eng
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
Correspondence Invited.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. Highest Bank References.

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Braid's Best Coffee

IS THE BEST

We don't want you to judge it by what we claim for it, but by actual test.

Give it a trial
It sells on merit

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	2 10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 "
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06¾
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06¾
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08¾
½-bbls.	0 09¼
Tubs	0 09½
Cases, 3-lb. tins	0 09¼
" 5-lb. "	0 09¾
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black, "	15 30
Oriole soap, "	10 20
Gloriola soap, "	12 00
Straw hat polish, "	10 20

WOOD'S COFFEES

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

EACH BRAND PURE.
EACH BRAND SELECT.
EACH BRAND UNIFORM.
EACH BRAND OF STANDARD QUALITY.
EACH BRAND SCIENTIFICALLY ROASTED.
EACH BRAND BLEND OF WONDERFUL EXACTNESS.
EACH BRAND ENJOYING ITS OWN SPECIAL POPULARITY.

So that whoever adopts WOOD'S COFFEES covers the whole ground, suits the whole community, and builds up a firm, lasting, solid business.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London— Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.

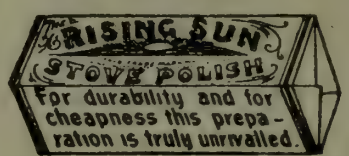
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

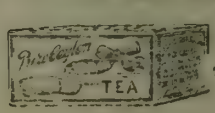
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 41
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 26
" " 60 ½-lb.	0 26
" " 120 ¼-lb.	0 26

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb.	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 45
" Amber, 8s. and 3s	0 50
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 45
" Old Fox, 12s	0 45
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 25½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

Established *1852*

"CHAMPION"

This Tea Pot is made in six sizes, the Globe shape in seven. Let us send you an assortment of from $15.00 to $40.00.

R. Campbell's Sons

HAMILTON POTTERY

HAMILTON, - - - ONT.

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

Fruit Jar Rubbers

Everybody wants 'em now. It doesn't pay to sacrifice quality for price, but when you can get the quality for the price it's your gain.

9091G Pint Size, 1 gross in neat carton - - 30c. per gross

9092G Quart or ½ Gallon (same thing), 1 gross in neat carton . 35c. per gross

9093G Best quality White Rubber, 1 doz. in small carton, 75c. per gross

Order for mail shipment to-day.

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents:

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

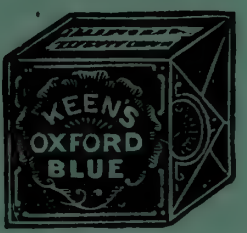
Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JULY 20, 1906. NO. 28

Keen's



Oxford Blue

For you and your customers.

—Known the world over as

Every jobber stocks it.

—the world's standard.

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

In the Forefront of Canadian Household Necessities Stand

Benson's "Prepared" Corn

the most perfect corn product produced and

Edwardsburg "Silver Gloss" Starch

for laundry purposes admittedly the best starch.

These brands are household words in Canada—**SELL THEM**

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 33

Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Lime Juice

that's All Lime Juice.

It Holds Trade

Quality, not quantity, wins trade and **holds** it--a new article sold on the basis of "more for your money" may catch the temporary customer, but do you want a man or a woman to buy once and then stop?

Stower's Concentrated Lime Juice is the pure Juice of West Indian Limes that are cultivated especially for "Stowers." It is **all Lime Juice** down to the last drop in the bottle. Years and years ago it was distinguished from all other Lime Juice because—no musty flavor—no free acid taste—its perfect keeping qualities after the cork is drawn—its great strength, because concentrated. "It holds trade"—it maintains its reputation of the past steadfastly.

Stower's Lime Juice

These Hold Trade Also.

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded.

You never have a dissatisfied customer who uses

——COX'S——

"Thistle" Brand

This is the **new** pack from St. Mary's Bay, N.S.—the brand folks know so well and trust. Clean—delicately flavored—**real** Finnan Haddies. Better than ever and ever the best.

The New Pack is in. **Finnan Haddies**

ARTHUR P. TIPPET & CO., Agents.

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

H. J. STEVENS

126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MONTREAL.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

J. H. MAIDEN

425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

TORONTO.

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited

AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
Correspondence solicited Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

Direct Importation of

PURE OLIVE OIL

on Spot.

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL

Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2047

C. E. KYLE S. HOOPER

KYLE & HOOPER

Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER

COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years

George Adam & Co.

Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

G. B. THOMPSON

Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

JOHN A. CHEYNE

Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

(*Continued on page 4.*)

SOME SEASONABLE SELLERS

Quite up to the high standard of all our
"Anchor" Brand Products
You will find our very latest acquisition to these numerous and popular sellers
"The Best Goods Packed"

Highest Grade

"ANCHOR" BRAND English PICKLES

Prepared from Selected Stock by

The Kent Pickling Co.

FAVERSHAM, KENT, ENG.

MIXED CHOW ONIONS
WALNUTS & GHERKINS

Half-pint and pint square touch-top bottles to retail at 15c. and 25c. Quality unexcelled. You should order an assorted barrel of each size.

For a Money-Making Line

You cannot do better than stock an assortment of our new line of

IMPORTED PIPES, 25c, 50c to retail at

Straight, Round, Bull-Dog and Bent Stems
Vulcanite and Amberoid Mouth Pieces

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DON'T FORGET OUR

CIGARS

CIGARS

are the BEST 5c. straight on the market

We have a well assorted stock in

OLIVE OIL——

Crosse & Blackwell's,
Barton & Guestier

Also the finest Italian Olive Oil in quarts, half-gal. and gallon tins.

ALL SIZES

SEND US YOUR ORDERS

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers **TORONTO**

PACKERS OF THE FAMOUS "GOLD MEDAL" COFFEE

Manufacturers' Agents—Continued.

WINNIPEG.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited

WINNIPEG STORAGE
We make a specialty of storing and distributing car lots for
EASTERN SHIPPERS
Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

WINNIPEG
NEW WAREHOUSE
under construction
FOR SALE OR LEASE
50 x 100, 6 stories and basement, well constructed, corner, light on 3 sides, with spur track, 1 block from City Hall.
RADFORD, 475 MAIN ST.

J. P. THOMAS
COMMISSION MERCHANT
25 St. Peter Street
QUEBEC

A GOOD COUNTER FOR SALE
Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.
The top is walnut, the front and sides oak.
Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.
THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods. Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

Keep Posted on Sugar
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

TRADE MARK
This design a guarantee of quality.
WRAPPING PAPERS
ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price
G. F. Sutton, Sons & Co.
King's Cross
London, Eng.
CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

FROM THE "CHATHAM DAILY NEWS," JULY 7th, 1906

CLEANLINESS AND QUALITY ARE HERE

Factory of the Kent Canning Co., an Example of Modern Thoroughness.

"We are preparing food, cleanliness strictly observed," is painted in large letters in one of the large process rooms of the **Kent Canning Company**, and a visitor to the plant cannot fail to observe that the rule is kept to the letter. This concern, the canned products of which have attained a favorable reputation among the connoisseurs of the Dominion, is unquestionably a credit to the Maple City. **Kent brand goods are known wherever quality is appreciated**, and every time a can with this label is opened the City of Chatham is duly advertised as a centre for the best canned goods on the market.

Cleanliness and Quality.

These two words represent what the Canadian canners have been fighting for during the last 20 years, and they certainly represent Canada as far as canned goods are concerned. Taking the local factory as an example, **it can safely be declared that greater cleanliness than is here manifest is next to an impossibility**, while it is within the knowledge of all that no better grade of fruit or vegetables grow anywhere than in Kent.

It is a fact generally known that only the best of fruit is canned, and in the Kent works this rule is rigidly adherred to. Upon the arrival of the berries, they are at once cleaned, at present 50 hands being constantly employed at this work. **The watchword, Cleanliness**, is here most thoroughly enforced, the foreman permitting no girl to take her place until satisfactory evidences of careful preparation can be presented.

After a thorough washing, the berries are ready for the cans. From here on the aid of modern machinery is in evidence. An ingenious machine quickly fills the cans with the luscious fruit, after which a proper proportion of hot syrup is added. **This syrup is certainly the real article, and it is safe to say that no housewife uses a superior quality in her cooking, simply because nothing better in the way of syrup is obtainable.**

THE CAPPER—A WONDER.

To the average mind it would appear that, after the berries are in the cans, the most difficult work, that of capping them, presents itself. Owing, however, to a most wonderful machine, this is not the case. The cans of berries are placed upon a slowly revolving sheet of steel, and when a certain point is reached, they are automatically and separately placed unto a steel moving track, or rail, closely resembling a broad chain. As they move along here a swiftly revolving brush, which just scrapes the top of the cans, cleans them. As each can reaches a certain point an ingenious brush arrangement places just sufficient acid on the grooves on their tops necessary for the solder capping, which soon follows. At this juncture a girl places the caps in position on the top of each can and they pass under a mechanical arrangement, which, when twelve cans are in a row, switches them on to another track, when a series of soldering discs complete the work as far as the canning proper is concerned.

After this is done they are pushed onto a third track, on which they continue for several yards, where a man adds any final touches in the way of soldering which may be necessary.

The cans are then cooled in a long tank of water following which they are placed in boxes and kept in storage for several weeks. During that time, should any cans be found to leak, or be otherwise defective, they are, of course, destroyed, although as a rule, it only requires ten days for any discrepancies to show, the additional days being prudently added by the company in order to be doubly sure that every can of Kent Brand products is found in first-class condition by the thousands of consumers.

Besides the great Kent strawberry, all the other products that are canned go through much the same process. Practically the same machinery is used, and the same foresight, attention and economy of effort are manifested in every product canned by the company.

Indications point to the fact that government inspection in the future will be more rigid than it has been in the past. **This is welcomed** by the proprietors of the plant, as they have always conscientiously tried to keep the place as clean, and unsullied from any deleterious matter, or adulteration, as is within the power of man to keep it. As an instance of this, it may be mentioned that a large 20 x 25 feet room is connected with the building, where the women and girls employed in the cleaning and packing may rest. The room is furnished with a table and chairs, and is well lighted by windows. It is at the disposal of the women employes at any time during the day, and is a model of cleanliness.

It may perhaps be nearly unnecessary to add that the most exemplary conduct is exacted from every employe while in the plant, and no smoking on the part of the men, nor profane language is ever for a moment tolerated. **Neatness is everywhere apparent and, as previously stated, the establishment stands among the leading institutions of its kind in the country.**

The canned products turned out by the local plant are used on the best tables in the provincial capital, though the majority of it is shipped west. They are favorably received as far west as the Pacific Coast, and in such cities as Winnipeg the **Kent Brand is practically a household word. Only "Cleanliness and Quality" could achieve such a result.**

The remarks as above are equally applicable to each of our **thirty factories.** In ordering Canned Goods it will pay you to stick to brands as follows, viz.:

"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose," etc.

"QUALITY AND CLEANLINESS," Our Motto. **Yours respectfully**

CANADIAN CANNERS, Limited

A Vigorous Tea Policy

The Grocer who comes out strong in his tea department is going to find himself at the head of the procession in sizing up with his competitors.

That is the reason it pays you to talk Ceylon Teas first, last and all the time. There is no use putting your money on a horse that is already beaten, so why bother with teas that have been out-distanced and out-classed.

Don't waste your time, instead show Ceylon Tea in your window, advertise it in your local paper and push it all along the line and you will find that it pays you every time and that right handsomely.

Remember your experience with Ceylon Blacks, how they beat out all competitors. The same thing is taking place in the green tea trade. Get in early and get the trade and prestige resulting from backing a winner.

Ceylon Teas Black and Green are winners every time

Interest Is Growing Warm

IN

CANNED GOODS

The season will open with a bare market. Consumption will show its usual increase. It is time the progressive retailer began making his plans to get his

SHARE OF INCREASED BUSINESS

Let us offer you a word of advice. Buy Old Homestead goods now. Insist on your jobber supplying nothing but Old Homestead. If you handled them last year you know their fine quality and high reputation with your customers. If you have never sold them you will be surprised at the ease with which they are introduced and the hold they take when once tried.

The demand this year is greater than ever. We had anticipated this and arranged for the biggest pack on record. We are still able to book a few orders.

Remember that Old Homestead goods are the standard of quality for Canada.

DON'T DELAY. ORDER NOW.

The Old Homestead Canning Co.

PICTON, ONT.

The First Six Months of 1906 has Expired

and our books show that the **increase** in the consumption of

"SALADA" Ceylon Tea

over the corresponding six months of 1905 amounted to **232,303 lbs.**, and that the **increase** in the Toronto branch alone (established 16 years) amounted to **111,232 lbs.**

Our **increase alone** in **6 months** amounts to as much tea as was consumed during the same period by all the inhabitants of all the cities and towns on the G. T. R., between Toronto and Montreal, including Pickering, Whitby, Oshawa, Bowmanville, Newcastle, Port Hope, Peterboro, Cobourg, Grafton, Colborne, Brighton, Trenton, Belleville, Napanee, Kingston, Gananoque, Brockville, Prescott, Cardinal, Iroquois, Morrisburg, Cornwall, Lancaster, Coteau Jct., Vaudreuil. This is worked out on a basis of a consumption of 4½ pounds of tea per head per annum, or, say, one-half-pound per week per family of five.

Then our **Montreal** branch, working the provinces of Quebec, New Brunswick, Nova Scotia, and Prince Edward Island, also comes in with a magnificent increase, all showing that we are making the same enormous headway this year in Canada that we did in 1905 over the previous year, and added to all this is our tremendous increase in the United States.

WHAT DOES THIS SHOW?

That we serve the public well,

and that the grocer serves them best when he serves them with an article like "SALADA," thereby retaining their confidence and goodwill.

The above advertisement is very similar to one we published this time last year, our total increase for the first six months of this year over last being nearly as much as the first six months of 1905 were over 1904.
To anyone interested we will be glad to show them our books.

CANADA'S PRIDE

SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

SPEAKING OF SAUCES

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

PATERSON'S WORCESTERSHIRE SAUCE?

Honestly now, do you? We don't.

ROSE & LAFLAMME,
Agents,
MONTREAL.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

☞ Cut this ad. out and paste it up as a reminder.

The Lakeside Canning Company, Limited

Wellington, - Ontario

Royal Yeast Cakes.

MOST PERFECT MADE.

The Standard Yeast of Canada.

You know it and your Customers know it.

A good reason why you should not experiment.

Merchants should recommend food products that are produced in clean factories.

ORDER FROM YOUR JOBBER.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Highest Honors at All Expositions.

All Canada drinks in July and August. This thirsty season is a boon to the Grocer who keeps well stocked with

Lytle's Lime Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

No more popular Summer Drinks are sold.

Buy from your Jobber, or direct from the Manufacturers.

THE T. A. LYTLE CO. LIMITED

TORONTO, CAN.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

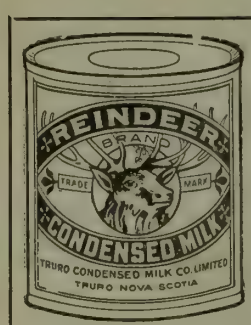
We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

PURE MILK



Sweetened Unsweetened

Every Can Guaranteed

The skill exercised in selecting milk, the methods employed in its manufacture, the strict discipline and supervision of workers and details combine to produce the best product.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

If the Canned Goods you buy

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

We use only the finest

British tin plate—our machinery is the most modern and complete—and we guarantee every can we make

Acme Can Works

MONTREAL

Arguments, no matter how plausibly put, will not convince the competent tea judge that there are any better teas grown than

JAPAN TEAS

Nature has given the proper soil, the wonderful genius and adaptability of the Japanese has finished

The Perfect Tea

Pure, clean, fragrant, healthy and invigorating.

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

ALBERTA

Do You want this Great Province's Trade?

We have the Facilities to Secure it for You—

A1 trade connection.

Offices and Warehouses at Calgary and Edmonton, with best track privileges.

Salesmen covering the entire country constantly.

In fact, we have a Perfect Organization for handling First-class Accounts on a Commision Basis.

LET US HEAR FROM YOU.

The DOMINION BROKERAGE CO., Limited

Wholesale Merchandise Brokers and Warehousemen

CALGARY and EDMONTON, ALBERTA

"Substitute Not Perry's Sauce,
Or you'll find your money's lost."

The average customer pays heed to the average grocer's recommendations, and there are practically only two phases of grocery recommendation—Price, Quality.

You have been told that the price of

Perry's Worcestershire Sauce

is the "fairest of them all." You have tried the sauce and LIKE IT.

If PERRY'S SAUCE suits you, then you can recommend both its price and quality.

See that you do so.

SELLING AGENTS

Taylor & Pringle Co.,
Limited

OWEN SOUND, ONT.

Manufacturers of **Queen Quality Brand Pickles.**

You Sell Matches

It pays you to watch Matches as it does your other lines. Your business prospers as you keep up with what is ***New*** and ***Good.***

If you don't know ***Our*** Matches you are not doing justice to your customers or yourself.

Write for our price list.
It will pay you.
Our prices are lower than other makers' and our goods ***The Best.***

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE
P. Q.

Valencia Raisins,
Sultana Raisins
Currants, Etc.

Get our Prices before Buying.

THOS. BELL, SONS & CO.,
MONTREAL

Representing:—

A. Mahiques Paris,	**Denia**
P. G. Barff & Co., Ltd.,	**Smyrna**
Drivelopulo Freres,	**Patras**

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Margin is not Everything.

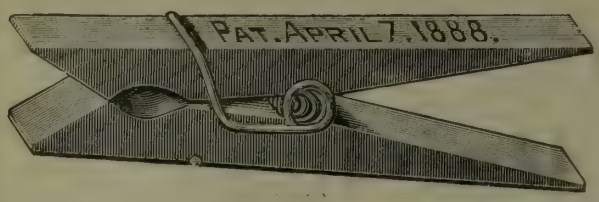
PURNELL, WEBB & CO'S. (Bristol, Eng.)

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.

AGENTS:

J. W. GORHAM & Co. - - HALIFAX, N.S.	J. WESTREN, - - 630 Ontario Street, TORONTO
R. JARDINE, - - - - ST. JOHN, N.B.	BICKLE & GREENING, - - - - HAMILTON, ONT.
H. HAZZARD, - - CHARLOTTETOWN, P.E.I.	J. CARMAN, - - - - WINNIPEG, MAN.
A. J. HUGHES, - 1483 Notre Dame Street, MONTREAL	C. E. JARVIS & Co., - - - VANCOUVER, B.C.



Dominion Spring Clothes Pin

The Dominion Spring Clothes Pin is the finest and most durable clothes pin manufactured, made of hard wood, with a strong galvanized spring, which holds the clothes to the line so tightly that the wind is powerless to blow them off. If you have not already handled them place an order with your jobber. You will experience no difficulty in placing large quantities. Packed two gross in a wooden box, twenty-five boxes in a case.

WHOLESALE SELLING AGENT

J. H. HANSON

422 and 424 St. Paul St. MONTREAL

When I'm a man
I'll be a grocer if I can;
I'll sell Mrs. Rorer's Saratoga Chips,
Crisp and tasty to the lips—
When I'm a man.

It will not make any difference to me what so-and-so across the street does, I'll have a good sound policy of my own, will sell

Mrs. Rorer's Saratoga Chips

because I know they are selling, have a right to sell and, therefore, always will sell.

MADE EXCLUSIVELY BY

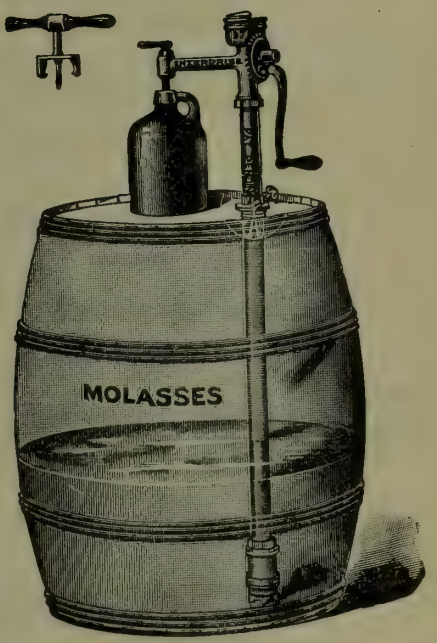
HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an



"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

SOMERS BROS., - - TORONTO, ONT.

THE IMPORTANCE OF GOOD STORE FIXTURES

IS SECOND ONLY TO THAT OF A WELL SELECTED STOCK

"GOOD" FIXTURES SHOULD PROVIDE FOR
EFFICIENCY of Service
ECONOMY of Space, Time and Labor
CONVENIENCE to Dealer and Customer
CLEANLINESS that Prevents Waste and Loss
INTERIOR DISPLAY that Encourages Buying

WALKER BIN FIXTURES

FULLY MEET THESE REQUIREMENTS

Write for Illustrated Catalogue "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., Ltd., - Berlin, Ont.

J. H. MAIDEN, Montreal Agent

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market—and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

COUNTER CHECK BOOKS

"GET THE BEST"

—SAMPLES ON APPLICATION TO—

The Carter-Crume Company, Limited
TORONTO, ONT.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND —

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

THE AUER LAMP

GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT

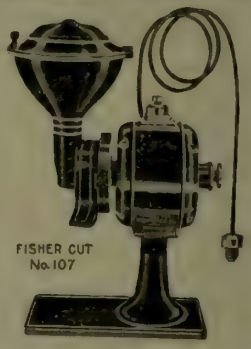
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

ELECTRIC POWER COFFEE MILLS



FISHER CUT No. 107

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

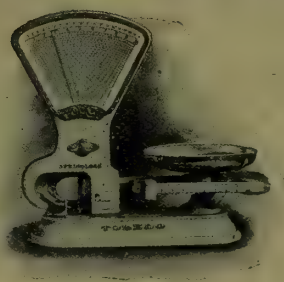
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
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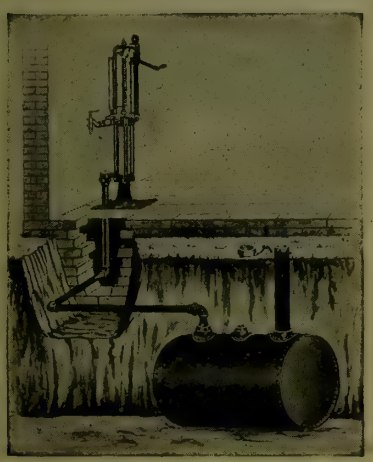
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



Cut No. 42—Tank buried, pump in store. For kerosene and gasolene. One of fifty.

For Gasolene

Under ground, over ground, first floor or cellar tanks, for gasolene in large quantities or small:

THAT'S THE BOWSER

For any merchant who handles gasolene, a Bowser Self-measuring Outfit will prove a valuable asset.

250,000 in daily use are testifying that Bowser means:

Safety **Labor and**
Economy **Time Saved**
Convenience **And Cleanliness**

AND, THEREFORE,

Money in the dealer's pocket.

Gasolene Catalog "B" tells about the Bowser.

Send for it To-day:

S. F. Bowser & Co. Inc. 530 FRONT STREET W. TORONTO, ONT.

GENUINE

PRATTS ASTRAL LAMP OIL

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

CHINESE Starch

The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.

OCEAN MILLS, - MONTREAL

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-books. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXTRA BRIGHT

DEMERARA CRYSTAL SUGAR

Price Very Attractive

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

"BLACK LEAD"

The best form of Stove Polish and

"JAMES DOME"

the best make of Black Lead you can get. No Dust

W. G. A. LAMBE & CO., Canadian Agents.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO { J. Frith Jeffers, M.A., President.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$ 1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,119,347.89.
LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

Successful Advertising—How to Accomplish It

By J. ANGUS MACDONALD

A volume of 400 pages packed full of good stuff for advertisers. Price $2.00.

Sent post paid upon receipt of price.

TECHNICAL BOOK DEPARTMENT
MACLEAN PUBLISHING CO. LIMITED, TORONTO.

Show Cards

Have you ever realized the valuable advertising space you have in your show window—that you can talk to thousands of passers-by by attractive show cards and price tickets?

We invite your inspection of the finest line ever made n Canada. Suitable for any business.

Our 72-page Catalogue, giving illustrations, is free to all interested.

The Martel-Stewart Co., Limited
Montreal, Canada

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office. Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation, Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT
Barristers, Solicitors, Advocates, etc., Calgary, Can. Cables: Lougheed, Calgary, Solicitors for Bank of Montreal, Canadian Bank of Commerce, Bank of Nova Scotia, Merchants Bank of Can.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

PERCY F. DAVEN ORT,
Chartered Accountant and Assignee,
371 Elgin Ave. - WINNIPEG, MAN.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc. apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM. Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

G. C. KOOPMAN
Commission Merchant,
Agent and Broker
AMSTERDAM AND ROTTERDAM

Offers on demand
All Products of the Dutch Colonies (East Indian)
AS
COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
MONTREAL TORONTO

Canned Vegetables

"TO ARRIVE." ORDER NOW.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Tartan BRAND

SIGN OF PURITY

Sales of **TARTAN** Canned Goods larger than previous seasons which testifies to the superior quality of the goods.

ORDER NOW:

Wagstaffe's Gooseberry and Raspberry. Something new.
" Strawberry Jam.
" Raspberry Jam.
" Black Currant Jam.
" Red Currant Jelly
" Marmalade—Fig and Lemon.

Also Wagstaffe's Sealed Fruits in glass, superior to anything ever seen in Canada before. Quick despatch for mail or telephone orders.

Long Distance Phone 596 **BALFOUR, SMYE & CO.** HAMILTON

THE MEASURE

of a grocer's progressiveness is gauged by the way he views the changes in household articles that time brings.

If the grocer tries to deny that changes have taken place he is not progressive. If he adapts himself to the changes he is progressive.

In starch matters the grocer shows he is progressive when he orders

IVORINE
COLD - WATER
STARCH

Times' edict is: "People will no longer put up with the 'boiling-hot' way."

Just ask your jobber for "Ivorine."

St. Lawrence Starch Co.,
LIMITED
PORT CREDIT, ONT.

Teas - Teas - Teas

Owing to alterations in our warehouse, we are offering out of shipments arriving

INDIANS and CEYLONS

at values that never have been equalled. You can save **money** by booking your orders now.

See our Travellers or ***Write Direct***
Samples on Application

WARREN BROS. & CO.
Limited
35 and 37 Front St. E., Toronto

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

EMPIRE
JELLY POWDERS AND EXTRACTS
are put up in full lines of flavors.

EMPIRE
BAKING POWDERS
are put up in all sizes—tins and glass

EMPIRE Salmon
Secure stock before a further advance.

We also have EMPIRE Tea, Syrup, Canned Corn, Peas, Tomatoes, etc.

Write in for Empire Japanese Ash Tray.

LUCAS, STEELE & BRISTOL
Wholesale Grocers
HAMILTON, - ONT.

"QUEEN BRAND PEAS"
Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SIFTED JUNE
SWEET WRINKLE and GOLD LABEL
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

CAPSTAN BRAND
High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"ANTITIS PEPPER"
The New Pepper
Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

THE MOMENTS AND THE HOURS
are put in profitably selling
NICHOLSON'S MINCE MEAT

Suppose you switch from the "bulk" course and partake of the "N.M.M." profitable journey?

We wish to remind you that

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

are enjoying great popularity.

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

What do You Think of the Red Rose Method of Advertising?

There is more money being spent in advertising Red Rose Tea than any other tea on the Canadian market.

——but——only a small portion of this money is going into newspapers or on the bill boards.

The greater part is put into the tea——right where it brings quick, direct returns in repeat orders.

Better than any prize or any amount of hot air——at least I think so. What is your opinion?

A friendly letter of criticism on this or any other point from every one who sells Red Rose Tea would be greatly appreciated.

Toronto Branch,
3 Wellington St. East.
Geo. H. Campbell, Manager.

T. H. ESTABROOKS
ST. JOHN, N.B.

TRIANGLE STRAWBERRIES

We are now receiving deliveries of our Triangle Strawberries.

The sample this year is as near to nature as possible, possessing all the color and flavor of the fresh fruit.

These goods are carefully selected, cleaned and put up in Heavy Syrup, in well-filled tins, with artistic labels.

As there is barely half a crop, those who have not bought will do well to book now.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

FISHERIES OF CANADA

Most Extensive in the World—Value of Different Fish—Replenishment of Lobsters—The Dog Fish Industry — Canadian Whales.

Canada has the most extensive fisheries in the world, but falls behind the United Kingdom and Norway in the value of fish exports. This suggests great possibilities of development. There are 5,600 miles of sea coast on the east, 7,180 miles on the west, together more than double that of the United Kingdom, and the coast line of Hudson Bay, over 6,000 miles, asserted to possess very rich but quite undeveloped fisheries, is not included. Again, excluding Hudson Bay, the salt water in-shore area, not including minor indentations, covers more than 1,500 square miles, while the fresh water area of that part of the great lakes belonging to Canada is computed at 72,700 square miles, not including the very productive waters of Manitoba and the North-West.

Adding Newfoundland's fish exports to those of Canada, British North America leads the world. Here are the figures for the principal exportations:

United Kingdom	$17,313,171
Norway	12,557,676
Canada	10,856,538
Newfoundland	6,588,353
Holland	10,471,296
United States	6,527,863
Portugal	2,009,960
Denmark	1,792,384

Product of Provinces.

Canada exports considerably less than half the products of her fisheries, which in 1904, the latest return available, were by provinces as follows:

Nova Scotia	$7,287,099
New Brunswick	4,671,084
Prince Edward Island	1,078,546
Quebec	1,751,396
Ontario	1,793,299
Manitoba	1,465,990
N.-W. Territories	250,987
British Columbia	5,219,106
	$23,517,507

In Nova Scotia the most important individual fish was the cod, with the lobster a good second; in New Brunswick the herring, with sardines next; in Prince Edward Island the lobster by long odds; in Quebec the cod, with no near second; in Ontario the salmon trout; in Manitoba and the Territories white fish, and in British Columbia, salmon.

King Salmon.

The salmon is Canada's king fish. It heads the list for value. But if we annex Newfoundland again for a moment, the cod leads them all by millions. He is the John D. R. of North American waters. But setting aside Newfoundland again, the cod does not hold even second place in Canada's fisheries. In the catch of 1904 the lobster was second and the cod third. The figures are: salmon, Atlantic, $516,763; Pacific, $3,352,781; total, $3,869,544; lobsters, $3,691,550; cod, $3,642,953; herring, $2,156,489; whitefish, $1,058,812; sardines, $790,441; halibut, $784,564; trout, $782,140; mackerel, $750,397; haddock, $638,973; pickerel, $638,567; smelts, $447,579; hake, $363,134; pike, $252,853; sturgeon, $241,710; pollock, $237,818; clams, $215,338; oysters, $186,685; alewives, $155,616; eels, $129,944. The only decreases from the previous year were: cod, $134,776; mackerel, $893,922; smelts, $33,225; and pollock, $14,774. The British Columbia salmon pack of 1904 was small, scarcely more than a third what it was last year. At a similar valuation last year's pack would be worth $5,603,800, which, with the Atlantic catch, would give a total for the salmon of $6,120,563.

Keeping up the Supply.

But it is the development of the fisheries and the efforts to that end that are most interesting. First in importance is fish culture, in which Canada was a pioneer and is a leader. The Government's efforts date from 1867, when it took over Samuel Wilmot's hatchery at Newcastle, Ont. There are now 28 Dominion hatcheries. During the thirty-nine years 4,806,416,100 feg have been distributed, the average annual distribution for twenty years having been 221,000,000. During the last nine years not less than 100,000,000 lobsters have been hatched. The total distribution of feg last year from the Government's twenty-eight hatcheries was 627,541,400, an increase over the previous year's output of 154,291,000. The feg were of eight different species of valuable commercial fishes: Atlantic salmon, 9,114,000; Pacific salmon, chiefly sockeyes, 19,572,000; salmon trout ,3,790,000; pike-perch or pickerel, 26,000,000; lake whitefish, 105,500,000; Pacific trout, 50,000; eastern brook trout, 514,000; sea lobsters, 463,000,000.

Impounding Lobsters.

As a supplement to the hatcheries' output for the replenishment of the lobster fisheries, the system has been adopted for Cape Breton of buying "berried," that is, seed lobsters, from the fishermen, and impounding them until after the fishing season, then replacing them in their natural breeding grounds. It is done by contract at 16 1-4c. per lobster. Last year 52,772 "seed" lobsters were so saved from the fishermen. Prof. Prince, Dominion Commissioner of Fisheries, reporting on it recently, wrote:

"A 7-inch lobster will produce 5,000 eggs, whereas when one inch larger the number of eggs carried is just about double that quantity. A 10-inch lobster carries as a rule 18,000 or 20,000 eggs; but when 14 inches long the number of eggs is 40,000, and at 16 inches the number is estimated at no less than 80,000 eggs. Variations are not infrequent, and a 10-inch lobster may produce only 12,000 or 14,000 eggs; but on the other hand one specimen of this size is recorded which carried 21,000 eggs. These figures might appear large did we not know, by comparison with other marine creatures of economic importance, that the lobster is perhaps the least productive numerically of all. A herring deposits double the number of eggs produced on an average by the lobster; a mackerel four times as many, a cod four hundred times and a Canadian oyster four thousand times as many. No wonder that no lobster fishery in any country has been able for many years to withstand the tremendous annual drain implied by a large market. The lobster fishery of Canada, it is estimated, annually destroys between sixty and one hundred millions of lobsters, a considerable proportion of these being females about to spawn, or recently spawned. It is indeed astonishing that our lobster grounds have been able to hold out so long with this gigantic destruction going on year after year."

Making a Pest Pay.

A new enterprise in which the Government is pioneering is the turning of dog-fish to commercial advantage. They are now the greatest pest of the Atlantic fisherman. Inspector Bertram, of Cape Breton, in his last annual report, said: "The greatest menace to the fishing industry is the dog-fish, and they are increasing in numbers every year to such an extent that the waters are literally alive with the pest between the beginning of July and end of November. The quantity of food fish consumed and the destruction to gear are not the only drawback to the successful prosecution of the industry, but also to the fact that they frighten all kinds of school fish away. Before the arrival of dog-fish in July, cod are found invariably plentiful on the banks which surround our coast. In July, when the dog-fish begin to make their appearance, the baited hook catches the dog-fish instead of cod, haddock or pollock. Then again dog-fish have completely ruined the mid-summer run of herring which was in former years such a source of profit to Cape Breton people."

Inspector Pratt wrote from New Brunswick: "These pests of the ocean whose destructive qualities are dilated on in very strong language by the fishermen from Sandy Hook to the Grand Banks of Newfoundland, are still with us, I regret to report. The manner in which they have reduced the slender income of the line and net fisherman along the Atlantic coast is perfectly incredible and it is generally conceded that on account of the large size of their schools no human agency can reduce their numbers to any appreciable extent."

Name Not Good to Eat.

The Government's experiments include canning and the manufacture of fish manure. Canned they are said to be a very palatable and good food, but the name "dog-fish" is against their becoming popular, and "white halibut" has been suggested. Prof. Prince quotes a Nova Scotian authority thus:

"After having eaten dog-fish for a number of days, mostly with potatoes. I found them by all odds the most satisfactory fish that we have. When well cooked, boiled, fried, or broiled, their flavor is superior to any other, and they are much more satisfactory, indeed the equal of pork as to quantity, and 50 per cent. more substantial than cod or haddock. Fresh or salt they are better than many kinds of salmon, with flavor much the same, but without the dryness of the salmon. Mackerel are not to be mentioned in comparison. Smoked, the dog-fish is far superior to halibut, and they dress the nicest of any fish. But that is not all. As a nerve food, there is no equal to the dog-fish. They are the most satisfactory food that I ever ate; it just seems to suit the digestion, and there is none of that ill effect that we have after eating heartily of other fish or meat. Dog-fish are not scavengers like most of our other fish; they live on live food, which may account for their fine and delicate flavor."

Help the Man with the Line.

One of the drawbacks to line fishing for cod has been the difficulty of drying because of unfavorable weather, and of late years many fishermen have abandoned the great staple of the dried fish market and turned their attention to the lobster fishing to the overdoing and probable undoing of it. As an encouragement to the resmuption of cod fishing the Government "has undertaken," to quote the deputy minister of marine and fisheries, "as an instructive experiment, to practically demonstrate to the fishermen the great possibilities and advantages to be derived from an artificial system which permits of the best and quickest results absolutely unaffected by any climatic conditions."

Scotch Curing.

Much has been published about the success of the Government's experimental stations for the introduction into Canada of the Scotch method of curing herring. The work was carried on on both the Atlantic and Pacific coasts, and demonstrated the superiority of the Canadian herring.

Canada has the Whales.

Canada, with the richest whaling grounds in the world, has until now neglected the industry made increasingly profitable by modern methods and decreasing supply, and it is being encouraged by the pen of Prof. Prince. Lieut.-Col. Gourdeau, deputy minister, in his recent annual report, says:

"The revival of the valuable whaling industry, which was at one time actively pursued from Gaspe, and many centres

David Marshall,
A Candidate for Parliamentary Honors.

in the estuary of the St. Lawrence, is a feature of great moment in the maritime industries of the Dominion. As the more valuable kinds of whales were reduced in numbers in the Gulf, the industry fifty years ago declined, and the pursuit of the valuable cetaceans was left to Scottish, Norwegian and United States whalers, who carried on hazardous but remunerative whaling in Hudson Bay and the Canadian waters of the Arctic circle.

"Four new features in the industry have brought about a revolution, viz.: the use of explosive bomb-harpoons; the inflation of the carcass of the whale by machinery; the use of machinery in handling the captured whales at fixed whaling factories; the utilization of other products than whalebone and blubber—by conversion into guano, leather, glue, canned meat, etc.

"These four important features have led to the capture of rorquals, humpbacks, blackfish and other so-called inferior kinds, which were neglected by whalers in former years, because they were more dangerous and powerful than the valued 'right-whales,' and the blubber and whalebone were less in quantity and wholly inferior in value."

A BUSINESS CANDIDATE.

The Conservatives of East Elgin have honored themselves in nominating Mr. David Marshall as their candidate in the approaching Dominion bye-election in that constituency, made vacant by the appointment of Mr. Andrew Ingram to the Ontario Railway Board.

Mr. Marshall, who is known to most readers of The Grocer as one of the organizers of the Aylmer Canning Company, the Canadian Canners, Limited, and for the last three years and up to a few months ago manager of the latter company, is the type of man we need in public life.

Successful in business, gentlemanly and considerate in manner, and one who has always had the respect and confidence of those with whom he has been brought into business relations, Mr. Marshall will have the sympathy of the business public irrespective of their party affiliations in his campaign for the suffrages of the voters of the constituency in which he has spent the better part of his life and to the development of which he has lent his fine business talents.

Although born in Eramosa Township, near Guelph, Mr. Marshall is practically a native of Elgin, having moved there as a lad with his father forty-five years ago. The shingle business first attracted the young man's attention, and gathering together some money from this venture, he went into the grocery business, establishing the Red Star Grocery, still a prosperous concern in the Town of Aylmer, where the candidate has long resided. From the grocery business Mr. Marshall launched out into canning, being one of the pioneers in Western Ontario. This venture was also a success, and during the twenty-odd years since its establishment many thousands of dollars found their way to the pockets of the Elgin farmers through the medium of the canning company, while the name of Aylmer became a household word among the users of canned goods the country over.

Associating himself with the organization of the Canadian Canners, Limited, Mr. Marshall occupied the responsible position of manager until a few months ago he resigned to be succeeded by his associate in the Aylmer concern, Mr. J. J. Nairn.

Mr. Marshall's entry into public life will be followed with keen and sympathetic interest by his many friends in the grocery trade throughout Canada.

PROMINENT MERCHANT GONE

Charles P. Hebert, of Montreal, died on Tuesday— A Pioneer Grocer—Attained Success by Hard Work and Business Capacity.

One of the pioneers in the wholesale grocery business in Canada has passed away in the person of Charles P. Hebert, who died in Montreal, July 17. Mr. Hebert had been in failing health all Winter, so that his death was not unexpected. Nevertheless he will be greatly missed in the realms of commerce in which he was a prominent figure for over fifty years. His funeral will take place to-day.

Charles P. Hebert was born in the Village of St. Charles, Que., in 1834. He came to Montreal in 1844, when he was but ten years of age. He began his business career in a small grocery shop when still quite young. He changed his position two or three times before he entered the firm of V. Hudon, in 1857, as clerk. Here he spent eight years in learning the business, in which he was evidently successful since. In 1865 Mr. V. Hudon started him in business with his own son Joseph and the then bookkeeper, Mr. Hamelin, under the firm name of Joseph Hudon & Co. Until 1883 this firm continued in existence. Then Mr. Hamlin withdrew and the firm name was changed to Hudon, Hebert & Co., and Mr. Hebert's two sons, Albert and Zeph, entered the firm as clerks. They were both made partners in 1893.

Running a grocery store in those days was not an easy task. Such modern

The late Charles P. Hebert.

inventions as the telephone, the telegraph, the splendid shipping and railway facilities, were not in existence. It was upon his own pluck and perseverance that the merchant had to depend to build up a business. And looking at the splendid premises now occupied by the firm of Hudon, Hebert & Co., one must give Mr. Hebert credit for the industry and patience he exercised with his partner in the upbuilding of such a business. It is not all on the exterior, for if one were to examine the books of the company there would be revealed therein the tremendous business carried on by this firm annually. In the old days, when transportation was an unsolved problem, trade was more or less confined; to-day this house does business in all parts of the Dominion. And this trade has been built up largely through the indefatigable efforts of Mr. Hebert, whose untiring energy and stick-to-itiveness won the admiration of all, even those who competed with him for trade supremacy. As the business of the firm grew Mr. Hebert found it necessary to employ extra help, but in the old days a staff of five persons carried on the whole business of the then firm of J. Hudon & Co. Mr. Hebert was responsible for the buying and selling. Mr. Hudon did the receiving and shipping, while Mr. Hamelin did the bookkeeping. And the success of the firm was due in a great measure to Mr. Hebert's care and business astuteness. His careful hand guided the young firm through many a struggle.

Mr. Hebert was one of those sterling characters of the old school, one to whom strict integrity was a sacred duty. It is such characters as his which young men commencing their business career should emulate if they hope for success. Hard work, perseverance, honesty and readiness to accept the opportunity when it came were in a great measure responsible for his success. Adhering to these principles he attained that goal to which many aspire but few succeed in reaching.

Although many times pressed to accept public office, Mr. Hebert never would. He was a man who would have made a success in public life, but he did not see his way clear to serve the people that way. His business was his hobby ; to it and some charitable work he devoted his whole time. Business honors he did accept, being one of the first presidents of the Dominion Wholesale Grocers' Guild. He had filled several offices in the Montreal Board of Trade, such as vice-president, member of the council and member of the board of arbitration.

Mr. Hebert took a deep interest in Montreal's charitable institutions. He was president of the board of management of the Notre Dame Hospital, and was also connected with other charitable organizations.

Up to the beginning of last Winter Mr. Hebert had always been hale and hearty, but his health failing then he was not able to attend to the business as he would have wished. Seventy-two years is not always reached by a man who has spent such a life of hard work as did Mr. Hebert. He will be sadly missed by his many friends, both business and social, by whom he was much admired.

William McKinnon and Edgar Lawrence have purchased Caldwell's meat and grocery business, Moncton, N.B.

PIONEER AND PATRIOT.

C. M. Creed at Seventy-Five Secretary Maritime Board of Trade.

Not many men arrived at their 75th year continue to give their time to furthering the business interests of their country. Such an one is C. M. Creed, of Halifax, secretary of the Maritime Board of Trade. The boards of trade in the Atlantic provinces are public spirit-

C. M. Creed, Halifax.

ed bodies with a wide range of interests, and Mr. Creed by his long experience and ability is eminently fitted for the good work he is doing. He enters upon his 75th year on July 22, and The Grocer joins his many friends in wishing him many vigorous and happy returns of the day. The annual meeting of the Maritime Board will be held at Amherst, N.S., on August 15.

HAMILTON TRAVELERS' DAY OUT

Hamilton commercial travelers held their annual picnic at Oakville on Saturday afternoon in Lake Bank Park. Travelers and their friends to the number of 300 were present and had an enjoyable afternoon. The 13th Regiment band accompanied the party. A baseball match was played between city and country travelers and was won by the country travelers by 12 to 9. A series of games and races took place and afforded much entertainment for the large company.

PICTURE OF TEA.

The picture of the Japan tea plant produced in the recent Special Spring and Export Number of The Canadian Grocer was a photogravure of a water color sketch of the tea plant done for Smith, Baker & Co., of Japan, one of the large tea houses of the world. The firm issued reprints of the picture to the trade, a copy of which has been received by The Grocer and is very well worth preservation by any one interested in tea.

MERCHANTS MEET INSPECTORS.

Produce Men of Montreal Forgather With Cheese Experts.

For two years past meetings of the Eastern Ontario dairy instructors have been held in Montreal with the provision merchants of that city, to enable the experts whose time is spent in improving the quality of the cheese output to get into personal touch with the trade end of the industry. These men spend their time in the factory and on the farm, and it is highly essential that they have a knowledge of the business after the cheese is marketed.

The first meeting this year was held Tuesday of last week in the Board of Trade, where 40 instructors and most of the members of the Montreal Produce Merchants' Association were present. After a very profitable discussion of various phases of the cheese industry, dotted with suggestions for improvement, the instructors visited the warehouses and were very kindly received. Geo. Putnam, Toronto, superintendent of dairy instruction; Geo. Publow, chief dairy instructor of Eastern Ontario; and G. H. Barr, chief dairy instructor of Western Ontario, were with the visiting delegation.

H. A. Hodgson, president of the Montreal Produce Merchants' Association, presided. Several Montreal men addressed the meeting and various subjects of interest to the trade were discussed. R. M. Ballantyne spoke of the improvement in the quality of the cheese made by eastern factories. This improvement had been going on for the last five years. Cheese now manufactured was much higher in quality and occupied an enviable place in the trade. Uniformity in weight was a subject which should be taken up as soon as possible.

Arthur J. Hodgson addressed the meeting and in the course of his remarks suggested that in future when the association paid a visit to Montreal they come in sections, as in that way the produce merchants would be enabled to show them things connected with the trade in a much more satisfactory manner. He then touched upon the matter of uniform weights. He spoke of dirty railway cars and the bad effect these had upon the appearance of cheese boxes and even the cheese itself.

A. W. Grant read an interesting paper on disease germs in milk.

Geo. H. Barr, chief dairy inspector in Western Ontario, warned buyers and instructors against giving explanations as to defects in cheese too hastily, since it was often hard to place the cause of the defect. In their dealings with the farmers the instructors should not use technical terms when it was possible to state the matter in a straightforward manner in simple language. In this way their teaching would assume greater force and be more beneficial to the farmer. Rusty cans and galvanized pails had a great deal to do with the bad flavor sometimes noticed in cheese. Sanitary conditions when making the cheese were essential and were too often neglected.

Geo. Putnam, superintendent of farmers' institutes, agreed that the matter of cleanliness was highly important.

Fred Fowler spoke of the progress of the factories in Eastern Ontario and stated that the merchants were ready to back up inspectors who did their duty in criticizing bad cheese. Farmers sometimes retaliated by leaving the syndicate. If such an occurrence took place, the merchants on being apprised of the fact he felt sure would be able to force the farmer to rejoin the syndicate for self-protection. Mr. Publow spoke of the necessity of sanitation in the making of cheese and brought up the matter of co-operation between the merchant and the producer.

CHEESE MAKERS AT LAW.

J. G. Heroux, cheesemaker, of Terrebonne, has taken an action for $7,724 against Matthew Moody and Henry Moody. The plaintiff alleges that the defendants sold him a number of cheese factories in the County of Terrebonne some time ago, with the understanding that they would not carry on the same business in the same county, and that they did not live up to their agreement.

FORTY YEARS A GROCER.

J. Gander will celebrate his fortieth year in the grocery business at Merritton, Ont., on Sept. 18 next. Mr. Gander has taken The Canadian Grocer continuously since the commencement of its publication.

SUGGESTIONS FOR DISCUSSION

At Coming Convention.

(1) Organization of a mutual fire insurance department.
(2) Division of territory into properly workable local districts, and the appointment of local district secretaries (where there are none at present) to superintend collection of fees and other matters of local interest.
(3) Consideration of relations of Western Association with the "Retail Merchants' Association of Canada."
(4) The debt collection department and how it may be improved.
(5) A proposal to establish a selling agency for country produce, the object being to ship to an agent for disposition.
(6) Suggestions as to a new constitution.

CHEESE AND BUTTER.

Shipments From America—New York Shows Big Increase.

The number of boxes of cheese shipped from America to Great Britain for the week ending July 7 were :

	1905	1906
Montreal	94,959	105,956
New York	1,717	7,293

For the season to July 7 the shipments have been :

	1905	1906
Montreal, boxes	584,630	658,631
New York, boxes	21,570	108,284
Portland, boxes	7,969	900
Total boxes	614,169	767,815
Increase boxes		153,646

The shipments of butter during the same period decreased 17,300 packages. The totals were :

	1905	1906
Montreal	141,079	98,204
New York	7,317	32,892

Geo. Agnew has opened a bright new fish store on Quebec street, Guelph, Ont.

CAT MOTHERS A RAT.

Strange Mix-up in the Cellar of Michie & Co., Toronto.

Michie & Co., grocers, Toronto, have a cat that has undertaken the odd duty —for a cat——of mothering a young rat. She had a shelf full of five of her own, but took on the rat without a whimper. She had domiciled her family on a high shelf in the cellar and on Monday one of the men at work in the cellar turned up a rat, caught it and passed it over to puss. She took it and mounted the barrel box and pipe ladder to her shelved kittens.

Everyone thereabouts thought, if they thought anything about it that the career of a small rat was closed. But the next day and the day after the rat was seen rolling among the kittens as much at home as a bird on a bough and the rat in the cat family became and is the wonder of the store.

The next day Mrs. Puss decided to move from the shelf to a coal bin and the rat was the first she transported, making a mouthful of him in the usual cat fashion. The rat stayed in the coal bin where she laid him while his foster mother, mouthful by mouthful, brought down her own five. They are in the coal bin now, a very happy family.

Some may wonder how the rat is fed. The men give it cheese and other dainties, but the story is told that the old cat plays the she wolf's turn for Romulus and Remus.

A RUN OF HARD LUCK.

W. T. Box, a young Montreal grocer, has decided to give up the retail grocery business. Mr. Box has had a run of extremely hard luck since he started in business for himself. In the beginning his horse was killed and his wagon smashed by a street car. Later his store was burned to the ground. In neither case did he obtain satisfactory damage. His latest misfortune lies in the fact that the building he moved into this Spring has been condemned by the city health inspector. This is entirely the fault of the owner of the building, who will probably have to stand the loss incurred by Mr. Box, who loses all his stock.

Mr. Box is very popular with everyone who knows him, and his grit in sticking to the business in face of such hard luck has won much admiration from all in the trade.

HALF HOLIDAYS.

The grocers of Port Hope are closing on Wednesday afternoon during the Summer months. Peterboro merchants, generally, are observing Thursday afternoon as a holiday, but the grocers are not unanimous in the matter.

There has been a large quantity of Heinz pure pickling vinegar placed within the last month. Like all other Heinz goods, the quality is extra fine. Seedless valencia raisins may be had from H. P. Eckardt & Co.

FREIGHTS AND CHARTERS

Outward Movement of Foodstuffs—Vessel on the Rocks.

There has been considerable activity in shipping circles during the past week. Export trade, speaking generally, has been in a healthy state and good shipments in different lines have been moving out.

Cheese shipments continue steady, which is somewhat surprising considering the present state of the market. Prices are very high, but nevertheless orders are being received from the other side daily. Export business in consequence is good. As a matter of fact cheese shipments to date are considerably ahead of those for the same period last year.

Butter is not moving out of the country so freely. Some considerable trade is being done, but it is not so satisfactory as the cheese business. Shipments since the opening of navigation this year have not been so great as those of 1905 during the same period.

Meat is still moving out very slowly. Dealers find that there is very little export call for their lines. To just what cause the lack of business must be attributed it is difficult to decide. Although some business is passing, there is not a great deal doing in lard at present.

Excellent flour trade is being done in an export way. Large shipments are being made to Great Britain, South Africa and other points. Grain is being shipped in large quantities, wheat particularly.

The steamship Cervona, of the Thomson line, which sailed from Montreal on July 7, went on the rocks near South Point, on the south shore of Anticosti, on July 10. It will be remembered that the Cervona carried a cargo including 8,000 tubs of butter, 38,000 cheese, 40,000 bushels of wheat and 519 head of cattle. The vessel was bound for London. Wrecking steamers succeeded in getting the boat off the rocks on July 14, when it returned to Quebec. The cargo was not materially damaged.

One of the recent arrivals in port is the Yola, with a cargo of sugar from the Barbadoes, for the Canada Sugar Refinery.

Manchester Shipper, Furness, Withy & Co., cleared for Manchester with a general cargo on July 13.

The Escalona, R. Reford & Co., sailed for Aberdeen with a general cargo on July 13.

Freight rates this week are unchanged. The rates have been very steadily maintained so far this season, very few changes having been made.

COW TESTING.

Reports of Quebec Associations—Interesting Comparisons.

The reports of the Cow Testing Association issued by the Dominion Dairy Commissioner continue to show interesting variations in the performances of herd and individual cows.

St. Camille, Que.—Thirty days ending June 2; herds, 21; cows, 151; average test (percentage of butter fat) 3.5; average yield of milk per cow, 582 lbs.; average yield of fat per cow, 20.9 lbs. One herd of 9 cows averaged only 300 lbs. of milk per cow, while another of 8 cows averaged 786 lbs. In one the yield of butter fat was 10.6 lbs. and in the other 27.4 lbs. The former herd, too, had the lowest individual average, 260 lbs. of milk, and the latter had the highest, 990 lbs.

Lotbiniere, Que.—Thirty days ending June 16; herds, 19; cows, 145; average test (percentage of butter fat) 3.8; average yield of milk per cow, 615 lbs.; average yield of fat per cow, 23.5 lbs.; highest herd average yield of milk per cow, 860 lbs.; lowest, 398 lbs.; highest individual yield, milk, 1,140 lbs.; lowest, 305 lbs.; highest individual test, 5.0; lowest, 2.5.

St. Armand, Que.—Thirty days ending June 23; herds, 19; cows, 355; average yield of milk per cow, 661 lbs.; average test (percentage of butter fat) 3.9; average yield of fat per cow, 26.2 lbs. The record at St. Armand, Que., for the fourth period shows a marked general improvement. In only one herd is there a cow testing under 3.0 per cent. fat, and there are several cows giving over 1,000 lbs. milk for the 30 days. In one herd with 35 cows the average was 31.3 lbs. of butter fat. In another of 24 cows the average was 20.8 and in a herd of 7 cows it was 40.2 lbs. One cow in a herd of 23 gave 1,635 lbs. of milk with a test of 5.0. The lowest yield was 195 lbs. of milk.

St. Edwidge, Que.—Thirty days to June 10; herds, 30; cows, 288; average yield of milk per cow, 651 lbs.; average test (percentage of butter fat) 3.8; average yield of butter fat per cow, 24.9 lbs. The largest herd, 28 cows, averaged 638 lbs. of milk, with a test of 4.1, yielding 26.5 lbs. fat per cow. The highest yield was 863 lbs. milk; test, 3.7, fat per cow, 31 lbs. This performance was by a herd of 12 cows. The poorest yields were by herds of 7 and 5 cows respectively; yield, milk, 481 lbs., 482 lbs.; test, 3.9, 3.8; fat, 18.6 lbs., 18.2 lbs.

MANUFACTURERS' OFFICERS.

President and Vice-President by Acclamation—Committee Nominations.

On Tuesday, the 17th inst., the nominations for officers of the Montreal board of the Canadian Manufacturers' Association were held in the offices of the Board of Trade building. This event is always of great interest to the trade and a large number of members were present to participate in the proceedings.

J. S. N. Dougall, of McCaskill, Dougall & Co., was elected president of the board by acclamation, and S. W. Ewing, of S. H. Ewing & Son, secured election to vice-president also by acclamation.

There are this year, eighteen vacancies on the committee and twenty-nine names will be on the ballot papers for the honor. The only election by acclamation for the committee was that of Lieut.-Col. Jeffrey Burland. Col. Burland is an ex-officio member of the committee, being the retiring chairman.

The following gentlemen were nominated: Fred Birks, J. H. Birks, S. S. Boxer, William Bramley, W. T. Castle, William Cauldwell, C. W. Davis, Geo. E. Drummond, Geo. Esplin, F. W. Fairman, O. Faucher, Robt. Gardner, C. B. Gordon, J. W. Hughes, S. D. Joubert, J. R. Kinghorn, L. B. McFarlane, J. A. Milne, Robert Munro, L. H Packard, Geo. W. Sadler, Hon. J. B. Rolland, J. H. Sherrard, E. F. Sise, William Smaill, Clarence F. Smith, W. T. Whitehead, F. Howard Wilson, R. J. Younge.

Ballots will be issued in a few days. Poll closes at 2 p.m., Tuesday, 24th inst., the day of the annual meeting.

AN ATTRACTIVE CATALOGUE.

A very attractive catalogue has just been issued by the Ocean Mills, Montreal. Mention is made in it of all the many lines manufactured by this firm. Many cuts are used and give effect to the wording of the catalogue. A post card to the head office in Montreal will bring one.

PERSONAL MENTION.

W. Hooey, of the Eureka Refrigerator Company, Toronto, called at the Montreal office of The Canadian Grocer this week on his way back from the Maritime Provinces, where he has secured considerable business. While in Montreal Mr. Hooey visited the local trade in company with the local agent, J. H. Maiden.

Another caller at the Montreal office of The Grocer was Mr. Camus, of Camus Freres, Cognac, France. While in the city Mr. Camus spent some time visiting local houses. Mathieu Freres, De Bresoles street, are agents for this house, whose principal brand of cognac is "La Grand Marque."

FAVORS GRADING CHEESE.

W. G. Gardiner, dairy instructor for the Perth, Ont., district, speaking recently of the intention to fill the position of butter and cheese referee at Montreal now vacant, said the patrons in his district favored, instead of a man to decide disputes between makers and buyers regarding the quality of cheese, the appointment of a Government grader who would grade and stamp all cheese as first, second or third grade, as the quality warranted. The buyers would then have an understood price for each grade and the makers could tell when their cheese was not up to the standard and find out the reason why. The cheese would also bear the stamp when it reached the Old Country. Not only in his district, but patrons generally, Mr. Gardiner claimed, were in favor of this. There was always a percentage of poor cheese and all the factories had to suffer the loss for it.

Mr. Gardiner said cheese makers and patrons were making an honest effort to turn out good cheese. The chief cause of poor cheese was bad flavored milk. A general improvement was going on in the factories. In the Perth district there were 11 factories with cement floors.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods. Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co, Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner. James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

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Kaufmann, W. P., Toronto.

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Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Bradstreet Co.

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James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
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Colbeck, Henry, Newcastle-on-Tyne, Eng.
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Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

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Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist. Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Brackman-Ker Milling Co., Calgara Alta.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
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McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

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Balfour & Co., Hamilton.
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Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol. Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

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Walker Bin & Store Fixture Co., Berlin

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Goodwillie's—Rose & Laflamme, Montreal
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Cheyne, John A., Winnipeg, Man.
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Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B, & Co., Winnipeg.

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Improved Match Co., Montreal.

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Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

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Oil Tanks.
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Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

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Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
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Canadian Salt Co., Windsor, Ont.
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Toronto Salt Works. Toronto.

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St. Croix Soap Co., St. Stephen, N.B.

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Church & Dwight, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
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"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

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WESTERN POSTAL SERVICE.

The western postal service at the present time is utterly inadequate. The western business man who reads this will probably say that the expression "utterly inadequate" scarcely does justice to the subject, but in cold print it will scarcely do to put in the unprintable language in which many westerners are wont to indulge when the western postal service is mentioned. Hard things are said of it whenever two or three western business men gather together, and at the recent board of trade convention in Edmonton not one voice was raised in defence of the western postal administration. So many were the instances of neglect and long delays in delivery, so overwhelming was the evidence presented as to the inadequacy of the service, that no defence was possible.

Instances were quoted of delays of weeks and months in the transmission of letters a few miles. This paper can tell of nothing quite so bad as that but one specific instance will serve as an example of the generally inadequate service. A letter from the Winnipeg office of this paper to A. E. Boyle, secretary of the board of trade in Regina, was posted in the Winnipeg post office on June 25th, and was received by Mr. Boyle on July 10th. And this on the main line of the C.P.R.

When such service is not infrequent on the main line of the C.P.R. it may readily be imagined that the service on the new C.N.R. main line from Winnipeg to Edmonton, and on the branch lines, is very much worse. Edmonton wholesalers complain that they can ship goods by freight to their customers on the C.N.R. main line and the goods will arrive a fortnight before the invoice mailed on the same day that the goods are shipped. In the face of such service they find little satisfaction in contemplating the postal surpluses at Ottawa.

The truth is that the west is growing too fast for the Post Office Department and Ottawa officials are too far away to appreciate the situation. What is urgently required at the present time is the appointment of a special deputy postmaster-general, who will live in the west and have full authority in the west to open new post offices as they are required, and to take drastic measures to improve the service between existing offices. Western postmasters do not rely on their "salaries" for a living, and perhaps most of them earn more than they are paid. But the public require and demand an adequate service, and it must be provided no matter what the cost. The western business man feels strongly that it is the duty of the Post Office Department to abandon the task of accumulating a surplus and devote themselves to the organization of an efficient service, cost what it may.

CONTEMPTIBLE ATTACK.

Discredited by the exposure of their disgusting methods, the United States packing interests are trying to rehabilitate themselves by the shabby time-worn trick of maligning their betters.

The Canadian packers have never attempted to compete with Chicago in low-grade meats. The Canadian farmer raises the finest hogs in the world, and the Canadian packing houses and abattoirs in which our meats have been cured have been conducted, in the main, in a manner that reflects credit on them. As a result Canadian bacon has for years commanded a considerably higher price on the British market than has that of American packers.

The recent investigations, while disgusting the British consumer, has turned his attention more than ever to Canada, upon whose products he has learned he can depend. The American interests were quick to note this and as unscrupulous in taking means to check this movement.

Their method was characteristically underground. A syndicate dispatch, purporting to come from Ottawa, is appearing broadcast in United States papers under the caption, "Canada's Meats are Vile," in which a number of incoherent charges are made which in every case where capable of investigation are found baseless, and which, if true, would not justify the headline.

It is practically certain that the dispatch never originated in Ottawa at all. It has all the earmarks of the "faked" dispatch, and there can be little doubt that it was instigated by interested parties in Chicago.

The investigations in Canada by the Dominion, Provincial and municipal authorities, as well as by representatives of the press, following the disclosures of Chicago nastiness, have in every case shown that the Canadian packers have conducted their houses with a proper regard for decency and cleanliness.

With a view to rendering innocuous these unfair attacks, it might be well to establish in Canada a system of governmental inspection, and to that the packers are quite agreeable.

CASH DISCOUNTS.

A Toronto retailer complained to The Grocer that the wholesalers, to pay costs of the Hamilton conspiracy suit, he said, had cut out their one per cent. discount for cash within ten days. If that be so the jobbers hate to own it, because inquiry at several houses elicited only denials everywhere. But it was said a change has been urged and contemplated for years. At present the cash discount varies on different classes of goods, entailing much extra clerical work in making invoices and keeping accounts. Some urge a flat rate applicable to all classes of goods. Others urge that everything should be sold net. In Montreal there is a flat rate and it works well.

One wholesaler remarked: "What's the difference? The buyer pays the discount anyway. The price is made to provide that." If that be so the sooner all goods are sold net the better for the retailer, because artificial price incentives must operate to his disadvantage.

FOOD STUFFS ASSOCIATION.

The retail grocers of Canada should have an organization of their own. The retailers of groceries are the purveyors of food stuffs to the nation. There can be no more important branch of trade. The methods of the grocers in no inconsiderable degree determine the cleanliness and healthfulness of a great part of what we eat. An active and progressive organization could do a very great deal to improve the conditions of doing busi-

ness, and the methods in vogue. To be effective such an organization must have one subject and stick to it. Surely food stuffs and the handling of them is big enough ! There are quite a number of local organizations and if they would get together the rest would be easy — the trick would be turned.

USING MORE SUGAR.

Six countries of Europe, the United Kingdom, Germany, France, Austria-Hungary, Holland and Belgium, consumed 307,747 more tons of sugar between September, 1905, and May, 1906, than in the same period a year previous. The figures for the nine months are :

	1904-5	1905-6
United Kingdom ...	1,104,820	1,238,099
Germany	698,185	795,424
France	414,434	431,263
Austria-Hungary ...	325,641	378,816
Holland	66,868	71,915
Belgium	52,235	54,413

This is an illustration of how the consumption of sugar is increasing. In Canada the value of sugar, syrup and molasses imported increased from $7,536,-204 in the fiscal year ending June, 1903, to $11,337,176 in the fiscal year ending June, 1905.

THE SALMON SITUATION.

This has been a very unusual year in canned salmon from the standpoint of the retailer, and two factors enter into the abnormally large transfer of salmon from jobber to the final distributors. Two years ago the retailers bought heavily, the market went against them and they carried over considerable stocks to last year, when prices, it being a big year, were low. Once bitten, twice shy; so last year the retailer bought sparingly, with the result that this Spring found the retail trade pretty well cleaned up in the salmon line. Then came the advance in the price and much talk of a small pack and prices to beat all bygones. Here was a fine field for the retail trade carrying very light stocks to operate in, and buying commenced and has kept up for future needs. Very little Fraser River sockeye is now left in wholesale hands.

All are waiting for the packers' pronouncement on the opening price of the new pack. That has usually happened in May, but the packer is growing wise and this year, despite predictions to the contrary, this price will not likely be named till the pack is known. That will be on or about August 20. Canadian and Australian agents have been urging the canner to name a price, but Old Country agents have been backing his inclination to wait till he knows what he will have to sell.

THE LATE MR. HEBERT.

The Canadian Grocer has to announce with deepest regret and much sorrow the death this week of its oldest and best friend, Mr. C. P. Hebert.

It is now about twenty years since the present head of the MacLean Publishing Co. decided that the grocery trade of Canada wanted more special news than they were able to get through the ordinary channels. There were many other classes like the grocers, but the grocery news was that with which he was most familiar.

He discussed his intentions with a number of the leading retail and wholesale merchants and manufacturers. Nearly all of them, though friendly, thought such a publication could not possibly succeed, and discouraged his project. Some laughed at the idea. Some even sneered. Only two or three received him cordially. Mr. Hebert was one of these. Our president was at that time an entire stranger to him. Nevertheless he was warmly welcomed, given every encouragement and promised Mr. Hebert's support and assistance. In the two decades since then Mr. Hebert has been our most loyal friend and one of our most valued advisers. No matter how busy, no matter how important a subject he had in hand he would instantly drop it at any time to be interviewed by one of our representatives on a trade question or a market condition.

When he went down the river for a few weeks rest in Summer he had but two papers sent to him, The Canadian Grocer and one of the French daily newspapers.

In his private life and business career Mr. Hebert set a high standard which every young man could profitably aim to attain. Clean, honorable, industrious and sincere, he secured the love and commanded the respect of all who knew him. He inspired the young men about him to attempt great things. Finally, and perhaps the best of all, he devoted his spare time in the later years of his life in the best of all charities, the care of the sick. He was the backbone and main support of the Notre Dame Hospital.

CHEESE AND EDUCATION.

How effective government educative assistance of the cheese industry is, is shown by the fact that the Government's Eastern Ontario cool curing room at Brockville is taking cheese up to its full capacity and applications for space have had to be refused. The cool curing rooms were established a couple of years ago to demonstrate to the cheese makers the value of cool curing and so induce them to install their own refrigeration plants. It was not intended that the Government should continue this work indefinitely. Dominion Dairy Commissioner J. A. Ruddick stated in his evidence before the agricultural committee at the recent session of Parliament that this would be the last season for maintaining the cold curing rooms by the Government.

A prominent dairyman, speaking of the cool curing rooms, said : "The salesmen and buyers are beginning to realize that cool curing not only keeps their cheese in the best condition, while it is waiting for the market, but prepares it for the best demand by giving it evenness of texture and delicacy of flavor that it is impossible to obtain in a room of uneven temperature."

It has been by unremitting educational effort over a period of years by both Dominion and Ontario Governments that Canada has attained to first place as a cheese producing country and only by the continuance and improvement of the system can that position be maintained.

In 1893 the value of cheese exported was $13,407,470. Ten years later, in 1903, the banner year thus far, the total was $24,712,943. In 1898 Canada imported 11,557,458 lbs. of cheese at a cost of $928,600. For the fiscal year 1905 the importations were 415,257 lbs. valued at $59,485.

AGRICULTURE AND EDUCATION.

The Ontario Department of Agriculture and Department of Education are said to be arranging for the establishment of primary courses in agriculture in some of the collegiates of the province, to afford preparatory training for students intending to enter the agricultural college. This, it is said, is the beginning of the application of the Government's plan to provide agricultural schools in every county. It is a wise and far-sighted undertaking. The basis of Canada's prosperity and happiness must be agriculture. No great industry can today succeed without education ; the blind following of precedent is past and the worship of yesterday and the things of yesterday has given place to the conviction that there are better ways and the desire for knowledge.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, July 18, 1906.

Although the volume of business passing in grocery circles is not large, yet trade is good for this season. What demand there is calls for general lines, and most orders received are for goods required for immediate consumption. Quotations have just been received on Californian canned goods. The list shows numerous changes in the prices. Some lines are higher than last year, while others are lower, but there is nothing unexpected. Sugar is practically unchanged since last week. Business passing is very fair. Prices are well maintained. Japan teas are of much interest at present. It looks as though prices on medium grades would be higher this year. Whether this comes to pass or not, however, time only will tell. Some Ceylon greens have been again advanced. The price now is considerably higher than it was six months ago. Molasses is rather quiet. More or less activity prevails in dried fruits. Nuts continue to advance. Stocks of Valencia raisins are pretty well cleaned up locally. Coffee presents no particularly new features, while spices are not interesting. Evaporated apples are unchanged. Some comb honey is arriving, but not enough to make this line a factor in the grocery market. Collections are said by jobbers to be a little better than they have been for some time past, but still better returns would be welcome to the trade.

CANNED GOODS—Locally there has been practically no change in the canned goods situation since last report. Old stock is being gradually cleared out to make room for next season's output. Perhaps the feature of the market is the price list just received for Californian canned goods. The list shows that considerable advance has been made on some lines over last year, while in certain other lines, as predicted in The Grocer, there is a noticeable reduction. Apricots will cost from 40c. to 50c. per dozen more than last year, when prices were exceptionally low. Peaches will cost 25c. higher, while cherries and pears are quoted 25c. lower. Plums vary very slightly. A small pack is probable—not more than will fill orders received.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 8	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz		1 00
Canadian plain herring, per doz		1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Good steady trade is passing in sugar. While the rush of orders reported in last week's issue is not so great, nor so noticeable this week, nevertheless there is considerable activity in this line. Prices are well maintained at figures quoted. No advance is expected under conditions prevalent at the moment, nor do the refiners anticipate a decline.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

TEA—Considerable interest is centred upon the Japan tea market at present. Conditions in Japan are interesting to tea merchants, who are not sure just what will be the ultimate outcome of the situation. Low grade Japans are going to be scarce, it seems, while the very low grades are being taken up by the Chinese for exportation to Manchuria and other points north in that district. Medium grades are high, and it is quite safe to say that if present high prices on medium grades are maintained in Yokohama, prices locally will advance. In their circular of June 28, Smith, Baker & Co., of Japan, give some interesting facts. "We have practically arrived," they say, "at the period of the year when the advancing wave of second crop teas overtakes and merges in the diminished and receding flow of first crop. Yokohama and Kobe statistics show that each port has received 6,500 piculs of first crop teas less than last year, or a total of 13,000, and last year was the shortest crop in twenty years." Continuing the report states: "Second crop teas have arrived in sufficient quantities to form a basis of opinion as to quality. In cup merit they are better in every way than last year, which was poor on account of excessive rain and hot, steamy weather. The leaf, while uniform and of good color, is large and lacks the usual proportion of hard, slender needle leaf." Some Ceylon greens are up another farthing, which makes the present price three farthings more than it was six months ago. Ceylon blacks are moving fairly well at about the same prices. There is very little inquiry for cheap China greens. Good new Chinas are still about 12 per cent. higher than last year. Better business is anticipated shortly as prices are firming up a bit and the trade must come.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" pea leaf	0 19	0 24
" " pinhead	0 28	0 32

COFFEE—There is not a great deal that is new in the coffee market. The report published in The Grocer recently

to the effect that there had been considerable damage done to the Mocha coffee crop through tribal wars in the east has been confirmed. Locally business is fair. Maracaibo is a little stronger this week.

Jamaica	0 10½ 0 11
Java	0 18 0 22
Mocha	0 19 0 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

SYRUP AND MOLASSES—Molasses is moving along fairly well. Business continues limited to a certain extent. Jobbers are selling to the retail trade only what is required for immediate consumption.

Corn syrups are subject to very good sale in many quarters, although the weather is rather warm for much business in this line.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02¾
" ½-bbls.	0 02¾
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

FOREIGN DRIED FRUITS—The upward tendency in nuts continues. Tarragona almonds are advanced and dealers at present are quoting 14c. to 14½c. Shelled almonds are on the same basis, and buyers are paying 27c. and sometimes more. Brazils, although not in very great demand, bring 14c. Walnuts are unchanged, while filberts are firm. Seeded raisins are advancing slightly, but prices so far have not been materially affected. In some quarters there is talk of a two-cent advance shortly. Time only will prove what this rumor amounts to. Valencia raisins are rather quiet. Spot stocks are pretty well cleaned up, so that dealers will be ready for the opening of the market which takes place in a couple of weeks. Currants are moving freely. Quotations on new crop figs have been made as stated in The Grocer last week. Short crops are expected. In prunes, opening prices are still maintained on Californian goods. Oregon prunes, which have largely gone out of favor in the United States owing to lack of keeping qualities, are being offered at very low rates.

Valencia Raisins—	
Fine off-stalk, per lb	0 05
Selected, per lb	0 05½
Layers, "	0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ¼s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES—Practically nothing new has occurred in the spice market since last report. In the primary market there is more or less activity. Ginger has been advanced three cents. Locally trade is fairly good.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

EVAPORATED APPLES—Evaporated apples are still rather unimportant so far as trade is concerned. Prohibitive prices continue to rule, dealers asking 12½c. to 13c.

MAPLE PRODUCTS—Maple products are moving out fairly well. As usual at this season of the year business is not very brisk, but nevertheless some trade is passing. Manufacturers have not yet begun to look for any Fall business.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08

HONEY—Comb honey is arriving in small quantities, but the supply at present is very limited. What is obtainable brings 14c. to 15c. The market is quiet and prices unchanged.

White clover, extracted tins	0 07½ 0 08
Buckwheat	0 06 0 06½

RICE AND TAPIOCA—The rice situation is unchanged since last week. Business passing is normal. Tapioca is a trifle easier this week, but prices are not affected.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½

BEANS — Beans continue practically unchanged. Business is not at all large, there being no great anxiety on the part of buyers to buy up anything more than is needed for immediate consumption.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

ONTARIO MARKETS.

Abbreviations.

Corn—Firmer. a
Tomatoes—Weaker.
Cheese—Higher.
Raspberries—Crop not up to expectations.

Trade in foodstuffs is active for the season of the year. In Toronto it is quite brisk. Changes in quotations are very few. Canned corn is firmer. The canners and independent packers are all cleaned out and it is said jobbers had to pay the independents 10c. to 15c. a dozen advance for the last lots. Tomatoes are somewhat weaker and some firms are asking as low as $1.15. The range is from that to $1.30. This bears out the intimation in The Grocer a few weeks ago that there were some heavier holdings than were necessary to meet the demand til the new pack comes in. Salmon continues very strong and retailers are providing for next Fall's needs. That means an unusual output by the wholesale houses. This market is unusually bare of dried fruits and jobbers are all on the skirmishing line of buyers. Prices, however, are not too inviting and the tendency is rather to hold off and hope for a decline. Prices on the new crop are slightly higher than last year, but about on a parity with what is being asked for old stock still held. Sugar has not made a decided move thus far. Consumption is scarcely what was anticipated, due to the short berry crop.

CANNED GOODS—Vegetables are moving into consumption at a good average rate and in corn the market has strengthened very materially. The canners are said to be out of it and all the other packers had was taken at an advance of 5c. to 10c. . Quotations have not been advanced to the retail trade. Tomatoes are quoted by some houses at $1.15, but the majority still claim to be getting $1.25. The strawberry pack was very limited and it is soon to be doubtful if the canners can fill even 50 per cent. of their orders.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55

Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup	....	2 25

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 75
1-lb. Flat, "	....	1 85
½-lb. " "	....	1 10
Northern River Sockeyes	....	1 55
Cohoes, per doz	1 30	1 40
Humpbacks,	0 25	1 00
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haadies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—The sugar market is steady in tone. Willett & Gray say of raws:

"The advance in value of Cuba centrifugals to the parity of European beet sugar has brought the anticipated action. It is now confirmed from London that at least 17,000 tons of beet sugars have been taken for the U. S. at basis of 8s. 4 1-2d f.o.b. Hamburg for 96 degrees test centrifugals at New York, equal about 3.74c. duty paid. Naturally this meeting of prices in competition with Cuba has held in check any further advance in the latter, and in fact, prices are scarcely maintained at the full advance, the latest sales being made at basis of 3.72c. duty paid for 96 degrees test, against 3.75c. at the close of last week. Bids are now out at 1.32c. less than this price, say 2 5-16c. c. and f., basis 95 degrees, equal to 3.70c. duty paid for 96 degrees test, which were accepted to the extent of 75,000 bags. We continue our quotation of 3.72c. basis 96 degrees, as the spot value, as a lot of Porto Ricos were taken to-day at that figure.

"As Europe now fixes values, rather than Cuba, it is worthy of note that European markets have remained steady, but dull, during the week, at 8s. 4 1-2d, except on one day, when the fluctuation touched 8s. 5 1-4d.

"The source of greatest confidence in the market maintenence is in the fact of the very large increased demand for refined sugar for direct consumption, which is well sustained and has even better prospects ahead from the brilliant reports coming in from the peach crop States. Double the produce of peaches is reported from many sections."

The visible supply is stated as follows: Total stock of Europe and America, 2,856,654 tons, against 2,082,456 tons last year at the same uneven dates. The increase of stock is 774,198 tons, against an increase of 814,371 tons last week. Total stocks and afloats together show a visible supply of 3,011,654 tons, against2,267,456 tons last year, or an increase of 744,198 tons.

Paris lumps, in 50-lb. boxes	....	4 93
" in 100-lb. "	....	4 83
St. Lawrence granulated, barrels	....	4 28
Redpath's granulated	....	4 28
Acadia granulated	....	4 23
Berlin granulated	....	4 18
Phoenix	....	4 28
Bright coffee	....	4 08
Bright yellow	....	4 13
No. 3 yellow	....	4 13
No. 2 "	....	3 98
No. 1 "	....	3 88

Granulated and yellow, 100-lb. bags 5c. less than bbls.

COFFEE—Locally the coffee market is without feature. Willett & Gray say of the general situation:

"Closer attention is now given to the absence of reserve stocks in the interior of this country as well as in Europe. The character of the trading has undergone a distinct change and the buying has been strictly hand to mouth. The world has been believing this new crop to be large and has abstained from buying beyond most pressing needs. For this reason it is known that a heavy buying movement is possible and in the event of anything developing favorable to the article the extent of the demand may be surprising, when remembering the low level of present prices. On its own merits coffee is capable of a smart improvement when sound judgment of such a prime staple takes the place of the disappointed speculation and pessimism, which have so long held values down. Brazil is holding very firm."

TEA—Nothing unusual has disturbed the even tenor of the local tea trade this week. The demand for better quality tea continues. A London mail advice of July 1 says: "A feature of the sale of the new season's Indian teas has been the greater importance attached by buyers to the quality of the offerings—in contrast to last year. This seems to point to the probability that the present wide range of values will be maintained during the coming season, provided teas of good character are shipped and that planters in the higher level districts are not tempted by the prices obtained last year to sacrifice quality to quantity."

MOLASSES AND SYRUPS — Demand is light and prices continue unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.	....	0 02½
½" ½-bbls "	....	0 02½
½" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
⅛" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
7" 5-lb. " (in 1 ") "	....	2 35
1" 10-lb. " (in ½ ") "	....	2 25
½" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

DRIED FRUITS— The market is about cleaned up and the new crops are

subjects of interest. The only prunes available are 40-50s and 100-120s.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Peaches—			
Californian evaporated, " "			0 14 0 17
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 06 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—Quotations continue unchanged.

Almonds, Tarragona, per lb	0 13½ 0 14
" Formigetta	0 12½ 0 13
" shelled Valencias	0 27 0 28
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—Quotations are unchanged.

	Per lb.
Peppers, blk	0 20
" white	0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE AND TAPIOCA— Rice and tapioca continue unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 06½
" double goat	0 07½

DRIED FISH—Quotations are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

HIDES AND WOOL—Hides are firm and the supply is about equal to the demand. Wool is freely offered, but there is a feeling that buyers at present prices will make a loss. Lamb skins are 10c. higher.

Hides, inspected, steers, No. 1	0 12½
" " No. 2	0 11½
" " cows, No. 1	0 12½
" " No. 2	0 11½
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 14
" No. 1, country	0 13
Sheep skins	1 65 1 85
Lamb skins	0 60
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb	0 05 0 05
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18
" washed fleece	0 27

J. A. Young, of the firm of J. A. Young & Sons, Glencoe, is seriously ill.

B. C. MARKETS.

Vancouver, July 16, 1906.

While all lines of business catered to by he wholesale grocery and provision merchants of the province have been very prosperous so far this season, perhaps the greatest increase is to be noted in what is locally called the "up-coast trade." Not only in the logging camps and the canneries at every point from here to the Skeena River, but at many small settlements along the coast and on the islands of the gulf, business has been expanding at a very remarkable rate. There are no new towns up the coast, though much has been read and written of the new G. T. P. terminus, Prince Rupert, which is, or is supposed to be, located on Kaien Island and the mainland close to it. But there is no settlement of permanent character there yet. The building of a saw mill by a firm which has a contract for ties for the new railway is about the first indication of permanent industry. The work of the surveyors has not yet been accomplished on the new townsite. It is the aim of the management of the new transcontinental road to make their new city a model one in every respect. But the day for real estate speculation in lots in the new city has not yet arrived, therefore interest has not been aroused.

* * *

Dawson trade is beginning to shape up now that the season commodity rates are in force. By the end of this month the shipments of staples north will be heavy, in preparation for stocking up the big emporiums of the Klondike metropolis for next Winter.

* * *

While fresh fruits rule the market very largely at present, the interest in dried fruits is very keen because of remarkably high prices and prospects of very short pack in some lines. For instance, apricots are a failure almost entirely in California this season. So much so that but twenty boxes of the fresh apricots have been received so far this season, whereas by this time last year two cars of the fruit had been disposed of. Other lines are very scarce on the market, dried pears being out of stock. Prices are at the moment, 16c. for apricots, 14 1-2c. for peaches; prunes, 6 3-4c. to 9c. as to size; figs scarce at 7 1-2c.

Eastern canned goods are not yet quoted for new season pack. The old stock is not very heavy. Prices run, for tomatoes, $1.25; beans, $1.02 to $1.05; corn, $1 to $1.05; peas, 87 1-2c. to 90c.

* * *

Sago and tapioca are still short, and hard to stock, the quotation being about 6 1-2c. American corn meal is out of stock in this market, at present, hard to get and reported from points of supply as rising.

In flour prices are fairly steady, the Calgary Milling Co. having created about the only interest in the market by a very strenuous campaign of publicity. Another Calgary concern, the Standard Soap Co., is also making a big fight for trade in this market.

The New Westminster Canning Co., which is putting up choice fruits, is being heavily pushed by the W. H. Malkin Co., of this city, who have issued some interesting circulars to the trade upon the subject of supporting home institutions, especially when quality and price are back of the suggestion.

* * *

In the dairy produce, local fresh eggs are a scarce article, and bring 30c. wholesale; eastern stock of good quality is worth 23 1-2c. to 24c., and there is a liberal supply.

Local creamery butter is in big demand and all absorbed at the present price of 25c. to the trade. Eastern creamery is 22 1-2c. and 23 1-2c. Local dairy butter (fresh) brings 21c. and 22c.; eastern dairy is scarce. In price it ranges from 17c. to 20c.

* * *

In fresh fruits the strawberry season has closed, so far as the coast fruit is concerned. There may yet be some shipments from the interior, but all that crop goes to the northwest. Dealers say that the crop though late getting started was about the same as last year. Some improvement has been noted in the manner of packing, the fruit getting to market in better shape.

Raspberries are now coming in though there is not a very great supply. They are quoted at $2.25 and $2.50 per crate. Local cherries, for preserving, are 10c. per lb. Table cherries are $1.50 per 10-lb. crate, and very limited quantities offered locally.

Peaches, Yellow St. Johns, are selling at $1.50, and Hales Early, a clingstone variety, at $1.15. Next week Early Crawfords are expected. Apricots are not on the market this year, the California crop being a complete failure. Some cars of good prunes and plums have been received. Prunes quote at $2. Burbanks at $1.75 per crate.

The first California fresh apples have been received. The Gravensteins sold at $2.25 and white and red astrakhans at $2.50 per box. Bananas are coming in freely and in good shape. The price at present is 5 1-2c. per lb. to the trade.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, July 19. 1906.

BUTTER—Market steady and firm. Business good and prices well maintained. Fancy townships' creamery, 23½c.; general price, 22 to 23½c.

CHEESE—Quiet. No change; 12¼ to 12½c. range of prices for Ontario makes; Eastern, 11⅝ to 12c.

EGGS—No change. Firm prices; 17c. for straight gathered; selects, 2°c.

PROVISIONS—Steady market. Tendency stronger on all lines.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Semi-annual convention will be held in board room adjoining the association offices July 26 and 27.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Alameda—R. J. Gibson, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Carnduff—J. H. Elliott, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Winnipeg—President, R. Templeton; secretary, J. Treleaven.

Indications point to a successful semi-annual meeting of the association on the 26th and 27th. The work accomplished since the semi-annual meeting in February has been of a steady, substantial nature and those who have kept in touch with the minor workings of the association are more than pleased with the progress made. Numerous local sections have been well organized and, with a little assistance and oversight on the part of the general secretary, they are now in good working order. The latest addition to the list of local associations is that of the Winnipeg grocers and from the enthusiastic way in which the Winnipeg grocers are commencing the association work, it would seem that theirs will be one of the most effective sections on the list.

It is becoming increasingly apparent that the Retail Merchants' Association of Western Canada must at once have a new constitution for it has long ago outgrown the constitution adopted in February, 1905. Its membership extends through the three provinces of Manitoba, Saskatchewan and Alberta, and it is plain that each of these provinces must have its own local organization and its own secretary acting under the supervision of a general secretary in Winnipeg. Distances in the west are too great, and at present the postal service is too miserably inefficient for the affairs of the association in the three provinces to be managed from Winnipeg. There should be a central office, but there must also be local autonomy.

* * *

Then again the organization now includes more classes of trade than grocers and general merchants. Formed as an association of country storekeepers, it has now grown until there are sections of butchers, druggists and even piano dealers. These have all been organized by Secretary Coulson and they are directly under his supervision, but they have had no voice in the election of the general executive, and under present conditions they are not entitled to any.

* * *

The situation is at present an anomalous one. Nominally these new sections of druggists and butchers and piano dealers, et alia, are branches of the Retail Merchants' Association of Western Canada, at the head of which are President Hunter and his associates. But the Retail Merchants' Association of Western Canada, although the parent organization, has really no right to any such position. It is an association of grocers and general storekeepers whose interests and problems are, in many respects, quite different from those of the butchers and druggists and piano dealers. The simplest way out of the difficulty seems to be the recognition of the fact that the retail merchants and the butchers, the druggists and the piano dealers et alia are merely individual sections of a big association, which at present has no head and which is held together by a tie of the loosest possible description. The only connecting link is furnished by the circumstance that all have been organized by Mr. Coulson. Clearly, a new constitution is urgently required.

* * *

As the months have gone by it has become very evident that the affiliation of the western associations with the Retail Merchants' Association of Canada, that is with the Ontario-Quebec association, presided over by Mr. Trowern, has accomplished nothing and is not likely to be of any service. The burden of Mr. Trowern's song at the February meeting was the "contract plan" of arranging prices. In order to induce the manufacturers to put their goods on the contract price basis he was in urgent need of the co-operation of the western merchants. That co-operation was cheerfully promised and for that purpose affiliation with the Ontario-Quebec organization was willingly agreed to.

But what has happened in the meantime? According to the decision of Mr. Justice Clute in the case of Wampoe & Co., vs. F. E. Karn Co., Limited, this contract price plan is illegal. As other courts have sustained the plan and as the question is one of vital interest to all classes of dealers, this was clearly a case demanding the attention of the retailers in all parts of the country. Could not Wampole & Co. be induced to appeal the case?

Secretary Coulson wrote Mr. Trowern assuring him of the co-operation of the western association in any effort to have the case appealed. His letter was not acknowledged and apparently no action was taken. Mr. Coulson then wrote Wampole & Co. direct and received a reply to the effect that they have no intention of appealing the case and will have nothing more to do with the contract plan.

* * *

On the evening of July 12 the Winnipeg grocers held a business meeting in the association rooms. President R. Templeton presided and a good representation of the city grocers was in attendance. The membership committees reported progress and it was found that there were some 84 members in the city section.

President Templeton and Vice-President Nixon were instructed by the meeting to act with committees from the other branches of the trade in the city in waiting on the board of health to request the removal by the city of garbage from the stores the same as from residences. It was suggested that petitions be drawn up and signed by all classes of merchants. Vice-President Nixon spoke strongly on the subject saying that the scavengers were charging him an average of $5 per week and he considered this out of all reason.

Secretary Coulson urged upon the members the importance of keeping the

"delinquent list" of poor pay customers as complete as possible. This list could only be compiled through the co-operation of the dealers themselves and he looked to them for help.

The next meeting will be held on the evening of Thursday, August 2.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 19, 1906.)

Crop reports continue most optimistic in tone and all indications seem to point to a record crop. That being the case, there is a feeling of buoyancy in the wholesale and retail trade, the effect of which is seen in liberal buying of the best quality of goods. Values are steady in most lines and there are few quotable changes of importance.

CANNED GOODS—There are no quotable changes this week. Salmon is firmly held at the higher prices recently established and high prices are likely to rule in salmon this year. We quote:

	Group No. 1.	Groups No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
VEGETABLES.		
Beans—		
golden wax "	1 93	1 88
refugee, "	1 98	1 93
Beets—		
3's	2 39	2 34
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Tomatoes—		
All groups, per case		3 00

FISH.	
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	4 10
" cohoes, "	4 85
" Clover Leaf, 1 to 4 cases	6 75
" " " 5 to 9 cases	6 65
" " " 10 to 25	6 55
Lobsters (new), ½-lb. flats, per case	16 00
" " " per doz.	2 15
" " ¼-lb. flats, per case	10 50
" " " per doz.	2 70
" " 1-lb. talls, per case	14 75
" " " " per doz.	3 90
MEATS.	
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef " 2's "	2 80
" " " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65

SUGAR—Sugar continues very firm, but the expected advance has not yet occurred. We quote as before:

Montreal granulated, in bbls.	4 85
" " in sacks	4 80
" yellow, in bbls.	4 45
" " in sacks	4 40
Wallaceburg, in bbls.	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls.	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls.	5 25
" in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls.	5 55
" " in ½-bbls.	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES— Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—Prices are steady since the advance noted last week. We quote:

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS — New apricots are expected on the local market by the end of the month and the opening price quoted below is the highest in years. We quote:

Sultana raisins, bulk, per lb	0 6¾
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb	0 11
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 11½
Orange "	0 11½
Citron "	0 20
Mixed, in 1-lb drums per doz	2 30

NUTS—

Almonds, per lb.	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayenne pepper, in 2 and 5 lb tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70
WHOLE SPICES.	
Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case.	6 40
" 60-lb. tins, per lb.	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca is very firmly held at 7c. per lb. and an advance on this price would be no surprise to the trade. We quote:

Japan rice, per lb., cwt. lots	0 05⅜
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 00
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

GREEN FRUITS—

California peaches, per case		1 75
" plums, "		2 25
" cherries "		2 50
Messina oranges, in half boxes, 80's to 100's		3 00
Cal. St. Michael oranges, 176's 250's per box		6 00
" " " 288's-324's-360's "		5 50
" late Valencias, 126's, per box		5 25
" " 150's "		5 75
" " 176's "		6 00
Lemons, 300's and 360's "		7 00
Messina lemons, 300's "		6 00
Water melons, large size, per doz		5 50
Pineapples, 30's, per doz		2 00
" 24's "		2 50
" per case		4 00
Bananas, per bunch	2 75	3 25

VEGETABLES—

Onions, Egyptian, per lb	0 03
Cabbage, new, per lb	0 04
Rhubarb, per lb	0 02
Cucumbers, per doz	0 75
" per lb	0 03½
Texas tomatoes, 4 basket crate, per crate	1 75

N. B. MARKETS.

St. John, N.B., July 17, 1906.

Business continues good for midsummer. It is difficult to think of it as midsummer. The weather has been more like Spring. The tourists find what they are looking for, cool weather. The increased facilities which are so greatly needed for St. John's very large and rapidly increasing Winter port business, are being pushed forward.

Flour is easier. Sugar is a surprise to everyone; an advance has been expected for some time. The market is very firm. The market has been very bare of rice, but there were quite free arrivals this week. Prices are firmer. In hops some low prices have been quoted. The market for new hops is much higher. Prices will likely rule for pressed goods. In spices there is little change. Cloves show a further advance. Tapioca is still held at full figures.

OILS—In burning oil values are unchanged. Spot business is small. In lubricating oils there is a fair trade. Paint oils are still high. In cod oil as yet the market has taken little shape. Receipts are light.

SALT—A good steady business is reported in Liverpool coarse salt, at full prices. In Liverpool factory filled, for which this is the season of demand, sales are not large, Canadian fine having the chief sale.

CANNED GOODS—There is a good supply of corn and peas here. It is expected new goods will be quoted well above last year's prices, so that while present prices are low, they are firmly held. Tomatoes are unchanged at full figures. Peaches are very firm. Strawberries are higher. New goods are quoted a third above last year's price. Gallon apples are firmly held. Salmon is not yet generally quoted, as regards new goods. The market is firmer. Oysters are rather higher and scarce. Domestic fish, sardines, haddies, etc., are unchanged.

GREEN FRUIT—Some fair apples are now being received. Prices are still high. Of bananas there is big steady sale. Oranges and lemons are high. There is a fair quantity of California plums and some peaches, but practically no apricots. Pines are unchanged. Melons are firmly held. Local crop of strawberries is not large.

DRIED FRUIT—Spot seeded raisins are rather higher. In other lines of raisins prices are unchanged. In Malagas and Valencias, new goods, prices will be higher than last season. Currants will also likely be higher. The spot market is unchanged. Peaches and particularly apricots are extremely high. Spot prunes are scarce and high, new goods will be quite cheap. Dates, figs and peels will be higher than last year. Onions are unchanged. Valencias, it is reported, will cost higher than last season.

SUGAR—The market is very firm. Every day the trade looks for an advance, but so far it has been delayed. Sales are good.

MOLASSES—Just fair spot business. Prices are firmly held. Fancy Barbadoes the chief stock here. Porto Rico a lighter stock than usual.

FISH—Salmon are still a fair catch, and prices are well maintained. There are few other fresh fish. There should be some shad, but they seem a thing of the past. Dry codfish, while still at full prices, are not ruling as high. Pickled herring in light supply, high figures still rule. Smoked herring are dull.

FLOUR, FEED AND MEAL—In flour, Ontario grades slightly lower, Manitoba brands are easy. Oatmeal is firm at the high prices. A fair sale. While cornmeal is unchanged, higher prices are expected. Beans, particularly Yellow Eyes, are low but except prime whites few are being offered from the west.

BACK FROM ABROAD.

P. C. Larkin, manager of the Salada Ceylon Tea Co., who with Mrs. Larkin and their daughter have been abroad for some five months, are now back in Toronto. During their stay they traversed Britain, France, Germany, Switzerland and Italy, but of all the countries visited, Egypt (it being their first visit there) in Mr. Larkin's opinion was the most interesting. "We went up the Nile," said Mr. Larkin to The Canadian Grocer, "from Cairo to Assouan, a distance of some seven hundred miles. When we started about the middle of February the thermometer registered at Cairo about 65 degrees, but as we went south the weather became warmer. The boats, which were excellent, did not run at night, and through the day they stopped at all interesting places. Egypt, south of Cairo, is simply two ribbons of cultivated land, each about two miles wide and seven hundred miles long, these strips being redeemed from the desert by the overflow of the Nile, and the consequent deposits of mud therefrom.

"As one goes up the river the desert is always in sight from either side, but the strips along the river's bank are most prolific, sometimes giving two or three crops annually of cotton, sugar and fodder. As you know, the Nile gets its water from the Abyssinian Mountains, the land of nearly perpetual rains. When the heavy rains take place in these districts, they drain into Lakes Victoria and Albert and thence into the White and the Blue Nile. In the months of July and August the river is a raging torrent, overflowing the land on all sides, after which it gradually subsides.

"Before the advent of the British there was scarcely any attempt made to supply the country with water in the dry seasons, but the system of damming and irrigation now carried on under the British auspices is wonderful. The dam at Assouan stretches across the body of the river, which is about a mile and a half in width, and contains numerous sluice gates opened and closed by machinery. When the Nile is in full flood the gates are open but when signs of subsiding are seen the gates are closed, and the water retained in a reservoir of great depth containing over a trillion cubic feet of water, which later is used for irrigation purposes, being carried through canals to the back country. Before this system of irrigation was built by the British only one crop per year was possible and for months human beings and animals suffered much distress from the want of water. Now there is always enough, and as years go on there will be plenty. Since the British have come into the country the abuses and disorders that were so prevalent have ceased. Of these abuses the 'corve' was one of the worst, a method by which the governments of the provinces supplied the general government with numbers of men to do public work without remuneration or keep. The 'bastinado' and many other evils that had long ruled in Egypt were also abolished. In fact, take it all in all, the British Government, through Lord Cromar, are ably carrying the white man's burden.

"The temples and monuments of Egypt —and they are many—show that the Egyptians were a mighty people at one time, and their conventional style of art (for they do not seem in their statuary or drawing to attempt to copy nature) is sometimes most beautiful. In architecture their columns and capitals are magnificent, and in appliances for removing heavy masses of stone and doing such work it is doubtful if they are equalled at the present time.

"Altogether we had a most pleasant trip and when I returned I found that the Salada Ceylon tea business for the first twenty-five weeks of this year had increased twenty-two per cent. over the corresponding period of last year, and when I tell you we had a 23 per cent. increase in 1905 over 1904 you can imagine that I came home well satisfied."

GROCER'S EXCURSION.

The Toronto Retail Grocers' Association will hold their annual excursion to Niagara Falls and Buffalo on Wednesday next, July 25, by the Niagara River Line. This promises to be the best outing the grocers ever had. The committee, who have done a lot of hard work, are: H. D. Kelly, C. T. Cootes, F. W. Johnston, D. McLean, J. S. Bond, A. Snyder, R. B. Snow, D. Bell, B. Panter, Geo. Riley, F. Thorn, V. Van Loon, D. G. Beaton, secretary.

NEW PACK SELLING WELL.

W. H. Millman & Sons, Ontario agents for the Old Homestead Packing Co., Picton, report very large sales of the new pack of canned goods, up almost, they say, to their limit of offerings. The quality maintained during the two years the firm has been established and their attractive label, Millman & Sons say, make selling easy.

THE WHEAT COMMISSION.

The commission for which $10,000 was voted last session by the Dominion Parliament to inquire into the inspection and grading of wheat, has been appointed as follows: G. E. Goldie, Ontario; L. McNair, Manitoba, and John Miller, Saskatchewan. The secretary is J. R. Boyle, Alberta.

QUAKER CANNED PEAS

We are now reaching the finish of this important line in canned goods. While the pack, through lessened acreage, is largely curtailed, never in the history of this firm has the quality equalled this year's pack. It is a magnificent pack in quality, entirely perfect and perfectly flawless. In past years we have packed a good pack of peas in quality, but there has always been some inferior goods crept into the pack that we did not think worthy of a Quaker label. This year, with a flawless pack, there has not been a single or individual can that is not worthy of a Quaker label. This is something unprecedented in our six year's experience in packing peas. In accomplishing this, nature has assisted us largely, the weather being cool and moist throughout the whole packing time. Nature did her part and we are pleased to say that we also did ours, so that we are in a position to say that we are now able to offer the consumers the finest pack of Quaker Canned Peas that we have ever packed since in business :: :: :: :: :: :: ::

The Packers of Quaker Canned Goods

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

Fearman's English Breakfast Bacon

THE FINEST LINE ON THE MARKET FOR OUT-OF-TOWN EXCURSIONS, SUMMER RESORTS, CAMPERS, OR FOR THOSE WHO STAY AT HOME.

PUT UP BY

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

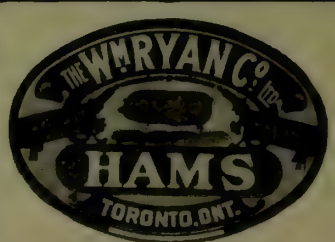
CORONA
BREAKFAST BACON STRIPS

Narrow (3 inches wide)
Thick - - - - - - - 14½c.

We Sell to the Trade Only.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

SEND FOR SAMPLE ORDERS
TRY OUR NEW BOLOGNA



LOOK FOR THIS LABEL

Hams, Breakfast Bacon, Eggs, Butter, Lard, Cheese, Sausage, etc.

Now, what do you need in the above?

You couldn't tell your "want" troubles to a better house than Wm. Ryan.

We put the "Ryan" label on all our HAMS and BREAKFAST BACON.

That tells you they are HIGH-GRADE.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

LOOK FOR THIS LABEL

PRODUCE AND PROVISIONS

YELLOW DOG'S BIG BARK

Puerile Attempt to Slander Canadian Meat Products—Syndicate Article Published Throughout the States Says Canada's Meats are Vile.

The dog with the fierce bark and no courage to back it is very like a silly syndicated article that has lately appeared in many American papers. The heading is "Canada's meats are vile," but in the article itself no facts to back up the assertion are offered. It is evidently an attempt to prevent the Canadian product being accepted instead of the badly discredited American output. The article follows :

"Ottawa, Canada, July 1. — When President Roosevelt opened out on the methods of packers in the United States, there was a great shout from all along this side of the line at the opening that would be made for the 'superior' product of the Canadian plants, and from the other side of the Atlantic came hurried cables with assurances that the British Government had stipulated all tinned meats for the army and navy should come from Canada. It seemed to be taken for granted that all Canadian packing establishments were models.

"But in a few days it turned out the packing business in Canada was not so superior as had been assumed. Suspicions led to a public demand for the appointment of municipal, provincial and federal inspectors. The capital, it was discovered, was being used as a dump for dressed meats rejected in other cities. In Toronto the provincial factory inspectors reported fertilizer plants working in close proximity to the plants where canned products, bologna sausages and meat puddings were made. Immediate action was urged.

"There was what the papers called a 'meat scandal' at Ingersoll, where the slaughtering apparatus, fittings and so forth were declared officially to be unclean. A herd of calves from one day to two weeks old was awaiting shipment to London, Ont., for canning, the product of which would have been entirely unfit for human food. At Winnipeg and elsewhere in Manitoba the conditions were such that the Government ordered an investigation of the provincial abattoirs.

"The Ottawa inspectors, in one week, confiscated unsound beef, pork, veal and poultry. A hog brought to By Ward market proved to be actually green from decomposition. It had been sold by a Russell farmer to a Montreal buyer, who refused to receive it on the ground that if he did so it would be rejected. The animal was taken back from the railway station to the farm, died on the way and was dressed for Ottawa. Previously it leaked out that a large dealer in hogs outside the capital was in the habit of feeding carcasses of horses dead of the glanders to his stock, and this stock was killed, dressed and put on sale in Ottawa."

CHEESE AND BUTTER BULLETIN.

The cheese markets are still advancing steadily week by week and British importers are buying right along at advanced prices in spite of the generally existing feeling of uneasiness.

The following is a quotation from a private business letter, received this week from London:

"Our market is not high enough as compared to Canadian quotations and many buyers still refuse to believe in present high rates, but are compelled to take goods, having no stock."

This is the keynote to the present situation, which, as far as current market prices are concerned, is undoubtedly an abnormal one. We have, however, repeatedly pointed out in these articles the underlying causes of this abnormal condition, first the new season started without any stock left over from last season, which forced buyers on to the new season's make at relatively high prices; second, the canned meats scandals appeared and while this curtailed the consumption of canned meats it increased the consumption of cheese; and third, from one reason or other the production of milk is less this year than last year.

Last week's figures of receipts of cheese and butter as supplied by the Montreal Board of Trade and as compared with the actual figures of exports, show a most flagrant lack of correctness. The members of the Montreal Produce Merchants' Association have for years tried to get the clerical staff of the Montreal Board of Trade to get the receipts more accurately. This is done on other exchanges in the U. S. and in Great Britain, but in Montreal we get nothing but imperfect and misleading reports.

According to these board of trade figures the receipts last week were 112,080 boxes of cheese and 35,447 packages of butter, against 119.103 boxes of cheese and 41,185 packages of butter for the same week of last year, or a total since May 1 of 764,077 boxes of cheese and 239.969 packages of butter as compared with 748,561 boxes of cheese and 278,664 packages of butter for the corresponding period of last year.

The shipments were last week 128,677 boxes of cheese and 19,640 packages of butter, against 99,084 boxes of cheese and 33,847 packages of butter for the same week of last year, or a total since May 1 of 778,292 boxes of cheese and 117,764 packages of butter, as compared with 685,928 boxes of cheese and 173,456 packages of butter for the same period of last year.

The export figures are absolutely correct and assuming the figures of receipts to be as nearly correct this year as they were last year, we find them to be on cheese 15,516 boxes more than last year and on butter 38,695 packages less than a year ago, while the exports show an increase of 92.364 boxes of cheese and a decrease of 55,692 packages of butter. As compared with last year this would mean a considerable falling off in the production of milk and also considerably less stocks of cheese in Montreal. Both these points may be taken as being correct, but above figures actually show the exports of cheese since May 1 to be 14,215 boxes in excess of the receipts, and how is it possible for us to ship what we have not received?

There has been a steady demand for fresh or unsalted butter at a premium over the salted article, so that the best creameries gradually drifted into the making of unsalted butter and the production of this increased beyond the natural demand, and lately the salted butter sold at a premium over the unsalted product. Saltless butter has a limited demand and is not fit for speculative or holding purposes. Salted butter is much better for this purpose. If carried in a right temperature it will not deteriorate like the saltless article and, as the latter is the more expensive for makers, it is well to encourage the making of fine butter salted 2 to 3 per cent. This article will always find a market, while if there is an overproduction of saltless butter it would have to be sold at a lower price.

In spite of the recent advance in prices for butter, cheese still remains the better paying product of the milk and recently a number of creameries have returned to the making of cheese.

OUR LONDON LETTER.

By Our Own Correspondent.

July 7, 1906.

The London butter market has continued on a steady basis. While the demand cannot be termed keen, it is yet sufficiently good to keep matters on the move. This is, of course, an uncertain

season as far as supplies are concerned, and both buyers and sellers are guided by a policy of considerable caution. Consequently the large supplies which have recently come to hand from Siberia have been very welcome, even though the uniform quality might have been better. A fair quantity of Australian butter has been delivered—more, indeed, than would have been expected at this time of year—and sales are being effected at a higher price. Choicest brands are fetching 102 shillings at most, and medium 96 shillings. The stocks of New Zealand butter on hand are very small, and consequently the market is against buyers, prices for best grades being as high as 108 shillings. Small quantities of Canadian butter continue to change hands, and although there is not very much doing in this direction on account of the earliness of the season, still such transactions as are made are in favor of sellers rather than of buyers. Best prices realized are in the region of 106 shillings, but the bulk of trade passes at 102 and 104 shillings. In Manchester, it is understood, the demand for Canadian butter has been thrown back by plentiful supplies of Irish creameries, but in Liverpool it is meeting with a speedy sale at from 102 to 104 shillings. Owing to the long stretch of hot weather on this side of the water, those retailers who are not blessed with suitable cold storage appliances have found it extremely difficult to keep the butter in good condition, and consumers have suffered in consequence. Ice is not too plentiful, either.

During the past few days there has been a steady demand in London for Canadian cheese, and large quantities have changed hands. In spite of general activity, however, stocks in warehouse continue to accumulate, owing to the very large supplies that have arrived from the Dominion. This is just as well, for up to the present there has been a steady reduction in the quantity held in warehouse. However, with something over 40,000 boxes delivered at this market, and 30,000 at Liverpool, stocks all round have been replenished just when they required it. Prices have not varied to any degree, choicest white making 58 shillings. Cable quotations from Canada are firm, and buyers are hesitating to close with offers until their course becomes more clear. Unfortunately, as in the case of butter, the hot weather is having a deteriorating effect.

There has been such a long period of depression on the Canadian bacon market here that it is a real pleasure to be able to report that a stronger tone is becoming apparent, and that an advance of 2 shillings has taken place during the past week. The improvement is not very great, but in view of the bad times just gone by, the merest turn for the better is more than welcome. Although it is known that Canadian packers are doing their best, without benefit to themselves, to cater to this market to the best of their ability, still it must be confessed that quality required a deal of improvement.

PROVISION SITUATION.

About stationary, fairly describes the present conditions in regard to hog products in Canada. The lament of packers about the high cost of the raw product continues unabated, but the competitive buying of hogs goes on. The prices f.o.b. country points range from $7.40 to $7.60, which means $8 or better at the factory. Some packers report a slightly larger receipts this week; others about normal or a little less. The market in Great Britain is steady. Everywhere, however, the domestic demand for pork products keep up and here again traders say prices have not reached a level commensurate with the cost of hogs.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There has been an advance of one-half a cent in pure lard and of a quarter of a cent in compound. This has been rendered necessary by existing conditions. Hams, too, have been advanced. Present rather high prices in hams and smoked meats generally have been made absolutely necessary owing to the scarcity of bacon hogs. Such a scarcity as the present there has not been for a long time. As it is packers must cover their costs, so that advances recently made cannot be considered other than justifiable.

Lard, pure tierces	0 12½
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb	0 09½
" " ½-bbl., per lb	0 09½
" " tubs	0 09½
Cases, 20 3-lb. tins, per lb	0 10½
" 12 5-lb. tins "	0 10
" 6 10-lb. tins "	0 09½
20-lb. wood pails, each	1 88
20-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb	0 17
Hams	0 15 0 16
Extra plate beef, per bbl	12 00 13 00

BUTTER—Prices were boomed at country points last week end, but their equivalent cannot be obtained on this market. There was a fair amount of trade doing for export last week, but with the increased cost the demand this week has not been as great as it might otherwise have been. Prices will likely remain steady at about current rates unless there is a further movement either up or down in the English market.

Choicest creamery	0 22 0 22½
Medium creamery	0 21 0 21½
Western dairy	0 17½ 0 18½

CHEESE — The cheese market has scored another advance, but trading is very slow so far at prices now being asked. It would appear as if we had about reached the summit, and while no radical decline is anticipated, the tendency is for easier prices, particularly so since we are having such a spell of hot weather, which affects the quality.

Ontarios	0 12½ 0 12½
Quebecs	0 11½ 0 11½

EGGS—Existing conditions are very unsatisfactory. The class of eggs arriving is anything but good. Dealers are not at all anxious, many of them, to do anything at present. The eggs now arriving are disposed of at anything from 15½c. to 17c. First-class selects are selling from 19c. to 20c., but supply is limited.

TORONTO.

PROVISIONS — Pork products, the dealers declare, are not yet on a parity with the price of hogs, and the advance continues. This week the move is in small and large hams and short cut. Despite the high prices the demand for cured meats is heavy.

Beef, however, is considerably lower, due to the arrival of grass fed cattle and a declining demand.

Long clear bacon, per lb	0 12 0 12½
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 12½
Small hams, per lb	0 15½
Medium hams, per lb	0 15
Large hams per lb	0 14½
Shoulder hams, per lb	0 11½ 0 12
Backs, per lb	0 17 0 18
Heavy mess pork, per bbl	22 00
Short cut, per bbl	23 50 24 00
Lard, tierces, per lb	0 11½
" tubs "	0 11¾
" pails "	0 12
" compounds, per lb	0 09
Plate beef, per 200-lb. bbl	12 00 12 50
Beef, hind quarters	8 00 9 25
" front quarters	4 50 5 25
" choice carcases	6 50 7 50
" common	5 50 6 00
Mutton	0 08 0 10
Yearling lamb	0 09 0 11
Hogs, street lots	10 25 10 75
Spring lamb	0 13 0 15

BUTTER—Prices are unchanged. The bearish feeling of a week ago has passed and receipts are being absorbed with a readiness that bespeaks the commission men's faith in the stability of the market. Since not much butter is going forward for export, considerable quantities must be going into cold storage. Two years ago a Western Ontario maker stored his entire output, 100,000 lbs., and made handsomely out of it. Last year he tried it again but did not do so well. Receipts continue undiminished, making up at this end for the late Spring. While some dealers are inclined to ask a cent more for creamery prints, prices are practically unchanged.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 20½
Dairy prints, choice	0 18	0 19
" tubs, choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—Prices asked here are from ¼c. to ½c. higher, in keeping with the movement at the cheese boards. "The increase is all going to the farmer; certainly none of it is coming to the middleman," said one of them yesterday. "Farmers in the dairy districts might wear gold buttons and not be extravagant."

	Per lb.
New cheese, large	0 12½
" " twins	0 12½

EGGS—Receipts of eggs continue good but the consumption is reported to be unusually heavy. The commission men stand ready to store all the consuming public doesn't want. Prices are unchanged.

Eggs (new laid)	0 18 0 19
" bakers'	0 16

ST. JOHN, N.B.

Pork held at full figures, there is little business. Beef is rather unsettled, but considered rather firmer. Lard is ruling lower, but is unchanged this week. Canadian is again supplying the trade. Smoked meats continue high. Refined compound lard continues a free sale. In fresh meats, light beef, in particular, is offered lower. Sales are not large. Veal is firmly held at full price. Lamb is firm and high, supplies being bought up

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

by United States buyers. Mutton dull. Pork unchanged.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb.	0 06	0 08
Western beef, "	0 08	0 09
Mutton, "	0 06	0 07
Veal, "	0 07	0 09
Lamb, "	0 12	0 14
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 12½	0 13½
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—Prices are unchanged. Quality must be the best to bring full figures or sell quickly.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 16

EGGS—Prices are held firm, just fair business.

Eggs, strictly fresh	0 20	0 25
" fresh	0 18	0 20
" case stock	0 16	0 17

CHEESE—High prices still rule. They are extreme for the season.

Cheese, per lb	0 14½	0 15

WINNIPEG.

BUTTER— Creamery is steady at prices quoted last week.

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 21
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " (western)	0 21

Local produce houses are paying 13c. to 14c. per lb. for dairy butter delivered in Winnipeg.

CHEESE—

Finest Ontario, large	0 12½
" Manitoba, large	0 12
" " twins	0 12
" " small	0 12

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies, 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 03½
" hocks, " "				0 04

EGGS—Produce houses are paying 17 1-2c per dozen for fresh eggs delivered in Winnipeg.

DAIRYING IN THE WEST.

The dairy branch of the Department of Agriculture, Saskatchewan, has completed arrangements for the first traveling dairy work in the province and the first class commenced on July 3. The work this season will be conducted mostly throughout the foreign settlements and the instruction is being given by a qualified dairyman who is assisted by an interpreter. The classes will extend over two months.

ANOTHER AMERICAN BRANCH.

The Cudahy Packing Co., of Chicago, are about to establish a branch at Toronto Junction, Ont., for the manufacture of beef extracts and other meat products. Their Ontario charter authorizes a capital of $40,000. The duty on beef extracts is 20 to 30 per cent.

NOTES.

Aylmer, Ont., has carried a $7,000 by-law to assist the establishment of a pork packing industry there.

Sir Thomas Lipton is said to be now backing a meat packing company to locate at Winnipeg instead of at Chicago, as originally intended.

The Western Canneries, Limited, is a new million dollar meat packing company being projected in the west. It is intended to locate first at Medicine Hat.

Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing, can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

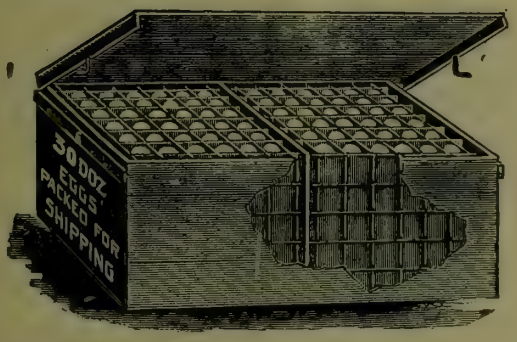
YOU DON'T HAVE TO ARGUE

the merits of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins when you pass them over the counter to your customers. The familar red wrapper and well known trade mark of the "RISING SUN" are instantly recognized by the consumer. Nearly half a century of successful experience, enormous plant and facilities with special machinery enable us to put up a large and attractive package of the highest grade stove polish that is right every time you sell it, with quality fully maintained.

Generation after generation of housekeepers have used our products and will have no other. You make no mistake in pushing RISING SUN and SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY

Galloway & Parnell, VANCOUVER

Supplied under Contract
to the
British and Indian Governments

For Salad or Pickles,

A ***good*** Vinegar is as essential as wholesome green stuff

Our Vinegar—White, Cottell's Pure Malt—

is 100 per cent. standard, with no adulteration, no acid: A perfect vinegar with natural flavor and aroma. Standing absolutely in the front rank. Its delicate bouquet gives the final perfecting touch to a salad. Let us mail you samples. Send us a card.

White, Cottell & Co., Warner Rd., Camberwell, S.E. London, Eng.

FLOUR AND CEREAL FOODS

Wheat is Lower and Again Approaching an Export Basis—Flour in Fair Demand—Crop Outlook Throughout Canada is very Promising.

Cereal interests throughout Canada and all that trade in grains, are awaiting the new crop. Domestic consumptive demand keeps the wheels of commerce moving, but not very rapidly. The decline in prices of wheat this week, too near an export basis however, seemed to interest buyers abroad, for it stimulated inquiry and Canadian millers took a good bunch of stuff on the head of it. All this relieved the tedium in the grain offices. In the flour trade, things are quiet, too. Cereal food products, wheat kinds especially, are in fair demand. A pretty good crop of hay is being gathered throughout Canada. Everywhere in the Dominion grain crops are promising, and in Southwestern Ontario cutting has begun.

A NEW CEREAL.

The Peterboro Cereal Co., manufacturers of Canada Flakes, will in the course of two or three weeks put another appetizing cooked cereal food on the market to be known as Corn Crisp. It will be a preparation from southern white corn, similar to Canada Flakes from wheat. Rolls weighing 500 lbs. are used to crush the wheat, the rolls to crush the corn will be 1,500 lbs., and the machinery is now being installed.

SHORT WHEAT CROP.

R. R. Dobell, manager of the foreign department of the Ogilvie Flour Mills Co., returning from abroad, predicts a shortage in the world's wheat crop of from 200,000,000 to 250,000,000 bushels. Russia and India, he says, will be short.

MILLION ACRES MORE.

C. E. McPherson, general passenger agent of the C.P.R. western lines, says the increase in acreage of prairie land under cultivation this year is a million acres and conditions were never before so favorable for a magnificent crop.

MONTREAL.

FLOUR—Good business in flour continues. Prices have not been changed since last writing, nor is anything new in quotations at present anticipated. Export demand keeps up, and brisk trade is being transacted. Locally millers report excellent general trade.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 70
Glenora	....	4 20
Manitoba spring wheat patents	....	4 70
" strong bakers	....	4 20
Buckwheat flour	2 00	2 10
Five Roses	....	4 70

FEED—There are no shorts obtainable. Demand for this line is good, but owing to the scarcity dealers cannot satisfactorily take care of the orders. Other lines are quiet.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	16 00	16 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

GRAIN—Grain is not very active at present. Business in most sections is very limited. Some dealers report very good demand for oats. Corn is quiet except for a little local business. There is nothing doing in peas.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 43
No. 3 white oats "	0 42½
No. 4 white oats "	0 41½
No. 3 yellow corn "	0 60
No. 2 peas, basis 78 per cent. points	0 80

ROLLED OATS—Since last report there has been nothing new in rolled oats. Business has been rather quiet on all sides. Prices are unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70
Choice boiling peas	1 00	1 10

HAY—Locally the hay market is practically unchanged since last week. Offerings are not very large, as farmers now working on their new hay find that hay will be short, and in consequence they are not anxious to dispose of their present holdings.

In the Old Country the market is very weak. Since last report prices have dropped considerably. Latest quotations from Liverpool are all the way from 53 shillings to 57 shillings c.i.f.

No. 1		10 00
" 2		9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO.

GRAIN—The decline has brought wheat pretty near an export basis and dealers are receiving enquiries from abroad. The millers, too, have waked up. They took considerable Manitoba wheat last week and are expected to do as well or better this.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1		0 81
" " " No. 2		0 82½
" " " No. 3, nominal		0 79½
Red, " per bushel. 78 per cent. points	0 78	0 79
White, " " "	0 79	0 80
Mixed, " " " "		0 79
Spring, " " " "		0 75
Goose, nominal " " "		0 75
Barley, No. 1, " " "		....
" No. 2, " " "		0 51
" No. 3x, " " "		0 48
" No. 3, " " "		0 46
Oats, white, " " "		0 38
" mixed, " " "		0 37½

FLOUR — Following the course of wheat the flour market has eased off some. The demand is just fair and here at any rate there is no talk of exporting at present.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags		4 50
" " No. 2, " "		4 10
Strong bakers " "		3 90
Ontario patents, No. 1, " "		3 65
" " No. 2, " "		3 50
Straight roller "		3 40

CEREALS—Quotations are unchanged. There is a fair demand for wheat products, and oats are quiet, the weather discouraging consumption.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal	5 05
Rolled wheat in boxes, 100 lbs.	"	2 40
" " 50 lbs.	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	4 50
" " " " " in wood	"	4 75
" " " " for broken lots	"	4 80

CEREAL NOTES.

Grain cutting in Manitoba and the west is expected to commence by August 12. Conditions everywhere are very promising.

It is said the Canadian Northern Railway expects to be carrying western grain to Hudson Bay in 1908 for shipment thence to Europe.

THE LAND OF COFFEE.

The year's deliveries of coffee in the United States, says the American Grocer, were 6,806,883 bags, of which 5,360,784 bags, or 78.75 per cent., were Brazil; 1,446,099 bags all other sorts. These figures show the preponderating influence of Brazil as a coffee producing country, and also how a crop failure there might send coffee to two or three times the present values. The outlook for 1906-07 is for total crops fully 2,000,000 bags below the world's requirements. If Brazil has an average crop, 10,200,000 bags, it will be all that present indications warrant.

CANADIAN MADE A PEER.

The Right Honorable William James Pirrie, who has recently been elevated to the Peerage in Great Britain, is a Canadian by birth, although the greater part of his life has been spent in Ireland. He was born in the City of Quebec in 1847, but while still a child went with his parents to Ireland, where at the age of fifteen he entered the shipbuilding and engineering establishment of Harland & Wolff. In 1874 he became a partner in the firm, and subsequently was made chairman, which office he still holds. He is perhaps better known in Canada by his connection with the Canadian Sugar Refinery, with which he has been associated for a number of years, than from his other commercial enterprises. The Right Honorable William James Pirrie was Lord Mayor of Belfast for 1896-97 and was nade a member of the Privy Council of England and Ireland in 1897, and high sheriff of the counties of Antrim and Down in the years 1898 and 1899 respectively. His home is at Devonshire House, Belgrave Square, S.W., Ormiston, Belfast. He is a member of the Reform Club, and of the Kildare street, Dublin, and Ulster, Belfast, clubs.

BUILDING IN THE WEST.

Building operations in Calgary during the past six months of this year totalled $821,235, not including permits for the Alberta Biscuit Co.'s factory and a new thousand-barrel flour mill.

In Edmonton the total is again a record, $727,510, almost as large as for the whole of 1905.

Henry Reuel, Waterloo, Ont., has sold his grocery business to Michael Ritzer. Mr. Ritzer has spent the past three years in the Brantford Institute for the Blind, where he gained a thorough business training. He took possession July 16.

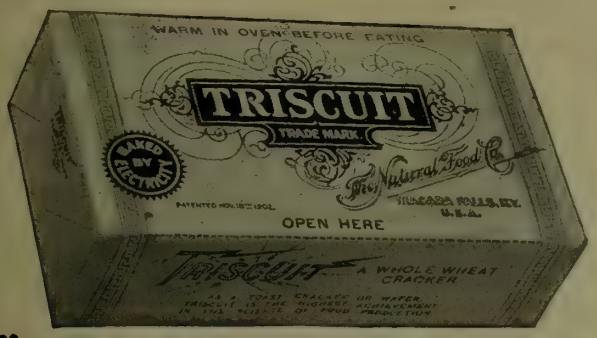
TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a " breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house-keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish cookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.



"It's All in the Shreds"

25c.

The new household package

CANADA FLAKES

is the best seller yet produced and must meet with your hearty approval.

A piece of fine decorated china enclosed in every package.

The regular retail value of this ware would be at least $1.50 per doz.

Your customers get the full value of this **FREE**, while we get in return the best advertising we ever undertook.

It will cost us many thousands of dollars, yet we are confident of the result.

HOUSEHOLD is new and a seller. Stock it accordingly.

24/25s. $4.90 in five case lots. Freight prepaid.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

774. Apples—A Newcastle fruit importer asks for communication with Canadian shippers.

775. Apples—A Newcastle fruit merchant desires communication with Canadian exporters.

776. Apples—A Newcastle fruit importer desires communication with Canadian shippers.

777. Apples—A Newcastle fruit importer desires communication with Canadian exporters.

778. Apples—A Newcastle fruit merchant asks to be put in communication with Canadian exporters.

779. Fruit—A large firm of Newcastle fruit importers desire communication with large fruit men in Canada.

780. Apples—A Newcastle fruit merchant desires to get in touch with exporters.

781. Apples—A large firm of Newcastle fruit importers desire communication with Canadian exporters.

782. Apples—A Newcastle fruit merchant asks to be put in direct communication with Canadian shippers.

783. Apples—A Newcastle fruit firm ask for correspondence with Canadian shippers.

784. Apples—A Newcastle fruiterer desires to be put in communication with Canadian exporters.

785. Apples—A large Newcastle fruit merchant asks to be put in correspondence with shippers of Canadian apples.

788. Flour—A Cardiff firm is desirous of getting in touch with a first-class flour milling company in Canada who can supply a good lower grade flour at a moderate price.

800. Broom handles—A large Birmingham firm wish to get in touch with a Canadian firm in a position to ship regularly in large quantities broom handles, etc.

801. Tinned Lobsters—A Birmingham firm wish to get in touch with a Canadian shipper.

815. Grain—A Hull grain importing firm desire communication with Canadian exporters.

816. Apples—A Hull firm of apple importers, requiring 500 barrels per week during the coming season, invite correspondence.

PIONEER GRAIN MERCHANT DEAD

Auguste Girard, one of Montreal's pioneer grain exporters, and one of the oldest business men in the city, is dead. Born in Marseilles, France, in 1828, the late Mr. Girard had a varied career during the seventy-eight years of his life. He emigrated to the United States at an early age, and there remained until 1860, when he came to Canada. Settling in Montreal, Mr. Girard was one of the pioneers in the grain exporting business. In 1870 he was associated with Hon. Louis Tourville, Hon. J. B. Renaud, and others. He it was who first exported Canadian rye to Belgium. He was the promoter of the first French line of steamships direct from Canada to Europe. Mr. Girard retired from active business some six years ago. He was the oldest member of the Corn Exchange, and was at one time vice-consul of France.

BALFOUR, SMYE & CO. OPEN.

The new firm of Balfour, Smye & Co. have opened the doors of its wholesale grocery warehouse in Hamilton, as successors to the old firm of Balfour & Co. The reconstruction of the firm, as a result of the dissolution of the Canada Grocers, has been under way since April 30, when the business was taken over from the Canada Grocers by Fred. T. Smye, St. Clair Balfour and Charles McIlroy. Each of the three was born in Hamilton and was trained in the wholesale grocery business there. Mr. Balfour has charge of all territory from Fort William to the Pacific Coast.

Mr. McIlroy will retain his traveling trip of the Niagara Peninsula, which he has covered for the last 18 years, and Mr. Smye will be the managing director of the new company.

Fire seriously injured R. A. Bartlett's grain and feed store, Sherbrooke, Que., July 11. The loss was about $10,000 and insurance $9,000.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

The ATLANTIC FISH COMPANIES
LIMITED

Combining and Comprising

LEWIS ANDERSON & CO., West India Exporters - - - Lunenburg, N.S.
HIRTLE, RAFUSE & CO., Vessel Outfitters - - - - - Lunenburg, N.S.
BLACK BROS. & CO., LIMITED, Manufacturers of Boneless Codfish - La Have, N.S.
WHITMAN FISH COMPANY, LIMITED, Fresh, Smoked and Pickled Fish, Canso, N.S.
EVITT'S FISH STAND, Frozen and Pickled Herring - Bay of Islands, Newfoundland

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LUNENBURG, N. S., June 30th, 1906.

DEAR SIR—

We beg to advise that we have purchased a controlling interest in the fish business of A. N. Whitman & Son, Canso, N.S., and have organized a new company to be known as the Whitman Fish Company, Limited, which will continue to develop the fresh, canned, and smoked fish industry so well established by Messrs. Whitman & Son in the past. All the Whitman fish products will be sold by our agents from the Atlantic to the Pacific, and the trade can feel assured of receiving the most prompt and courteous attention to orders in this as in all our other departments. The fame of Whitman's Canned Finnan Haddie, Mackerel and Halibut is known to the trade in every part of Canada. These fish are the best of their species, and we anticipate an ever-growing demand from season to season.

The Canned and Smoked Fish Department is not, however, the one in which we expect the most remarkable development. That is reserved for the FRESH FISH branch of the business. With the very best facilities for obtaining supplies of cod, haddock, halibut, mackerel and salmon, and for the transporting of the same in cold storage to all the principal cities of Canada, we are able to guarantee finest quality fish, prompt delivery and lowest market prices, and expect an immense development in every branch of sales.

During the past six months we have found a growing demand for "DUFF'S" Choice Grocery Herring, and in order to meet the wants of our customers, and supply the very best quality obtainable, we purchased one of the best known fishing stations in Bay of Islands, Nfld. At the Bay of Islands station we will handle nothing but herring, and will supply the trade of Canada with a most uniform quality, and satisfactory article. Our herring packages are barrels, halves and buckets.

The different departments of our business now include practically everything in the lines of salt and fresh Atlantic fish. We are glad to say that the demand for "HALIFAX" and "ACADIA" brands, put up in packages, gets bigger every month. Our trade for these has been obtained solely by selling an article of the very best quality. Those who have bought them once, want them always. We think the same practice with regard to quality will secure similar success for each and every one of our numerous products.

Thanking you for past favors, and soliciting your further orders, we are

Yours respectfully,

The ATLANTIC FISH COMPANIES, Limited

WILLIAM DUFF,
MANAGING DIRECTOR.

RASPBERRIES

We expect heavy arrivals this week.

Cherries
Red Currants
Black Currants
Gooseberries

ARE NOW IN PLENTIFUL SUPPLY

New Verdilli Lemons
Late Valencia Oranges
Bananas

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

CALIFORNIA
Peaches, Plums and Prunes

Texas Elberta Peaches
Watermelons
Cantaloupes

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Good Averagé Canadian Fruit Crop—Importation of Vegetables About Over for the Season—Price Fluctuations — Fish Market Steady.

Judging by results thus far and present indications, the Canadian fruit crop of 1906 will be regarded as a good average with the exception of a light yield of strawberries and in Ontario a failure of plums. The scarcity of strawberries in Ontario was accentuated by the demands of the canners, who wanted an early product to send into the Northwest. The raspberries are now trying to fill the void left by the strawberry shortage and the task seems a little more than the crop, though a good one, can overtake and take care of the ordinary demand as well. Montreal also is reported a heavy consumer of Niagara fruits this year.

The cherry crop is panning out well, but there is a heavy demand and prices are well maintained. A lower level is not looked for except during a momentarily glutted market. The currant crop, red, white and black, is good. California fruits are arriving in car lots, but low prices are not looked for this season.

The Ontario peach outlook is encouraging and a good crop of all varieties is anticipated. Lawton berries also are a good crop.

The watermelon crop in Georgia and Florida is reported to be short 60 per cent. of the average, but it may be just a little late. It is a somewhat uncertain quantity and the price has been known to drop in a week from $120 to $20 a car. At present the price is $100 to $120 a car and at this time last year it was $50 to $70. The quality of the fruit is excellent and the demand larger than ordinary despite the price.

Lemons, importing brokers declare, are going higher.

Canada is feeding on its own vegetables now. There are still some importations of tomatoes, celery and cucumbers, but it is not heavy. The demand everywhere is good and supplies are none too large.

The fish trade is steady and seasonable.

FRUIT GROWING IN THE WEST.

J. O. Killough, of Fairville, ten miles northwest of Pense, Sask., has 5,000 growing fruit trees. An orchard of 1,000 trees planted five years ago is doing splendidly. Some of his experiments are of great interest. He has made a great success of grafting white and black heart cherries on to the wild red cherry stock of the country. Trees thus grafted are bearing as prolifically this year as the natural stock. Plums, too, are doing remarkably well, especially the Desoto plum. As to small fruits, Mr. Killough has gone in heavily for raspberries, currants, gooseberries and the like, and expects that they will do well.

"Can you make a commercial success of fruit growing in your district?" Mr. Killough was asked.

"Well," he replied, "I did not go into it for that purpose, but I am quite certain that it can be made a commercial success. Of course, our fruits will never rival those of Ontario in quality, except perhaps berries, but fruit growers here have an enormous initial advantage in the saving of heavy freights and in being able to put their product on the market in first-class condition."

TO SHIP LIVE FISH.

Messrs. Siemens & Halske, Berlin, are constructing railway cars for the conveyance of live fish out of water. German chemical experts have discovered that fish remain alive in the air as long as their gills are damp, and have invented compartments in which the fish are supplied. Experiments have shown that fish can be kept alive in this manner for three or four days.

MILD CURED SALMON.

The mild curing of Spring salmon on the Pacific Coast has assumed large proportions this year. There have been twenty-six traps on the south shore of Vancouver Island. The salmon is barreled and shipped to Germany where the demand is far in excess of the supply.

FRUIT IN THE NORTH.

C. W. D. Clifford, M.P.P., of British Columbia, reports a new fruit district on the Skeena River in the northern section of the province to be approached by the Grand Trunk Pacific.

APPLE CROP ONLY MEDIUM.

Only a medium crop of apples is now looked for in Ontario this year.

A grower near Nelson, B.C., this season cleared $3,500 from a 3 1-5 acre patch of strawberries, says the Nelson News.

OKANAGAN FRUIT.

Western Editor Tells of Great Development in the Garden of the Rockies.

J. Forsyth Smith, editor of the News, of Vernon, B.C., centre of the Okanagan Valley fruit district, in an interview during a recent trip east stated that within the past few years a great change had come over the Okanagan, as a result of the large influx of population into the district from the Northwest Territories and Manitoba. The large holdings, which formerly retarded settlement, had nearly all been cut up into ten and twenty acre lots, which were now

finding a ready sale, every train bringing in well-to-do farmers who had made a comfortable stake in the prairie country, and were now looking about for a pleasant retiring place.

The Coldstream ranch, Lord Aberdeen's splendid fruit property, five miles from Vernon, had been of the greatest value to the Okanagan in advertising extensively its possibilities as a fruit-growing country, and in carrying on the necessary preliminary experimental work of which newcomers reaped the advantage. The ranch, which had recently passed into the hands of a limited company, comprised some 13,000 acres, of which 2,000 were under cultivation, 200 being set out in fruit, comprising pears, plums, prunes, cherries, etc., of the finest quality and flavor. The Coldstream annually shipped out from 350 to 450 tons of its own fruit, while in the past it had purchased and sold another 200 from the neighboring growers.

Mr. Smith stated that last year, for the second time, the first prize gold medal of the Royal Horticultural Society went to British Columbia in competition with the best fruit districts of the British Empire. In this exhibit the Okanagan was well represented. At the same time the Royal Horticultural Society awarded eight silver gilt medals to individual exhibitors from British Columbia. Of these five were from the Okanagan.

Questioned as to profits in the fruit business, Mr. Smith stated that last year the Coldstream received $10,875 net from a twenty acre orchard of 12-year-old Northern Spies. John Gummow, of Peachland, received at the rate of $300 an acre for peaches on the trees, the shipper taking all care of the fruit from early Spring till maturity and accepting all risks of marketing. The net proceeds of an acre of apple trees, which have reached maturity, should be not far from $200 an acre, while strawberries may produce from $345 to $400 an acre.

A very large number of fruit trees had been set out in the Okanagan during the past year, and a total of nearly 200,000 could be no very great exaggeration.

MONTREAL MARKETS.

GREEN FRUITS.—Very good trade has resulted from the exceedingly warm weather we have been having. All lines are in good demand. Peaches have been advanced to $2 since last quotations, while pineapples are also higher. Strawberries are becoming scarce, and are now quoted at 14c. New lemons are offered at $4.50. New apples in half bushel baskets are also on the market. Raspberries this week are quoted at 13c. Lemons are enjoying good sale. It is thought in some quarters that the price will go up one dollar at least if the present hot weather continues for another week or so.

Late Valencia oranges, per box		5 50
Dates, per lb		0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100		3 40
Pineapples	3 50	3 75
Apples		7 00
New apples, half bus. baskets		1 25
Old lemons, per box		3 50
New lemons		4 50
Limes, per hundred		1 25
Peaches, per box		2 00
Plums, "	1 75	2 00
Canteloupes, per crate		5 00
Watermelons, each	0 30	0 35
Cherries, per basket	1 00	1 50
Jamaica oranges, per bbl		5 50
Egyptian onions, per 112-lb. bag		1 75
New strawberries, per small basket		0 14
Blueberries, 22 quart boxes		3 00
Raspberries, per box		0 13
Jamaica grape fruit, box		6 50

Elberta Peaches

Finest Quality in ½-bushel baskets, also 4-basket crates—**Extra Fancy Trade-Winners**—selling now very reasonably.

Bananas, Oranges, Lemons Watermelons

We carry only the best goods, and solicit your business.

WHITE & CO., LIMITED

Branch at Hamilton **TORONTO**

IN "MY DIXIE LAND"

The watermelon is ripe and ***JOHNSON BROWN CO. OF ALBANY, GEORGIA,*** can execute your orders quickly and satisfactorily.

We invite jobber's enquiries

W. B. STRINGER & CO., - Sole Agents - Toronto

CANADIAN RASPBERRIES and CHERRIES

Next week will be the big week in Raspberries and Cherries, so get busy and send in your orders for canning. ***Watermelons, Bananas, Lemons, Etc.***

THE F. T. JAMES COMPANY, Limited

76 Colborne St.
33 Church St.
TORONTO
Wire, Phone, or Mail your Orders

CALIFORNIA FRUIT, PEACHES, PEARS, PLUMS

We can handle your consignments of fruit or produce.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

PINEAPPLES

In Beautiful Condition. **18s, 24s, 30s, 36s and 42s.**

HUGH WALKER & SON

ESTABLISHED 1861 **GUELPH, ONT.**

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.,

VEGETABLES—Trade in vegetables during the week has been quite active. From nearly all quarters there has been a good steady demand. New vegetables are now obtainable for more reasonable prices and trade in consequence is more brisk. Green peas are now quoted at $1 per bag. New beets are much cheaper than they have yet been, being sold at 50c. a dozen. New carrots are selling from 15c. to 25c. per dozen. Turnips are obtainable now at a very reasonable figure.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches	0 35	0 40
Sage, per doz	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Montreal cabbage, per doz	....	0 90
Tomatoes, bus. crates	2 25	2 50
Red onions, brl	3 00	3 50
Turnips, bag	....	0 75
New turnips, per doz	0 25	0 50
Water cress, per doz	....	0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 40	0 50
New potatoes, per bbl	3 75	4 00
Carrots, per bag	0 75	1 25
New beets per doz	....	0 50
New carrots, per doz	0 15	0 25
Wax beans, per bag	....	1 00
Green beans, per bag	....	1 00
Canadian asparagus, per doz	3 50	4 50
Green peas, per bag	....	1 00

FISH—Fairly good business is being done in fish at present. Demand is very good in most sections, although trade is slow in some quarters. Fresh salmon is scarce now, since the season is nearly over. Gaspe salmon have been advanced to 14c. Fresh halibut and steak cod are plentiful and very good trade is being done in these lines. Pike and dore as well as other lake fish, are scarce. New skinless cod and boneless cod is arriving daily.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 8
" grass pike " "	0 07
Lake trout " "	0 08½
Whitefish " "	0 08½
Weakfish " "	0 08
Brook trout " "	0 20
Dore, per lb. "	0 10
Gaspe salmon "	0 14
Fresh mackerel "	0 08
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddocs, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards, per imp gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, favorite, 1 and 2-lb. bricks	0 06
" fish, 1 and 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Grocers and Fruit Dealers, what about those Raspberry Orders?

I have a big acreage this season and am ready now to book orders for

RED AND BLACK

RASPBERRIES

I don't know whether or not I supplied you last year.
But you certainly want to communicate with me before you order Raspberries this season.

"E. D. S." Brand Jams, Jellies, Sealed Fruit in Glass are absolutely pure.

E. D. Smith's Fruit Farms, Winona, Ont.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &ª
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

ONTARIO MARKETS.

GREEN FRUITS—This week brings the flood tide of the cherry crop in Ontario. Raspberries are coming on in large quantities, but the short crop of strawberries seems to have thrown the demand to later variety and the supply is scarcely equal to it. Watermelons are arriving from the south in quantity, but the price continues firm. Texas peaches are beginning to arrive. Valencia oranges are a shade easier.

Oranges, late Valencias, 96's, 112's, 288's	5 00	5 75
Lemons, Messina, 300's 360's, per box	4 50	5 00
Limes, per crate	....	1 25
Apples, new harvest, per bush	....	2 50
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 35	2 25
Red bananas per bunch	2 20	2 50
Red currants, basket	0 65	0 85
Raspberries basket	0 09	0 10
Pineapples, Floridas, 24's to 30's	3 25	3 50
Cherries, eating, per basket	1 15	1 50
" cooking, per basket	0 85	1 00
Gooseberries, per basket	0 65	1 25
Plums, California, per crate	2 00	2 25
Apricots, " "	2 50	2 75
Peaches, " "	1 50	1 75
Pears, eating, ½-box	2 00	2 25
Texas peaches, 4 basket crates, per crate	1 35	1 50
Watermelons	0 40	0 45
Cantalopes, per case	5 00	6 00
Blueberries, per basket	1 40	1 50
Black currants, per basket	1 00	1 25

VEGETABLES—This market is bare of old potatoes, and the new ones are still $1.25 a bushel. The range in Egyptian onions has widened considerably this week. Tomatoes are still being imported, but the Canadians will commence to arrive very shortly. Celery is beginning again. The Michigan variety is quoted at 50c. a dozen and the Canadian at 60c. to 75c.

New potatoes, Ontario, per bus	....	1 25
Onions, Egyptian, per sack 100-115 lbs	1 00	2 25
" green, per doz. bunches	....	0 12½
Cabbage, new Canadian, per doz	....	0 50
Wax and green beans, per bush. hamper	....	1 25
Green peas, Canadian per basket	....	0 40
Beets, new, per doz. bunches	0 20	0 25
Carrots, Canadian, per doz. bunches	0 20	0 [illegible]
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per doz	1 25	1 50
" per hamper, 5 to 8 doz	1 75	2 50
Mushrooms, 1-lb. boxes, per lb	....	0 75
Asparagus, per doz. bunches	0 75	1 00
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 [illegible]
" Lima, per lb	....	0 07
Tomatoes, Texas, Mississippi, 4 basket crates	1 35	1 [illegible]
" Jersey, per bushel	2 25	2 50
Rhubarb, 1 doz. bndls	0 20	0 25
Spinach, bush	0 25	0 40
Watercress, per doz. bunches	....	0 25
Egg plant, per doz	....	1 55
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, new per doz	0 35	0 50
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 25	2 00
Celery, Michigan, per doz. bunches	....	0 50
" Canadian " "	0 60	0 75

FISH—Prices continue here at last week's quotations.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 09	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium, per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20

FRUIT AND VEGETABLE SALES.

At a fruit auction in Montreal July 16 several cars of fruits and vegetables were sold. Peaches and pears in one car brought from $1.40 to $2 for the former and from $1.50 to $2 for the latter. The first car of Bartlett pears sold this season brought from $3.65 to $3.90. Two cars of Jersey tomatoes were disposed of at prices ranging from $1.85 to $2.15 per crate. Canteloups sold at $3.

IF YOU SELL IT MEANS

MELAGAMA

THAT YOU HAVE SATISFIED CUSTOMERS

QUALITY UNSURPASSED

Our Prices Will Suit You. *Write* **MINTO BROS., TORONTO**

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

King Oscar Sardines

most delicious for

A DAINTY LUNCH

Follow up the poster advertising by a display.
Ask your wholesaler for an advertising card.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

Canadian Selling Agents

HAMILTON, - - - CANADA

WILLIAM GALBRAITH & SON

68 McGILL ST., MONTREAL

WHOLESALE GROCERS

Offer 200 Chests Fine Pekoe Souchong - - at 11½c.

Sole Agents in Montreal for

"CANADA'S PRIDE" CANNED GOODS

The Best in the Dominion.

Where the Quality Dwells on High

the trade is a sure thing. No one has been able to make better Jams and Marmalades than

SOUTHWELL

No one has had reason to find fault with **Southwell's** goods.

They **suit** the **King**.
They'll **suit** your **customers**.

Ask us to send you "Special Proposition."

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

IT IS ALWAYS THE SAME

Mott's Chocolate

The highest standard of purity adopted by the makers has not varied throughout the years, and to-day

"DIAMOND" and "ELITE" Brands of CHOCOLATE

are the grocer's guarantee of safety and profit.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. R. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUIT MAKERS TO THE WORLD

W. & R. Jacob & Co's Big Factory in Dublin, Ireland—Modern Conditions of Labor.

It will be information to a great many people in Canada to read that in the W. & R. Jacob & Co. establishment in Dublin the Irish capital has one of the largest biscuit factories in the world, and likewise one of the most up-to-date as to plant, equipment and organization. Apart from its size and the fact that it gives constant employment to upwards of 2,000 hands (even this number being largely increased at certain seasons) this factory is interesting as affording a convincing refutation of the too prevalent belief that there is no longer scope in Ireland for manufacturing enterprise.

Half a Century Ago.

W. & R. Jacob & Co. established themselves in 1851 in a building occupying a small portion of the present site, without any mechanical equipment to speak of, and with a total force of employes not exceeding forty. Not a single year has passed in which some material alteration or addition has not been made to the plant. The total premises to-day cover an area of several acres. At the present time there is nearing completion a substantial six-storey building which contains several times the floor space of the entire original premises. From the enormous increase in the productive capacity of the plant indicated by the foregoing contrast, it may be readily inferred that the market for the firm's products has been commensurately widened. From the purely local patronage with which the business began, the firm's products are to-day regularly exported to all the important British colonies and to foreign countries. It is gratifying to know that wherever they go they favorably advertise Irish manufactures.

Biscuits by Machine.

The machinery used in biscuit-making, as illustrated by an up-to-date factory like that of W. & R. Jacob & Co., is much more complicated than that used in breadmaking, and differs largely in the principles of construction. In the first place, the dough is not kneaded, but the flour and other ingredients are thoroughly mixed in an iron cylinder fitted with revolving knives instead of arms.

From this machine the dough passes to a "brake" or rolling machine. Here it is passed several times under a roller with heavy pressure, thus gaining the required texture. From the rolling machine the dough, which is now in the form of a sheet, is transferred to the cutting machine, where it is again rolled, this time to the exact thickness desired, which is frequently not much greater than that of cardboard. From the roller the thin sheet passes along the machine to the heavy gun-metal stamps or dies which automatically cut out a large number of biscuits at a time, stamping the figure or name as well. These biscuits and the remaining scraps of dough are ingeniously separated, the latter being carried from the machine on a moving cloth band and the former being automatically conveyed to wire frames, on which they are placed in the oven.

Never Stop in the Ovens.

Through these biscuit ovens, which are nearly 50 feet in length, the frames containing the biscuits are carried on an endless moving chain, the speed of which may be regulated. As a rule, it takes from 7 to 12 minutes for the actual baking, depending on the character of the biscuits.

Any attempt to estimate the number of the hot, crisp, and dainty biscuits that emerge from the ovens in the course of the day is simply bewildering. For instance, each of the wire frames or pans that are carried through on the moving chain will hold on the average 63 biscuits, and the oven is wide enough for three of these pans placed side by side, making 189 biscuits delivered every time a row of pans leaves the oven. As the pans emerge from the oven in an unbroken stream, and as fast as they can be carried away, and as a number of ovens are in constant use, millions are produced every twenty-four hours.

Present Factory of W. & R. Jacob & Co., Dublin, Ireland.

Multitude of Varieties.

The variety of cakes, biscuits and wafers manufactured is as astonishing as the enormous quantity, and it is difficult to imagine how palates which are alike the world over can exhibit so many different tastes. When the biscuits leave the oven they are delivered to the girl packers, who examine them, rejecting any that are in the least imperfect, and with deft fingers neatly place them in packages. The brake, or rolling machine,

the automatic cutting machine, the ovens, and the packing room are so placed that there is no loss of time or labor in the transition from stage to stage.

Related Industries.

In the meantime, a score of other operations, not directly connected with biscuit-making, are being carried on. In one large department scores of hands are busily making the tin canisters in which the biscuits are packed for export; in another the cartons or cases are prepared; in another department, which contains a printing plant, the labels, etc., are printed; in the fitting shop all repairs to machinery are made, and special machines of exclusive pattern are designed and constructed.

Economy of Production.

A striking illustration of the economy of production resulting from the manufacture of biscuits and cakes on a large scale is afforded by the correspondingly enormous quantities of material used. In the large factory to which particular reference has been made, tons of sugar, fruits, flavorings, and other ingredients, and scores of cases of fresh eggs are always in store. It is certainly no exaggeration to say that in such large quantities a factory-made cake or biscuit may be delivered to the consumer at actually less cost than the bare ingredients would amount to if purchased in the ordinary retail way.

Improved Conditions of Labor.

But even more striking than the improvement in the methods and processes which has marked the baking industry in recent years is the improvement in the conditions under which the industry is carried on. In this respect Dublin's extensive biscuit and cake factory is again a forward type. Every effort has been made not only to conserve economy of production, but also to provide for the comfort and physical well-being of the operatives. The factory is provided in every department and in all floors with complete sanitary arrangements, and is throughout perfectly ventilated and lighted.

The comfort of the workers has been considered in other ways. Complete restaurants are provided at which substantial and wholesome meals are served at cost price. There is a large swimming tank in which forty men may be accommodated. A roof garden, a recreation room provided with a piano for the girls, and other lesser evidences of Jacob & Co.'s thoughtfulness are among the factory's features. The advantages afforded by these improved conditions of labor are shared by the employer and the general public. The former gains a direct benefit in increased efficiency, and the latter in obtaining an article made under the best attainable sanitary conditions. It may be thought that too much importance has been attached to this feature, but such can scarcely be the case. Although the old hand processes have been largely replaced by automata of iron or steel, there is still room for human hands to make or mar, and the product that results from their labor must bear the impress of those who fashioned it.

Mr. Chas. E. Jacob recently visited the chief cities of Canada in the course of a trip around the world in the interests of his firm. Mr. Jacob expressed himself as pleased with the prospects in Canada and has arranged for a more aggressive campaign on this market.

FLY TIME.

A sticky pad covered with dead and sickly flies is not an appetizing thing in the store. The flies must be put out of business, but there are ways more pleasing to the sight than the fly pad route. Flies do not like a cool store, and there are many things that can be done to lower the temperature. An awning is good, and a sidewalk regularly wetted is good, in the hot weather. It is not considered advisable by some to wet the floor of the store, but the outside can be well soused with water to good effect. Of course there are some confections that would attract flies to the north pole, but a campaign of coolness and protection by silent salesmen, etc., will do a lot to remove these pests. This is a hard season of the year to keep the confectionery department looking attractive, but that is all the more reason why special efforts should be made to do so.

NATIONAL LICORICE CO.

The National Licorice Co., represented by R. S. McIndoe, Toronto, has declared a dividend of 1½ per cent. on the common stock, payable July 7 to stock of record of July 5. This is an increase of ½ to 1 per cent. over the dividend paid at this time last year.

Merit absolutely incontrovertible is the leading characteristic of

"Eagle" Condensed Milk

BORDEN'S

"Peerless" Evaporated Cream Unsweetened

BRANDS

BOTH BRANDS THE STANDARDS FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, - - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

OUR SKILL

is your safeguard. We make

SHIRRIFF'S FLAVORING ESSENCES

in the very best way and don't forget to use the very best ingredients. Thats all! Is that sufficient to draw an order from you?

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

YOUR CUSTOMER

May not know that
COX'S GELATINE
has been on the market for sixty years.
If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.
Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

UPTON'S

Jams, Jellies
and
Orange Marmalade

are easy to sell.

Praise Where Praise is Due.

There would be no need to enlarge our factory if

hadn't "taken."

The additions now being made are the second in two years.

Speaks well for the makers of

Perfection Cream Sodas

and the sagacity of the people.

"Perfections," unlike Prophets, are not without Honor in their own country.

Don't let your supply of "P.C.S." run down.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

DIAMOND
Brand

MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada.

Boys Will Be Boys

Cigars Will Be Cigars

Boys will be boys if **they are boys.** Cigars will be cigars if **they are cigars.**

My brands are real, honest-made, delightful tasting cigars with reputations, as good and as big as the Dominion.

Just at this time I am offering a 500 assortment of cigars (**Pebble** and **Pharaoh** in the lot), in order to start the cigar business going in **your** store.

You may have said the "1,000" offer was a little too large, but the "500" offer must be "just right."

J. BRUCE PAYNE, Limited, Mnfrs.

GRANBY, QUEBEC, CANADA

T. & B. is a good tobacco. Smokers will tell you that.

T. & B. is a low-priced tobacco. We will prove that.

T. & B. is the ideal tobacco for a grocer to carry. Facts prove that.

T. & B. will build up a good trade for you. Any grocer will tell you that.

Do You Keep This T. & B.?

THE GEO. E. TUCKETT & SON CO., LIMITED

HAMILTON, CANADA

TOBACCO AND CIGARS

Native Tobacco Industry Expanding—Equal to Imported Weed—Experimental Farm Needed—All Grades Can be Raised.

Last year over 3,000,000 lbs. of tobacco was handled in the district around Leamington, Ont. It is only a few years since this industry took hold in Ontario, but to-day the returns that accrue from its cultivation amount to a large sum. For many years a very small acreage was all the evidence given to show that tobacco could be raised in that part of Canada. It was raised by a few for their own use, and in this way the production has grown to such an extent that it is now one of the future crops of Canada. Even in old Kent County the farmers have come to the conclusion that the returns from tobacco growing "listens well."

Those who have successfully grown tobacco in Ontario have gained their knowledge of its culture by experience, but the industry has grown so large and so many are taking it up that technical education from an experimental farm would be a boon to those engaged, or about to become engaged in the work.

All grades are now grown in Ontario, from pure Havana leaf down to the most ordinary stuff. Soil has a lot to do with the quality, but skill in raising and treatment also plays a prominent part. The best of the native tobacco finds a ready market in Canadian cigar factories, who find it quite equal to any imported leaf.

EXPERIMENTAL TOBACCO FARM.

The member for East Lambton, J. E. Armstrong, in the House of Commons the other day suggested to the Minister of Agriculture that the experimental farm system be extended by establishing stations for tobacco growing in Southwestern Ontario. The minister intimated that he had the matter under consideration.

THE MAKING OF CIGARS.

In the course of a write-up of one of the large United States cigar concerns, the Scientific American describes the process of manufacture from the field to the finished product. It says in part:

Although we are a nation of smokers, many will learn with a shock of surprise that the annual estimated expenditure in this country for cigars alone reaches the stupendous figure of $300,000,000. It must be admitted that an industry whose total revenue is written in nine figures possesses an interest which demands for every question affecting it the most thoughtful consideration.

The present article deals with the technical side of the cigar industry, and it will be shown that in the manufacture of this, as of many another familiar luxury of our modern life, there is involved a variety of delicate processes and a range of technical skill far greater than the average citizen would suppose. Ask the man on the street if he knows how cigars are made, and he will probably tell you that he does, having frequently watched the process in some one or other of those shop-window exhibitions, which form a favorite method of advertising. Yet it is a fact that if the cigar is being carefully and properly made, the man who rolls it is merely performing the last operation in a succession of carefully considered and carried out processes, which will extend over a period which must be measured by months and, in the case of some brands of cigars, even years of time.

Although the methods by which the cigar leaves are rolled up into the cigar and covered with the wrapper are, except for the introduction of cigar-making machinery, the same to-day as they have been from time immemorial, there has been great progress made in the art of preparing the leaf for the cigar roller, and this is particularly true of the company whose plant forms the subject of the accompanying illustrations. In fact, if they were asked to indicate where they had been enabled to make the greatest advance in the art of cigar manufacture, they would undoubtedly point to their large stemmeries, located chiefly in the moist southern climate, where new and elaborate methods have been introduced for subjecting the tobacco leaf to a thorough curing and blending process, intermediate between the curing at the leaf houses and the working up into the finished cigar. Broadly speaking, all cigars may be divided under three heads, according as they are imported cigars, domestic cigars, and little cigars. The term imported cigars is universally recognized as applying only to those which are made in Havana. As the strictest laws are enforced against the importation of tobacco to Cuba, it follows that all genuine Havana cigars are made of Cuban tobacco. For the birthplace of the cigar we must go to Havana, Cuba, and for centuries the word Havana has stood for the highest quality. The Havana Tobacco Company controls 260,000 acres of the best tobacco lands in the Vuelta Abajo district, and they have twenty-five factories in Havana. Here Havana cigars are made in all grades, from the cigar which may be purchased on any stand at two for 25 cents up to the most expensive brands which, if bought at retail, would cost about $2 apiece. The high quality of the most expensive Havana cigar is due to the very careful selection of the tobacco—tobacco which is grown in limited quantities in specially favored districts; secondly, to the perfect curing and blending of the leaf and to the high wages which are paid to the best cigar makers; and lastly, to the fact that in making the most expensive grades, these men are allowed to take all the time they consider necessary.

(Continued in our next issue.)

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

McDOUGALL

Insist upon having them.

D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

YOUR PROFIT IS ASSURED WHEN YOU SELL

MACLAREN'S IMPERIAL CHEESE

No loss in weight—No variability in quality— always the same, always the best.

RETURNED
AUG - 2 1906
To Owner
at Booth 53
Page 29
d.a.w.

KEEP IN A COOL PLACE DURING HOT WEATHER

The sale of MacLaren's Imperial Peanut Butter is increasing by leaps and bounds—No modern picnic is complete without it, indespensable to the camp and cruise.

RETURNED
AUG - 2 1906

IMPERIAL
PEANUT BUTTER
IMPERIAL PEANUT BUTTER, BEING MADE FROM
SELECTED PEANUTS CONTAINS ALL THE NUTRITIOUS
ONE NUT. IT IS HIGHLY RECOMMENDED BY PHYSICIANS
AND CONNOISSEURS AS A PERFECT FOOD ESPECIALLY
TABLE FOR PICNICS, LUNCHEONS CAMP OR CRUISE
IMPERIAL FOOD CO.
DETROIT, MICH.
TORONTO

MACLAREN IMPERIAL CHEESE CO., Limited

TORONTO

DETROIT, MICH. NEW YORK, N.Y. BOSTON, MASS. CHICAGO, ILL.
PHILADEPHIA, PA. SAN FRANCISCO, CAL. WOODSTOCK, ONT. LONDON, ENG.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 19, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5-lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 10 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 15

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.	$ .90
1 " " ¼ " "	"	2 40
½ " " ½ " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 5-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1 lb. pkgs	22c.
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 35
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 25-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents
53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

¶ August 3rd issue of THE CANADIAN GROCER will contain a SPECIAL REPORT OF THE CONVENTION of the Retail Merchants' Association of Western Canada, to be held at Winnipeg, July 26th and 27th.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

Braid's Best Coffee
IS THE BEST

We don't want you to judge it by what we claim for it, but by actual test.

Give it a trial
It sells on merit

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5 cent packs. to the box	$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5-cent. pkgs. to the cartoon	per cartoon 2 10

Infants' Food

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08⅞
½-bbls.	0 09⅛
Tubs	0 09⅛
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09⅝
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 30
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

The "Precise" Housekeeper

Many grocers entertain a sort of dread of this exacting person, who possesses a precision of taste most difficult to gratify.

No guess work in their selection of goods.

Now, our goods are graded and classified to the precise taste of every precise housekeeper.

The grocer who handles

WOOD'S COFFEES

will be able to meet these particular patrons with some brand whose fine aroma, richness and delicate taste will certainly delight them, put him at his ease, and "put money in his purse."

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
3-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

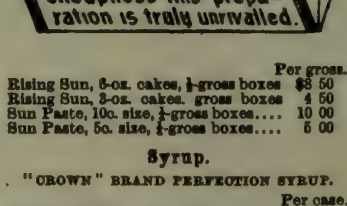
Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	3 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

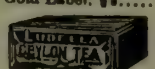
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 35
" " ½'s	0 21	0 36
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'s PKGS.

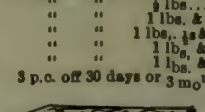
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



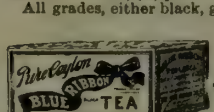
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label, " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

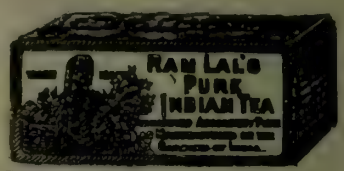
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ¼'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 25
" " 60 ½-lb.	0 25
" " 30 1-lb.	
" " 120 ¼-lb.	0 30

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 60

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 45
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 [illegible]
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

	Per gal
E. D. MARCHAU, Montreal.	
EMD, pure distilled, highest quality	$0 35½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

When any article has such intrinsic value to your customers as to make it the one thought when its use is required it is good policy to always have it in stock.

"COW BRAND"

BAKING SODA

is the one line that always pleases your trade—

Your jobber can always supply you with "Cow Brand" Baking Soda—

CHURCH & DWIGHT, LIMITED

Manufacturers

MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.

THE CANADIAN GROCER

10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND

BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

LAMPS

We make them, and they constitute a special full-sized department in this business of ours.

That means a full stock of all the little sundries you require — Burners, Chimneys, Wick, Globes, Shades, etc.

Get Quotations or entrust us with a mail order

GOWANS, KENT & CO. LIMITED

TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY, LIMITED

ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Preserved Provisions in Glass, Galantine of Chicken and Tongue, Galantine of Veal and Ham, Chicken Breasts, Pressed Beef.

Agents:

C. E. COLSON & SON

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CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, JULY 27, 1906. NO. 30.

You haven't sent us that list of your family customers yet. We want to mail them a sample package of

Robinson's Patent Barley

—We want to tell your customers all about it, what —a splendid food it is for the little ones. We want —to tell them that **YOU SELL IT**—that will mean —business and profit for you.

HURRY THE LIST ALONG

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Benson's "Prepared" Corn

and

Edwardsburg "SILVER GLOSS" Starch

have long been recognized as the leading COOKING and LAUNDRY Starches of Canada—
They do the work and do it better than any other starches—More need not be required. Why trouble experimenting with other brands.

ALL JOBBERS SELL THEM—

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

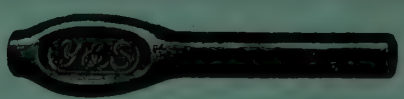
CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal



Y. & S.
SCUDDER
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} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

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Brooklyn, N.Y.

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R. S. McINDOE, Agent.
Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact: **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Haddie

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No bone, dirt or slime ever gets into the **"Thistle"** Brand. Open a can yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

Arthur P. Tippet & Co, Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

H. J. STEVENS

126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

MONTREAL.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

J. H. MAIDEN

425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

TORONTO.

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited

AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

Direct Importation of
PURE OLIVE OIL
on Spot.

W. H. MILLMAN & SONS
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TORONTO

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Highest References Correspondence Solicited
Phone Main 2647

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KYLE & HOOPER

Wholesale Grocery Brokers and Manufacturers' Agents
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COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

WINNIPEG STORAGE
in BOND or FREE

For all kinds of Merchandise. Negotiable Receipts Issued. Low Insurance.

TEES & PERSSE
LIMITED
Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

(*Continued on page 4.*)

'Tis ever increasing——

The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month.—There must be some good reason for it.—We can show you good reasons why you should push the sale of

WHOLE OR GROUND — 1 and 2-lb. Sealed Tins Only.

"GOLD MEDAL" COFFEE

PACKED IN AIRTIGHT TINS—making a convenient package to handle—it reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired—
It pays you a handsome margin—and with its steadily-increasing sale is the most profitable coffee on the market—
Our name is on every tin—a guarantee of unequalled quality.

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS

THE EBY, BLAIN CO., LIMITED, COFFEE IMPORTERS and ROASTERS TORONTO

The Opportunity

for increasing **your** tea trade is **now**

Many tea consumers will change their Grocer in seeking to obtain better value. Thus the **importance** of carrying, only, the best tea.

Let this be YOUR opportunity

PUSH

Blue Ribbon Tea

THE PEOPLE'S FAVORITE

THE BLUE RIBBON TEA CO., Limited, 12 Front Street East, Toronto

Manufacturers' Agents—Continued.

WINNIPEG.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers' Association.
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Open for good Agencies. Correspondence Solicited

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

WINNIPEG STORAGE
We make a specialty of storing and distributing car lots for
EASTERN SHIPPERS
Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

WINNIPEG
NEW WAREHOUSE
under construction
FOR SALE OR LEASE
50 x 100, 6 stories and basement, w ll constructed, corner, light on 3 sides, with spur track, 1 block from City Hall.
RADFORD, 475 MAIN ST.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK
This design a guarantee of quality.

FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination
WRITE US FOR SAMPLES AND PRICES.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

CHINESE Starch
The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.
OCEAN MILLS, - MONTREAL

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.
Awarded 16 Medals.
SPECIFY IT IN YOUR NEXT ORDER.
G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

From the "Star-Journal," St. Catharines. July 6th, 1906.

AT THE SIMCOE CANNING FACTORY

A Model of Cleanliness and a Credit to the City is "No. 18" of the Canadian Canners, Limited, on Lake Street.

In these days when the air is filled with rumors of the unsanitary condition of packing houses and canneries in various places, IT SHOULD BE GRATIFYING TO ST. CATHARINES PEOPLE TO KNOW THAT in the Garden City conditions the very opposite prevail.

To inquire into the actual condition of some of these places, a representative of The Star-Journal as he was passing the Simcoe Canning Factory, better known now as No. 18 of the Canadian Canners, Limited, deemed it advisable in the interests of the public to visit the premises. A request at the office for permission to go through the factory was promptly granted, AND WHAT THE VISITOR SAW DURING HIS HALF HOUR'S STAY WAS ONLY OF A MOST GRATIFYING NATURE.

The houses provided for the employes are situated at the opposite side of the property from the factory, are neatly painted and furnished with iron bedsteads and other modern furniture, while the sanitation is well attended to by good waterworks and sewerage connection.

Large quantities of strawberries, cherries and beets of excellent quality were found, awaiting the employes who have charge of the assorting of them. These are divided into three grades. Some of the fruits are made into jam and placed in gallons or barrels, but the major portion of the fruit is put up into the familiar tin cans, to be had from all dealers.

ENTERING THE FACTORY PROPER, ONE IS STRUCK WITH THE AIR OF CHEERFULNESS AND CLEANLINESS EVERYWHERE. The walls and ceiling are painted white, and the floor is kept quite free from dirt or filth of any sort, such as might have been found in similar factories in days past. That the place may be easily kept in this condition, a sewer was constructed underneath the floor the entire length of the building, and the floor laid with a three-inch fall, so that when the hose is turned on each day and the floor flooded, all refuse and dirt is swept off at once and carried away into the city sewer on Wellington street. In this department were found this morning seventy women hulling berries and ten working on cherries, besides twenty-five men and boys, all of whom were neatly dressed and none of whom bore even a suggestion of uncleanliness.

A large number of the women employed in the factory were working on a Remington peeling table, made in Chicago, which moves continuously, bringing to the women the fruit to be hulled, and carrying away that finished. The fruit is nearly all put up in syrups, the syrupping being done by a machine made for that purpose. THE CANNING IS DONE ALMOST ENTIRELY BY MACHINERY, THE FRUIT NOT BEING TOUCHED BY THE HANDS OF THE EMPLOYES FROM THE TIME IT IS POURED INTO THE CAN UNTIL IT REACHES THE CONSUMER, the counting, brushing, sealing of the cans and other parts of the process being done wholly by machinery. The goods are cooked in the cans after they are sealed, and then run into a vat of cold water and cooled, and then turned into small cases and taken to the shipping room.

The remarks as above are equally applicable to each of our THIRTY FACTORIES. In ordering Canned Goods it will pay you to stick to brands as follows, viz.: **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose,"** etc.

"Quality and **Cleanliness,"** our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

HOW IS YOUR TEA TRADE?

A little slack, eh? Not much sale for Greens? Customers seem indifferent about it?

We have met lots just like you. What you need is a tonic, a tea tonic for weary consumers. Have been drinking Green Tea of more or less merit for years and are tired of the dull sameness.

Well, just try them with Ceylon Teas and watch them sit up and take notice. The Ceylon Teas have now got the call, the public are taking hold of them because not alone of their superior flavor and drawing qualities but because they know them to be absolutely cleanly and healthful, "made" and put up by machinery, without the contamination of human handling.

Just try pushing Ceylon Greens a little and see how readily they go and what satisfaction they afford the customer.

Ceylon ***BLACK and GREEN*** **Ceylon**

Tea ***win out on the Cup Test*** **Tea**

THE

OLD HOMESTEAD BRAND

is the standard of excellence for canned fruits and vegetables.

When you buy Old Homestead goods you know you are getting what you pay for and that is

Choicest of Prince Edward County Fruits or Vegetables

processed while still fresh from the fields by men who know every detail of the canning business.

Every can bearing the handsome Old Homestead label is guaranteed. Old Homestead goods when once used are always asked for again. There is no better way of increasing the sales in your canned goods department than by making the Old Homestead Canned Fruits and Vegetables your leader.

If your jobber cannot supply you, write direct to

The Old Homestead Canning Co. LTD.

PICTON, - ONTARIO

CANADA'S PRIDE

SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

EASY TO SELL

GIVES GOOD PROFIT

and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME,
Agents, Montreal.

UNDISPUTED FACTS OF VITAL INTEREST TO ALL WHO SELL TEA

The sale is now nearing the

15,000,000

packets per annum mark.

For the first six months of 1906

Over the corresponding ones of 1905

We have increased the number of consumers of "SALADA" Ceylon Tea in Canada by 57,020 persons, or 11,404 families of 5 each.

For the first six months of 1905 over 1904 we had a somewhat similar increase, or, in other words, we add to the users of "SALADA" over 50,000 persons every year.

Wouldn't it pay you well to push "SALADA" and "SALADA" only?

The above figures (which are absolutely authentic) show that "SALADA" gives better satisfaction than any other Packet or Bulk Teas on the market, otherwise, what is causing the steady growing demand?

Believe us when we tell you that it costs more to produce "SALADA" Quality of Tea, but when we pack it we have something to be proud of, and can guarantee it.

This alone should be a strong point in favor of every dealer, not only selling "SALADA," but using it as a foremost "Leader" in the Tea Department of his business.

For nearly 16 years "SALADA" has held the unassailable confidence of all who have handled it, and their number is legion.

Black, Mixed, or Natural Green. } **Sealed LEAD Packets Only.**

Wholesale terms on application.

"SALADA," Toronto-Montreal.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, –

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Riverdale Brand Canned Goods Will Have the 1906 Guarantee Label on Them

Wellington is an admirable location for a canning factory. The soil is rich and arable, the supply of spring water ample. We are in the centre of the growers' circle. We'll have our pick of high-grade fruit and vegetables—not once, but always during the season.

Everything will be packed fresh.

Riverdale Brand Canned Goods

will be ready at the right time, and we want you to get them

☞ **Cut this ad. out and paste it up as a reminder.**

The Lakeside Canning Company, Limited

Wellington, - Ontario

MOST PERFECT MADE.

People of all nations use and praise

ROYAL YEAST CAKES.

Merchants should recommend food products that are produced in clean factories.

ORDER FROM YOUR WHOLESALE GROCER.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Awarded Highest Honors at all Expositions.

Lytle's Summer Drinks

These sweltering hot days will bring you additional trade if you keep stocked with—

Lytle's Lime Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

No more staple goods for the Summer Season can be put on your shelves.

Ask your Jobber, or direct from the Manufacturers—

THE T. A. LYTLE CO. LIMITED

TORONTO, CAN.

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the sate side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. **That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

READ BETWEEN THE LINES
PURITY and QUALITY

REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM
REINDEER CONDENSED COFFEE
REINDEER CONDENSED COCOA

TRURO CONDENSED MILK CO., Ltd.
TRURO, Nova Scotia.

R. S. McIndoe,
120 Church Street,
Toronto.

Agent for ONTARIO.

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

68 McGILL ST., MONTREAL

We control the sale of

"CANADA'S PRIDE" CANNED GOODS

FOR MONTREAL

The Best in the Dominion.

Chase & Sanborn's High Grade Coffees—

No matter what point of view you take, they still remain the same.

Chase & Sanborn

The Importers, = MONTREAL

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market - and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Telephone orders receive prompt attention.

Artists may **paint** the rose but no human skill can impart its wonderful fragrance —that is beyond their puny efforts.

So with **JAPAN TEAS**—mere men have tried to imitate a higher power in producing a tea to take the place of JAPAN TEAS—it has pleased them to laud their stuff to the skies—The result is pitiable and intelligent tea judges commiserate them and condemn their loud-mouthed vaporings—

You cannot imitate JAPAN TEAS

They are in a class of their own.

"A SECRET, AYE AND CAREFULLY GUARDED"

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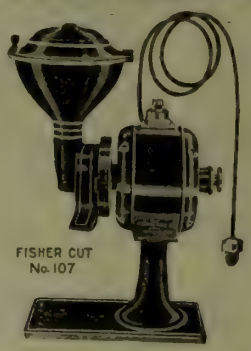

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Send us your order

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THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
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Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
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Supplied under Contract to the British and Indian Governments

For Salad or Pickles,

A *good* Vinegar is as essential as wholesome green stuff

Our Vinegar—White, Cottell's Pure Malt—

is 100 per cent. standard, with no adulteration, no acid: A perfect vinegar with natural flavor and aroma. Standing absolutely in the front rank. Its delicate bouquet gives the final perfecting touch to a salad. Let us mail you samples. Send us a card.

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SIGN OF PURITY

Sales of **TARTAN** Canned Goods larger than previous seasons which testifies to the superior quality of the goods.

ORDER NOW:

Wagstaffe's Gooseberry and Raspberry. Something new.
" Strawberry Jam.
" Raspberry Jam.
" Black Currant Jam.
" Red Currant Jelly
" Marmalade—Fig and Lemon.

Also Wagstaffe's Sealed Fruits in glass, superior to anything ever seen in Canada before.
Quick despatch for mail or telephone orders.

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Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
LIME JUICE
FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
SWEET CIDER
BANANA CIDER,
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

Our Match Factory

is the most modern and best equipped on the Continent. We turn out the

Very Best Matches in Canada

Our Matches are cheap in price but not in quality.

We want you to know our goods, if you know them you will buy them—when you buy them you make money

Drop us a postal card for price list.

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CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER**. Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
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HAMILTON
WHOLESALE GROCERS

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That's the great reason why you should know about our salt. It requires the best to produce the best. The good farmer realizes this with his seed; shall the butter maker be less wise? Our salt is as carefully made as your butter—made expressly for dairy work; and bright dairymen everywhere find their butter made and their labor better paid when they use.

IT IS

Diamond Crystal Dairy Salt

SO PURE!

No matter what brand you have used, just give this a fair trial. It is first in flavor, first in grain, and first in purity. Whether for dairy or table use, you will find it to your advantage to be acquainted with "the salt that's all salt."

Write us

LUCAS, STEELE & BRISTOL
SELLING AGENTS
HAMILTON, - ONT.

Shaker Salt is packed in cases of 2 dozen each—never gets hard.

"QUEEN BRAND PEAS"
Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SIFTED JUNE
SWEET WRINKLE and GOLD LABEL
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
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CAPSTAN BRAND
High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"ANTITIS PEPPER"
The New Pepper
Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

Let no Mince Meat be eaten
that is
not pure right through

In other words let the people eat that Mince Meat which is pure right through—

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ONLY ONE GRADE—THE HIGHEST
ONLY ONE RESULT—SATISFACTION

If your order is received now for
N. & B. JELLY POWDER
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BROCK'S BIRD SEED
your supply will be shipped by the "Lightning Line."

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

WAGSTAFFE'S CANNED FRUITS IN GLASS

Strawberries **Red Cherries**
Red Raspberries **Black Currants**

are superior to any Canned Fruits, in glass, offered in Canada.

Improved bottles, put up 1 dozen in case.

Only selected fruit used, packed the same day as picked.

All goods guaranteed.

Other lines will be added as season advances.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

STATES PURE FOOD LAW

Resume of an Important Measure—Result of 27 Years of Agitation and Public Education—What is Adulteration—What is Misbranding.

After 27 years of agitation to that end, the American Congress at the close of its recent session passed a national pure food law. It is entitled: "An act for preventing the adulteration or misbranding of foods and drugs, and for regulating traffic therein, and for other purposes." The introductory section reads:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that the introduction into any state or territory or the District of Columbia from any other state or territory or the District of Columbia, or from any foreign country, or shipment to any foreign country of any article of food or drugs which is adulterated or misbranded, within the meaning of this act, is hereby prohibited; and any person who shall ship or deliver for shipment from any state or territory or the District of Columbia to any other state or territory or the District of Columbia, or to a foreign country, or who shall receive for commercial purposes in any state or territory or the District of Columbia from any other state or territory or the District of Columbia, or foreign country, or who, having received shall deliver in original unbroken packages, for pay or otherwise, or offer to deliver to any other person, any such article so adulterated or misbranded within the meaning of this act, or any person who shall sell or offer for sale in the District of Columbia or the territories of the United States any such adulterated or misbranded foods or drugs, or export or offer to export the same to any foreign country, shall be guilty of a misdemeanor, and for such offence be fined not exceeding two hundred dollars for the first offence, and upon conviction for each subsequent offence not exceeding three hundred dollars or be imprisoned not exceeding one year, or both, in the discretion of the court: Provided, however, that no person shall be liable to the penalty of imprisonment as provided herein unless he knowingly committed the offence charged; provided further, that no article shall be deemed misbranded or adulterated within the provisions of this act when intended for export to any foreign country and prepared or packed according to the specifications or directions of the foreign purchaser when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is intended to be shipped, but if said article shall be in fact sold or offered for sale for domestic use or consumption, then this proviso shall not exempt said article from the operation of any of the other provisions of this act."

Definition of Food.

Section 2 provides that the Secretary of the Treasury, the Secretary of Agriculture, and the Secretary of Commerce and Labor shall make uniform rules and regulations for carrying out the provisions of the act. Section 3 provides that the examinations of food, etc., shall be made in the Bureau of Chemistry. Section 4 provides for the prosecution of violators of the law. In section 5 the term "food" is defined as including all articles used for food, drink, confectionery or condiment by man or other animals, whether simple, mixed, or compound. For the purposes of this act, according to section 6, an article shall be deemed to be adulterated: "In the case of foods:

What Adulteration is.

"First: If any substance has been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

"Second: If any substance has been substituted wholly or in part for the article.

"Third: If any valuable constituent of the article has been wholly or in part abstracted.

"Fourth: If it be mixed, colored, powdered, coated, or stained in a manner whereby damage or inferiority is concealed.

"Fifth: If it contain any added poisonous or other added deleterious ingredient which may render such article injurious to health; provided, that when in the preparation of food products for shipment they are preserved by an external application applied in such manner that the preservative is necessarily removed mechanically, or by maceration in water, or otherwise, the provisions of this act shall be construed as applying only when said products are ready for consumption.

"Sixth: If it consists in whole or in part of a filthy, decomposed, or putrid animal or vegetable substance, or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased animal, or one that has died otherwise than by slaughter."

Misbranding Defined.

For the purposes of this act, an article is deemed to be misbranded: "In the case of food:

"First: If it be an imitation of or offered for sale under the distinctive name of another article."

"Second: If it be labeled or branded so as to deceive or mislead the purchaser, or purport to be a foreign product when not so, or if the contents of the package as originally put up shall have been removed in whole or in part and other contents shall have been placed in such package, or if it fail to bear a statement on the label of the quantity or proportion of any morphine, opium, cocaine, heroin, alpha, or beta eucane, chloroform, cannabis indica, chloral hydrate, or acetanilide or any derivation or proportion of any such substance contained therein.

"Third: If in the package form and the contents are stated in terms of weight or measure, they are not plainly and correctly stated on the outside of the package.

Must Not Mislead.

"Fourth: If the package containing it or its label shall bear any statement, design, or device regarding the ingredients or the substances contained therein, which statement, design, or device shall be false or misleading in any particular; provided, that an article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed to be adulterated or misbranded in the following cases:

"First: In the case of mixture or compounds which may be now or from time to time hereafter known as articles of food, under their own distinctive names, and not an imitation of or offered for sale under the distinctive name of another article, if the name be accompanied on the same label or brand with a statement of the place where said article has been manufactured or produced.

"Second: In the case of articles labeled, branded or tagged so as to plainly indicate that they are compounds, imitations or blends; provided, that the term blend as used herein shall be construed to mean a mixture of like substances, not excluding harmless coloring or flavoring ingredients. And provided further, that nothing in this act shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods which contain no unwholesome added ingredient to disclose their trade formulas, except in so far as the provisions of this act may require to secure freedom from adulteration or misbranding."

Section 9 and section 10 provide for the determination of the standards of the various articles of food, while the concluding sections provide for the fines and penalties for guilty violators of the law.

The act goes into effect on January 1, 1907.

VICTORIA, B.C., BOARD OF TRADE.

Agricultural Products of the Pacific Province— New Officers.

The Victoria, B.C., Board of Trade at the recent annual meeting was addressed by Commercial Finance Minister Hon. R. G. Tatlow, who spoke glowingly of the Pacific Province's future from the standpoint of present achievement.

These officers were elected: President, J. A. Mara; vice-president, F. A. Pauline; secretary, F. Edworthy; council, R. P. Butchart, Geo. Carter, Capt. J. G. Cox, Jas. Foreman, Richard Hall, D. R. Ker, Simon Leiser, C. H. Lugrin, T. W. Paterson, S. J. Pitts, J. J. Shallcross, R. H. Swinerton, H. B. Thomson, C. F. Todd and H. G. Wilson.

Board of arbitrators: E. V. Bodwell, Geo. Carter, Capt. J. G. Cox, Jas. Foreman, Geo. Gillespie, Richard Hall, Norman Hardie, C. A. Holland, S. Leiser, C. H. Lugrin and T. W. Paterson.

The total estimated value of agricultural products during 1905 in the Province of British Columbia from statistics compiled by the Department of Agriculture, aggregated $6,482,366, a gain of $487,718 over 1904, to which the islands contributed $1,214,240; the principal items being: Fruit, $37,440; butter, $230,450; eggs and poultry, $87,500; cattle, $67,500; sheep, $62,500; swine, $37,500; hay, $177,600; oats, $91,560; barley, $70,620; wheat, $69,239; peas, $25,600; potatoes, $63,750. Other roots $155,000. The total products of the province aggregated $53,000,000.

MONTREAL GROCERS' PICNIC

Auspicious Weather, Beautiful Location and Large Attendance Assisted to a Great Success—Banquet, Sports and Dancing—Boating on the Richelieu.

Clear, cool Summer weather, plenty of sunshine, yet no oppressive heat, came with July 18. So did the Montreal Retail Grocers' picnic. A more beautiful day than that on which the picnic was held could not be desired. Weather conditions were ideal for the holding of a picnic. And this was one of the facts

P. Daoust,
President, Montreal Retail Grocers' Association.

responsible for the grand success of the event. Everybody enjoyed the day in every respect. Picnic day is the day of the year with the grocery trade in Montreal, and, could every picnic day be such as July 18 this would not be surprising.

Otterburn Park, the spot chosen for the holding of the outing, is a delightful picnic ground. Situated on the bank of the pretty and historic river Richelieu, within easy reach of the city, yet quite away from it, it was possible to forget all business cares and give up the day to the pleasures provided by the officers of the association. Many complimentary things were said about those responsible for the selection. If The Grocer is correctly informed, the worthy president of the association, Mr. P. Daoust, had a great deal to do with the naming of this place.

Everything went off without a hitch. The several committees delegated to look after the necessary arrangements, did their work well.

A special train consisting of fifteen coaches left Montreal at 9.15 and pulled up before the entrance to Otterburn Park around ten o'clock. Some seven or eight hundred persons attended the excursion.

Where the Elders Were.

At the banquet held in the dining pavilion, happy speeches were made by a number of the leading wholesale and retail grocers, travelers and members of the press. President Daoust congratulated the members on the way in which they and their families had turned out and thanked the various committees for their hard work in arranging for the day's outing and enjoyment. He welcomed the wholesalers and friends of the grocers generally. J. A. Beaudry, secretary of the Retail Grocers' Association, spoke of the good work done by the members and also referred to the unity that would make for power with them in all their dealings. He outlined the plan for a general provincial association when all grocers would get together and work for their general interests. Mr. Beaudry's remarks were received with attention and applause.

J. O. Levesque, one of the most popular grocery travelers, was called upon for a speech and enthusiastically received. Also Mr. R. Carrignan, of the traveling staff of Laporte, Martin & Cie, both of these gentlemen showing themselves finished speakers.

J. N. Ethier, of Laporte, Martin & Cie, Limited, replied on behalf of the jobbing trade and in the course of his remarks referred feelingly to the loss sustained by the grocery trade in the death of C. P. Hebert, of Hudon, Hebert & Cie, Limited. The tribute paid by Mr. Ethier to the memory of the late Mr. Hebert was a most touching one and the kindly recollection was much appreciated and commented on by those present. Mr. Ethier in thus publicly honoring a departed fellow jobber honored himself.

H. S. Nightingale and W. H. Seyler responded for their respective trade journals, Le Prix Courant and the Canadian Grocer.

Mr. Lamoreux, president of the Retail Butchers' Association, and J. P. Watson, president of the Retail Boot and Shoe association, made appropriate and happy remarks, expressing their pleasure at being present with their brother tradesmen and purveyors.

Members of the executive and the chairmen of the various committees, also spoke pleasant words to the united guests.

Leaders of Sport.

The programme of sports was large, but competitors were numerous and each number was keenly contested. Several races were prepared for competition by the fair sex, which were well represented at the gathering. One of these was the Comfort Soap race, which was run off under the supervision of F. D. Cockburn and Fred Perry, representing the Comfort Soap Co.

The list of events and the winners follows:

100 yards race (open to chairmen of committees only)—A. Laniel, J. A. Maynard, J. A. Beaudry, N. Chartrand, A. Sarazin, J. A. Labonte, P. Daoust, M. DeRepentigny.

50 yards race (open to grocers' daughters and employes under 13 years)—J. Brossard, Annette Sequin, Annette Daoust and Blanche Laniel.

50 yards race (open to grocers' sons and employes under 13 years)—P. Levesque, H. Laniel, E. Chartrand.

Race for members of committees, presidents excepted— J. A. Dore, A. Laurendeau, Decarie, J. Denault.

Race for wholesale grocers' employes—R. Traversy, R. Carrignan, A. Menard.

Race for wholesale fruit and provision dealers' employes—R. Langlois, C. Belanger, W. Lorrain.

Race for retail grocers' employes—A. O'Brien, J. Picard, J. Murphy, R. Walsh.

Race for grocers, members of Retail Grocers' Association—J. A. Maynard, A. Laniel, J. Cardinal, J. P. Lussier, H. Dupuis.

Race for liquor, bread and biscuit drivers—E. P. Lalande, J. Chauvin, H. Allard.

Special Comfort Soap race (open to married and marriageable ladies only—Mrs. Thibadeau, Mrs. Dore, Mrs. Rhodes and Mrs. Sarazin, Mrs. Piton, Mrs. Murray and Mrs. De Repentigny, A. St. Denis.

Race for fat men (200 lbs. and over)—T. Leduc, T. Pleau, A. Malo, C. Creeley.

J. A. Beaudry,
Secretary, Montreal Retail Grocers' Association.

Race for retail grocers—J. A. Sequin, J. A. Maynard, J. A. Dore, O. Decarie, P. Lefebvre.

Horseback race—Picard and Bourdeau, Walsh and J. C. Platt, N. Lalande and J. R. d'Orsonnens.

200 yards open race, 100 yards with laced shoes on and 100 yards without

any shoes—A. O'Brien, E. P. Lalande, A. Bourdeau.

Sack race—A. Gauvreau, J. P. Lussier, J. R. d'Orsonnens.

Needle race (open to young girls and ladies)—Miss G. Lacroix, Miss Alice Poupard, Mrs. A. Rhodes.

Tug-of-War—Between grocers east and west of St. Lawrence street—Won by grocers west of St. Lawrence. Team: J. A. Dore, Landreville, J. B. Vanier, Rolland, Sequin, Creeley, Galarneau,

Jos. L. Ethier,
Manager Laporte, Martin & Cie, one of the Judges.

Lussier, Denault, Upton, Brossard and Lariviere.

Throwing 16-lb. weight—M. S. Jasmin, A. Malo, Lefebvre, C. Creeley.

Rifle shooting competition (open to members of association)—A. Laurendeau, C. Creeley, J. Higgins.

Special Ozo contest—A. Benoit, W. E. Sullivan, Carrignan.

Dance contest— A. Laurendeau and Mrs. Pepin, J. E. Brais and Miss G. Lacroix, L. M. Berthiaume and Mrs. Rhodes.

Judges and Committees.

The judges were: Jos. Ethier, A. G. Middleton, Walter C. Gaden, A. T. Hodge, J. E. Brown, W. H. Dunn, W. C. Whissel, Harry Clark, Armand Chaput, A. Norris, C. T. Wood, Z. Hebert.

The games committee consisted of A. Laniel, president, and A. Martel, T. Pleau, Decarie, J. A. Maynard, A. Sarazin, J. Denault, J. A. Dore, R. Dubois, A. Laurendeau, C. Grondin, G. A. Archambault.

Those on the general committee were: P. Daoust, president, and M. De Repentigny. E. M. St. Denis, A. Sarazin, N. Lapointe, A. Laniel, N. Chartrand, N. Sequin, J. A. Beaudry, A. Laurendeau, J. A. Maynard, J. A. Labonte, A. Guay, L. O. D'Argencourt.

Railway committee: J. A. Beaudry and J. A. Maynard, joint presidents, and C. Lariviere, E. N. Lapointe, L. Demuy, N. Chartrand, A. Beaudoin, L. O. D'Argencourt, A. Bigaouette, E. M. St. Denis, P. Filion, J. B. Vanier, A. Sarazin, J. A. Labonte, E. Lariviere, A. Guay, W. Girardin, G. A. Archambault.

Subscription committee: M. De Repentigny, president, and P. Bruneau, A. Bastien, P. Daoust, J. A. Beaudry, J. A. Maynard, E. Tessier, G. A. Archambault, J. A. Labonte, R. Martel, N. Sequin, E. Upton, A. Laniel, A. O. Galarneau, T. Montepetit, H. Poirier, E. M. St. Denis, J. A. Dore, J. B. Vanier, J. I. Malette.

Printing committee: J. A. Labonte, president, and J. A. Maynard, A. Bastien, N. Sequin, J. A. Beaudry.

Reception committee: N. Chartrand, president, and E. O. Richard, J. A. Beaudry, P. Bruneau, E. Upton, N. Sequin, J. A. Maynard, A. Martel, R. Turner, E. Viau, A. Laurendeau, E. Lariviere.

Dance committee: A. Sarazin, president, and P. Bruneau, A. Laurendeau, J. B. Bertiaume, A. Bastien, A. Martel, J. D. Boileau.

Notes.

A large number came out on the noon train, swelling the attendance very considerably.

The waters of the beautiful Richelieu attracted many and boating parties were numerous.

It was a good move on the part of the games committee to allow only two prizes to the same individual.

Hudon & Orsali, wholesale grocers, distributed to the ladies a very handsome little fan, which was much appreciated by the recipients.

Prizes for the winners of the different sporting events will be distributed from the rooms of the association, 270 St. Catherine street east, on August 2.

N. Chartrand, president of the reception committee, and a past president of the association, did much good work and pleased all by his unfailing courtesy.

Everybody is in the hopes that the twenty-seventh annual picnic of the association will be as delightful and successful as was that held on July 18. The Grocer hopes so too.

Secretary J. A. Beaudry was kept busy all day. His work in arranging for the picnic and the interest he took in the running off of the day's programme had a great deal to do with the success of the affair.

Very artistic dance programmes were supplied those taking part in this amusement. Much credit is due the dance committee for the satisfactory manner in which all arrangements were made. Drouin's orchestra supplied the music.

Comfort Soap buttons were much in evidence during the day and the energetic representatives of that firm, Messrs. Cockburn and Perry, were kept busy in supplying the demand. Several balloons were sent up in the course of the morning.

The genial president of the association, P. Daoust, was wanted on every hand, and tried his best to be every place at once. He succeeded in doing more than his share of work. He wore his usual sunny smile. Vice-president Upton was on hand early and helped make the event a success.

Tea and coffee firms were well represented. Walter C. Gaden was on hand, as usual, with his hundreds of Red Rose tea calendars, which also, as usual, were all gone before twelve o'clock. A. G. Middleton representing Tamilkande teas was very much in evidence during the day also. A. T. Hodge, representing Chase & Sanborn, was kept busy during the day in the capacity of judge. J. W. Guenard represented E. D. Manceau.

The large wholesale houses of Montreal were well represented. In many cases one of the firm attended, but the greater majority of those representing wholesale houses were travelers. The Grocer noticed among others A. Christin, Viau Freres; J. H. Maiden, C. M. Benoit, Boivin, Wilson & Co.; J. Mainville, F. X. St. Charles & Cie; A. L. P. St. Denis, J. O. Levesque, Leduc & Co.; E. Menard, D. Masson & Co.; Mr. Snetsinger, Wonham & Sons; Jos. Ethier, manager; R. Carrignan, J. B. R. Carrignan, J. E. Sullivan, A. Patoine, L. Saucier, of Laporte, Martin & Cie; J. Fletcher, partner, J. Lussier, J. R. d'Orsonnens, Moquin, of Demers, Fletcher & Co.; W. S. Whissell, vice-president, E. Bergeron, director, N. Quintal & Fils; E. Bergeron, D. S. Perrin & Co.; J. D. H. Globensky, Geo. Moore & Co.; R. Langlois, partner, of Gunn, Langlois & Co.; J. A. Trepannier, Fortier & Monette;

A. G. Middleton,
Of Tamilkande Tea Co., one of the Judges.

Lefebvre, Lefebvre & Frere; J. Bell, Laing Manufacturing Co., and J. A. Robillard.

WESTERN CANNERIES, LIMITED.

A new canning company for Western Canada is being organized and Winnipeg papers have been carrying advertisements offering the stock for sale. The capital stock is placed at $1,000,000.

TORONTO GROCERS ABROAD

Annual Excursion of the Retailers to Niagara Falls and Buffalo—It was the Most Successful Outing in a Score of Years.

"I've been attending these excursions for twenty years," declared S. E. Qua, of Davidson & Hay, on the good ship Corona Wednesday night returning from the annual excursion of the Toronto Retail Grocers' Association.

D. Bell.

A high dignitary of the Ontario civil service, a deputy minister, if you please, who is summering at Niagara, was aboard and remarked to The Canadian Grocer representative: "I don't know who these people are, but they're the best looking and best behaved crowd I've seen this season."

The crowd was the largest the grocers have ever had, the weather was superb, the trip was delightful, the guessing contests made great entertainment, there was not a flaw or mishap the whole day; everything made for success. The association's excursion committee were justifiably proud of their attainment. They were: R. Van Loan, president; R. B. Snow, vice-president; T. Clark, treasurer; D. G. Beaton, secretary; C. T. Cootes, H. D. Kelly, J. S. Bond, D. McLean, A. Snyder, F. Thorn, F. Johnston, D. Bell, B. Panter.

Guessing Contest.

The greater number of the eight or nine hundred who joined in the excursion went by the Chippawa at 7 a.m. As soon as the steamer was well under way the guessing contests began. There were four, provided by Red Rose tea, the A. F. MacLaren Imperial Cheese Co., Bovril, and E. W. Gillett Co., Limited. As an entertainment the Red Rose tea performance easily took the palm. It was a pie-eating contest and the guessing was on the time. Manager Geo. E. Campbell brought with him four sturdy lads that looked to have a capacity for despoiling pie. Each was given half a blueberry pie and a cup of hot Red Rose tea to wash it down. The guess was which boy would win and how long would it take him.

The pie-eating was brief but highly exciting. Everyone aboard wanted to see. Ladies, old and young, scrambled onto benches and frantically encouraged the lads to gastronomic speed. It took the winner, Roy Cameron, 1 minute 43 seconds to dispose of his pie and tea. The nearest guess was by Miss Mabel Bowen, 41 Stanley street, 1 minute 40 seconds, and the next by "Davey" Bell, the popular Yonge street grocer. The prizes were: 1st, 5 lbs. of Red Rose tea; 2nd, 2 lbs. of Red Rose. The timekeepers were R. F. Cowling, of T. H. Smith & Co.; R. Blackburn, of Davidson & Hay; Chas. Harlock, grocer, 716 Queen street east, and Mr. Spittal, of Pure Gold. The judge was Mr. McLean, grocer at McCaul and Baldwin streets, Toronto. On the home trip handsome blotters recording the contest, giving time and winners, were distributed.

Weight of Baking Power.

The E. W. Gillett Co.'s competition was to guess the weight of Magic baking

B. Panter.

powder in a glass jar. There were 700 tries at it. Five were tied for first place, Arthur Butcher, J. Winchester, Mrs. Scollen, Miss Frett and T. Clark. The weight was 10 lbs., 5½ ounces. Three guessed half an ounce over and two a like amount under, so they drew lots for position and the luck fell in this wise: Arthur Butcher, 1st; Mrs. Scollen, 2nd; Miss Frett, 3rd. This contest was directed by Will Turpin. On the return trip he had a lot of grotesque masks which he distributed and many were worn. The advertisement was printed on the back.

The A. F. MacLaren Imperial Cheese Co. put up a large hotel jar of Imperial cheese in a handsome silver holder. The weight was 5 lbs., 8⅝ ounces. Charles Elms took the cheese and holder with a guess of 5 lbs. 8½ ounces.

Bovril set up a very handsome silver mug and filled it with beans. A. Muir guessed nearest to the number of beans in the mug. His name will be handsomely engraved on the trophy.

A Pleasant Day.

The morning sail on the lake was delightful. Upon arrival at Lewiston a train of ten cars and two engines was waiting for them and speedy time was made over the New York Central line to the Falls and Buffalo. Some remained to spend the day within earshot of the cataract, but most of the company went on to the Bison City.

They all got back tired but satisfied to take the 7.30 boat, the Corona, at Lewiston. As the big boat lay at her dock waiting for them the sun went down behind the Canadian shore, the rosy light faded from the battlefield of Queenston and the historic heights. It was very pleasant. And when all were on there appeared to be room on the big vessel for as many more. Everyone was comfortable and the sail home was pleasant as the passing of a Summer day. There was an orchestra along and quite a number engaged in dancing on the after deck.

Wholesale Houses Represented.

The wholesale houses were well represented. Aboard were Speaker St. John, of the Ontario Legislature; Charles Ritchie, K.C.; Lew Kemp, J. A. McLean Produce Co.; A. W. Cormack, Wilson, Lytle & Badgerow; John Murphy and Mr. Marshall, Rutherford & Marshall; J. A. Taylor, T. Grant, Eby, Blain Co.; Phil Brown, John Sloan & Co.; Jas. Mortimer, T. Holman, H. Scully, Christie, Brown & Co.; C. Wilson, Todhunter & Mitchell; B. Cope, Gunns Limited; Chas. Rupert, Taylor, Scott & Co.; Mr. Rupert, Howland & Elliott; R. Maxwell, F. Hays, Perkins, Ince & Co.; Grant Fleming, T. Kinnear & Co.; Park Stevens, F. W. Humphrey; John J. Fee; W. J. Walsh, Fleischmann & Co.; H. Scott, Scott Bros.; W. E. Spittal, A. L. Gallow, T. R. Crowley, Pure Gold Co.; S. S.

F. W. Johnston.

(Continued on page 39.)

ANGLO-SAXON TEA PARTY

The Buffalo grocers are said to be sore because their customers cross to Fort Erie on Fridays and come back with five-pound parcels of twenty-five-cent tea of a much better quality than they can sell for fifty cents a pound. It is reported that an effort will be made to have a duty placed on tea, which is allowed in at present free of tax five pounds at a time.

There is more in this, we suspect, than the selfishness of a few Buffalo grocers, who would like to prevent other people saving money at their expense. It is the ancient political prejudice against tea, surviving the incident of Boston Harbor. Ever since the unfortunate affair of 1776 the United States has been a coffee-drinking country. They drank it first as a spite beverage, confusion, as it were, to the enemy; then they grew to like it; presently they became so addicted to it that they spoiled their stomachs and ruined their complexions. To such an extent has the vice grown that philanthropists, with an eye to the main chance, have devised cereal substitutes which have had great success. The dividends these moral reformers enjoy serve to show that the country is honestly striving to conquer its besetting sin. But, alas, the good these coffee emulsions do is constantly being undone by pie, the effect of which on constitutions already weakened by caffetannic excesses is said to be disastrous.

Amidst all its sufferings it is significant that the nation never seems to think of taking to tea. Nobody advertises it as a substitute. Travelers in New England tell us it is impossible to obtain there a cup of good tea. The fires of an old hatred still smolder, and they boil the unfortunate plant to death. In the west and middle west things are not much better. In the south they do not know the name. In the east they aim to make it so bad that the visitor will take refuge in coffee. Only in New York does it come to one as a cup that cheers but does not inebriate, but the restaurants set a high price on it, as who should say, "If you will betray your country by absorbing the pernicious fluid you must pay for it."

And yet tea is a good creature. It nourished the wits of Queen Anne's and other ages. Dr. Johnson fed his great mind and his huge body on it, and spite of a digestion as exacting as ever man's was, lived beyond the allotted term largely by its help. He was such a champion of tea, such a practical expounder of its virtues, that Burke suggested that the India Company should give him a pension. But Dr. Johnson is a bad example to cite, for this great tea-bibbing philosopher was a Tory, and it was on this very subject of his favorite tipple that he wrote the pamphlet, "Taxation No Tyranny," which was nasty medicine to the American colonies.

Tea, it will be seen, is a ticklish topic where Anglo-Saxons are concerned. At the same time we cannot side with the Buffalo patriots in their endeavors to keep the quarrel open. John Bull and Uncle Sam are getting closer and closer together. Let our good Canadian tea be the libation poured to this new and delightful friendship. It was tea that drove us apart. Let tea bring us together again.—Toronto Star.

LAST HONORS TO C. P. HEBERT.

Funeral in Montreal Largely Attended—Many Floral Offerings.

Last Friday morning occurred the funeral of the late Charles P. Hebert, whose death was announced in these columns a week ago. The attendance at the funeral, the sorrow expressed on all sides and the sympathy extended to the family of the deceased, gave further evidence of the high esteem in which this merchant prince was held on all sides. Every class was represented at the funeral. Business men turned out in force to do last honors to one who had for so long been one of them. Every commercial interest of importance in the city was represented. Judges, doctors, lawyers, insurance men, journalists and commercial men followed the remains to the church. The funeral left the late residence of the deceased, 117 Champ de Mars street, at nine o'clock for Notre Dame Cathedral. Here the funeral service was held. Floral wreaths were very numerous. A few who sent them were: Sir George Drummond, James Cleghorn, Col. J. B. MacLean, Canada Sugar Refining Co., employes of Hudon, Hebert & Co., Ontario Wholesale Grocers' Guild, Henri Jonas & Co., W. K. Wonham, J. E. Quintal, L. A. Wilson, Notre Dame Hospital, family of H. A. A. Brault, Miss M. Hebert, children of Z. Hebert, Miss J. Hebert, P. Raymond, Jodoin, Maloney & Lawrence, P. Saint-Germain, family of John Hope, R. L. Innis (Hamilton), Misses J. A. and Cecile Gordon, M. Blackader, Mr. and Mrs. Staunway, Mr. and Mrs. Mourelle, Mr. and Mrs. A. E. Delorimier, Judge and Mrs. Robidoux, Mr. and Mrs. J. L. A. Racine, Mr. and Mrs. O. Flaherty, J. L. Normand, J. Normand, E. de Lorimier, family of T. Lefebvre, Judge de Lorimer, Mr. and Mrs. Ameye, Mr. and Mrs. J. R. Thibadeau.

Some of those present at the funeral were: J. A. Prendergast, J. Fletcher, H. Godin, J. Gratton, Colin Campbell, Dumont Laviolette, George Gillespie, H. A. A. Brault, president of the Chombre de Commerce, J. O. Beauchemin, A. H. Ewing, of S. H. Ewing & Son; W. H. Halford, T. Bienvenu, S. W. Ewing, Hon. J. D. Rolland, D. Masson, Ed. Marceau, L. E. Morin, J. L. Archambault, L. H. Lafleur, M. Orsali, Ald. Jos. Ward, Chas. Moncelle, A. Barsalou, Louis Loranger, E. Chaput, F. X. Saint-Charles, Jos. Mallette, A. Racine, J. B. Lawrence, J. B. Jodoin, C. A. Chouillon, A. Filiatreau, J. Dutrisac, A. Charlebois, E. Paquet, J. E. Desaulniers, Telesphore Ouimet, J. P. Dorais, H. Brouillette, J. Ethier, F. Busiber, W. E. Bonin, D. Giguere, A. Lemoine, G. Letourneux, L. N. Veuilleux, E. E. Lesages, J. Richer, J. Sauvage, N. d'Armour, A. Charland, P. E. Poirier, A. Charest, R. Carriere, P. M. Girard, F. Hughes, Eugene Provost, J. Thouin, H. Jeanotte, I. Genest, E. Senecal, H. Gagnier, E. Pigeon, G. H. Dumaret, R. L. Innis, D. C. Goet, J. Daigle, E. Bayard, Jos. Lamoureux, A. Nathan, R. Lajoie, Jos. Lajoie, W. A. Archambault, L. E. A. Cholette, A. G. Paradis, C. T. Viau, J. Z. Ducharme, Ed. Merrill, C. E. Gagnon, A. Doin, S. Cote, A. et R. Roulau, D. Payette, S. Pouliot, H. Barsalou, A. Pominville, B. Poirier, C. Lapierre, E. H. Hebert, H. C. Cadieux, L. J. Saint-Jean, C. Lamoureux, H. Dorion, S. Boisvert, A. Raymond, H. Bertrand, I. Prefontaine, D. J. Byrrie, C. F. Fisher, H. Hamilton, J. E. Quintal, John Nault, A. Bourdon, B. Brault, H. P. Pepin, E. P. Benoit, Alf. Barbeau, L. Barbeau, P. Emond, L. G. Garet, A. Scott, J. U. Ouellette, G. W. Prescott, A. T. Lafreniere, T. Gauthier, L. C. Paquin, J. N. Cavanagh, J. P. Flynn, J. O. Gravel, A. Lemoine, A. Ameye, J. A. Menard, A. Prud'homme, L. A. Saint-Louis, J. R. Robidoux, E. Paquette, J. Daigle, A. Bruneau, W. Stanway, G. A. McCarville, la famille J. C. Auger, L. J. A. Cholette, H. T. Deschenes, Arthur Courville, T. Vaillancourt, A. Comte, H. Comte, G. Summer, E. Turber, W. Delorme, S. Hampson, A. T. Hodge, J. A. Precourt, B. Spinelli, A. Allard, of Provost & Allard, Ottawa; S. J. Matheson, Jos. Ethier, E. A. Goodacre, Chas. Thompson, J. A. Taylor, Montreal.

ORGANIZED THE CLERKS.

J. B. E. Poirier, general manager and treasurer of the Beach Calculating Machine Co., Montreal, was in Toronto this week establishing a general agency for his company. He is going as far west as Winnipeg, via Detroit and Chicago, returning in a fortnight.

Mr. Poirier was for years associated with the retail grocery trade in Montreal and founded the Retail Grocery Clerk's Association of that city. He is still the mainstay of it and continues as its treasurer. The association is now engaged in an early closing campaign. In Montreal 10 o'clock is the usual closing hour for grocers. The early closing by-law is before the courts and a decision is awaited.

WESTERN BOARD OF TRADE.

At Redvers, Sask., a board of trade has been organized with these officers: President, R. Douglas; secretary-treasurer, L. T. McLanders; executive, J. Dodds, W. Montgomery, H. Bowers. The first step they purpose taking in hand is the establishing of a bank and elevator.

GETTING BIG FAST.

The assessment of Regina, Sask., has more than doubled in a year. Here are the features: Total assessment, $7,083,979; exemptions, $598,575; net assessment, $6,485,404; 1905 assessment, $3,000,243; gain in year, $3,485,158. Amount assessed for income, $110,301.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods. Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

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Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
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Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
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Quance Bros., Delhi, Ont.
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Bell, Thos. Sons & Co., Montreal.
Campbell Wilson & Howe Calgara Alta.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
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Millman, W. H., & Sons, Toronto.
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Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
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Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
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Oakey, John, & Sons, London, Eng.

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Murray Oswald & Co., London, Eng.

BOARD OF TRADE INFLUENCE.

The influence of the Board of Trade in Canada in the realm of commerce and finance should be extended into the fields of social and political progress. not party politics or fads, but the every-day business of managing the affairs of the whole community, municipal, provincial and federal. The individual who makes a success at business would not necessarily be a success as a public man, but in the bulk the business men of a community as represented by the board of trade should, if their interest was aroused, decide wisely on questions of public polity.

One principal reason why the boards of trade are not more influential is that many of them have not the right kind of secretaries. A board of trade secretary should be an expert in the matter of detecting questions calling for action by the board. He should be a man with a knowledge of public affairs. Everything on the order paper of council, legislature and parliament is of moment to the business community. The board secretary should know the significance of issues as they arise, keep his board informed and advise them when to take action. Many things vital to the commercial interests of a community are neglected by the public bodies that should deal with them. Boards of trade could force action in many instances if they were so minded.

It may be urged that this is the business of the president and executive. That is just the point. The elected officers are business men absorbed in their own affairs; what we claim is that the secretary should be specially commissioned to advise the board and as a body inform them of the ins and outs of questions which in the public interest they should take up. To do this well the secretary must have a working knowledge of public affairs and public bodies. About eighty per cent. of public business is in the hands of municipal councils. Here is a large field in itself for boards of trade.

The Hamilton board recently made a progressive move that is decidedly in the right direction. It has decided to engage an agent to devote his whole time to the affairs of the board. He will investigate all complaints about transportation and such matters. The board appointed committees to boom Hamilton-made goods, and to co-operate with the aldermen when important matters are before the council for consideration.

THE HONEY CROP.

Ontario's honey crop is reported by the provincial Government inspectors to be a failure owing to unfavorable climatic conditions. Since the bees gather their surplus honey in ten or fifteen days this not very wonderful. If some one could produce a tame bee with a tongue long enough to reach the nectar in red clover there would be no more honey crop failures and Canada would enter among the big honey producers. Bees have been brought from Italy, Egypt and other countries in the attempt to get one that could extract honey from red clover, but to no purpose, and white clover remains the chief source of Ontario honey.

Europe produces 80,000 tons of honey of an approximate value of ten to eleven million dollars.

According to statistics in the Handels museum, Germany leads in the production of honey among European countries with 1,910,000 beehives, furnishing 20,000 tons of honey. Spain is next with 1,690,000 hives and 19,000 tons of honey. Austria-Hungary is third with 1,550,000 hives and 18,000 tons of honey. The other European states are far behind. France produces 10,000 tons, Holland 2,500, Belgium 2,000, Greece 1,400, Russia and Denmark 900 tons each. In these statistics the effect of climatic conditions is noteworthy, especially when comparing Russia and Greece. The latter has only 30,000 beehives, yielding 1,400 tons of honey, while the former with 110,000 hives produces only 900 tons.

A TRAVELERS' TIME.

A traveler was heard lamenting the other day about the amount of time he was compelled to lose in waiting for an appointment with a storekeeper in a small town. This traveler called on his man but found him engaged. He went out and came back again in an hour's time, but found the same condition of affairs. The man with whom the storekeeper was speaking was a resident of the town, who could be seen almost daily, but the traveler had but a short time to remain before his train left, and felt that an effort should have been made under the circumstances to give him an opportunity to do business and get away.

It is hardly fair to mete out such treatment to a man, but from reports that are heard from time to time it is not an infrequent occurrence. Unfortunately there are merchants who have a feeling that a man having goods to sell is under an obligation to them, and they must show it by keeping him hanging around until they feel disposed to talk with him. This is an unkind spirit, and one that never begets any good feeling from the man who is thus snubbed. It is not necessary to turn one's business upside down to accommodate any traveler, but a kindness done in making an effort to assist him to facilitate his business is only right. From a purely selfish standpoint it is also the best policy, for as a rule the experienced traveling salesman is in pretty close touch with most things that are going on in the trade, and is often in a position to give the merchant a pointer that is worth a great deal more in value than the time taken in seeing the traveler.

But there is another side to the story. The merchant has his grievances and his "thorn in the flesh" of being solicited in season and out of season for a sample order of this or that that he really does not want. He states plainly that he has sufficient of the goods enumerated in stock, and does not care to do any more

buying, but the drummer man remorselessly tags after him, insistent and argumentative. By some this is called zeal, but oftener it is poor judgment. It is never right to try to sell a man what he does not want, and it is the importunate salesmen who do this that put merchants on the defensive when they see a traveling man enter their store.

POWER FOR MUNICIPALITIES.

A conference of municipal delegates representing municipalities from Toronto west to London was held at Galt this week. The harmony which prevailed showed the spirit in which the public have embraced this gigantic scheme. Hon. Adam Beck and Cecil B. Smith addressed the delegates and took it upon themselves to answer the adverse criticism expressed through the correspondence columns of the daily papers. There was no weakening in the stand taken in favor of carrying out the original plans, and estimates relative to the cost, maintenance and distribution of power were again taken up and explained by the speakers.

To avail themselves of the privileges of the act, the municipalities must cooperate with the Government, and this they decided to do. But while it is well that there is such unanimity in endorsing the act of the Government regarding the development of Niagara Falls, there should be no undue haste in dispelling the criticism of those who are opposed to the present plan of development, for only by the expression of such opinions are the difficulties to be seen. Few questions that have come up for public assent are of more importance than this one, as it means the outlay of millions of money. That the power can be generated and distributed is not the issue—that is accepted. The method that is most economical and most advantageous to the public is what must be well thought out. In a multitude of councillors there is wisdom, so let no one who has new light to throw on the subject be denied an opportunity.

GROCERS' TECHNICAL COURSE.

Some months ago Dr. Packenham, principal of the Toronto Technical School announced in The Canadian Grocer his intention of establishing at the opening of the school this Fall an evening course of classes for grocers and grocers clerks. He attached to it the one condition that sufficient interest should be manifested by the trade to make the effort worth while. He would have to arrange a course of lectures by experts in various branches of the trade. It is a considerable undertaking. If established, the work would do a great deal to raise the standard of the grocery trade in Toronto and throughout Ontario and the opportunity should not be allowed to go by default. Every grocer and clerk who will attend such a course, if established, should send Dr. Packenham a post card notifying him to that effect.

ORGANIZATION FOR GROCERS.

Retail grocers, when spoken to individually, admit, almost unanimously, that there should be a strong provincial organization of grocers apart from other branches of the trade. There are many questions peculiar and vital to the foodstuff trade that the men engaged in it should, they feel, have an organization. Apparently all that is needed is for some one of the local organizations to send out a call. Such an organization could do much for the grocery trade and it is the only way by which the retail grocers of Canada as a body can keep their department of business abreast of the times.

REFRIGERATION FOR FRUIT.

The Dominion Department of Agriculture is going to spend some money this year to teach fruit growers the advantage of cooling their early fruit before shipping it. To do this the Government has arranged for a refrigerator car service and has undertaken to pay the cost of icing up to $5 for fruit for export.

The initial paragraphs of a circular (No. 914) issued by the Grand Trunk reads:

"At the request of the Department of Agriculture of the Dominion Government, we will, as far as practicable, furnish iced refrigerator cars for the transportation of export shipments of fruit via the port of Montreal, during the period August 1 to September 30, inclusive.

"The ice used in the initial icing, as well as in the re-icing of these cars, will be charged for at the rate of $2.50 per net ton. The Dominion Government will assume an amount not exceeding five dollars ($5.00) per car towards the cost of this icing, and the difference between the amount assumed by the Government and the actual cost, must be paid by shippers."

A. McNeil, chief of the fruit division, in an explanatory statement to the Canadian Grocer, says:

"Briefly, the conditions are these. The shipper sends in a written requisition for a refrigerator car, stating how much ice he requires and paying $2.50 per ton for the ice. Of the amount paid for ice, the Government will repay not more than $5 per car. This applies only to fruit for export during August and September. This is a very important concession to fruit growers, not so much on account of the amount of money contributed, as on account of directing attention to the necessity for refrigerator cars in the case of early fruit. If fruit shippers could be induced to see the very great importance of cooling their fruit before shipping it, there is no reason to doubt that every bushel of our early fruit could be marketed at a good price."

This is an educational expenditure the entire country will approve. The development of agriculture in all its phases must be Canada's first industrial consideration if it is to take its obviously destined place as a food producer.

COMPLAINT AGAINST FISH

The Grocer has been handed a letter by A. P. Tippet & Co., Montreal, regarding the manner in which, according to rumor, fish are being packed in the Maritime Provinces. Considerable talk has been heard among the trade on this question. It is a fact that if the things spoken of in this letter as printed hereunder are true, the fish trade of Canada is in great peril. Already there is a very noticeable decrease in the volume of business turned over, which may be ascribed to this cause. Legitimate packers claim that there are some houses who seem to feel quite justified in refilling cases of "haddies" with hake, and other such cheaper lines of fish. The effect upon the trade, if such is the case, is easy to see. The question opened by this letter is one of vital interest to all concerned in the fish trade of the country, and if such conditions as are described exist the sooner matters are remedied the better. The letter follows:

"Dear Sirs,—I have been buying canned haddies from Canada for some years, having met with them in the west during my annual vacation, but this season I visited the Maritime Provinces and was very much surprised to find that in many of the factories they packed all kinds of fish and called them haddies.

"Now, I do not know much about fish, but I was told that hake and pollock and dog fish were often used by packers to fill up; this has very much upset me, and I should like to know if it is quite according to your law to pack goods under different names, because the fishermen told me these were very much cheaper and inferior to haddock.

"Yours truly,

"M. BOYLE."

"Scranton, Pa., 23rd July, 1906."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Fluctuations.

Fish—Revised.

Montreal, July 25, 1906.

In grocery circles this week there has been nothing out of the usual. Business has been steady and the markets generally featureless. Summer trade is very good and jobbers seem to be satisfied with the amount of business they are turning over. Collections are reported much better, accounts being collected with less trouble than formerly. Corn and peas are in good demand according to the reports of jobbers. Around the trade there is considerable wonderment as to what may be the reason or seasons of canners in withholding quotations on next season's goods. Price lists should have been out before this. Good trade is passing in sugar at prices which are well maintained. Owing to existing conditions an advance in sugar is considered as not improbable. Molasses are unchanged. In tea there is practically nothing that is new. Dealers report good business in dried fruits. Quotations on new crop currants are expected to arrive in a couple of weeks. Coffee has not changed since last report, while spices are on the quiet side. Honey in combs is arriving more freely. Good business is anticipated a couple of weeks hence.

CANNED GOODS—Good business is reported. For the season, demand generally has been very good. There is considerable corn going out at present, and several fairly large orders for peas have been received by jobbers. Tomatoes are in fair demand at figures quoted. Some surprise is expressed by the trade at the way canners are delaying in giving out prices for next season. Quotations should have been out by this time, but with the exception of a couple of lines nothing has been made public. No prices have been made on such staple lines as tomatoes, corn, peas and salmon. This delay on the part of the canning companies has given rise to much speculation as to what can be their idea in holding off so long.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett, 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.		2 50
Pineapples—		
2's sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases. "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz		1 00
Canadian plain herring, per doz		1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Sugar is steady at prices quoted. Business has been very good on all sides. Orders received have been of goodly size. In some quarters it is thought that there will be an advance shortly. Although there are not great grounds for so thinking, yet it is not improbable that prices may be put up 10c.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

SYRUTS AND MOLASSES— Trade in molasses moves along quietly. The market is on the quiet side, orders received being for goods to go into immediate consumption. For the season very good business is being done in syrups.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—Nothing new has developed in the tea situation. Interest is still centred in Japan teas. Prices have been well maintained, according to recent cables from Yokohama. Such old Japans as are held have been advanced more or less as was expected. In some cases there has been an advance of two cents. Owing to the fact that these teas were sold so cheap during the past few months, however, these advances are not surprising. China greens present no new features. Indians are unchanged, while there has been no change in the tone of the Ceylon market.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 24
" " pinhead	0 28	0 32

COFFEE—The coffee market has remained unchanged since last week. Business is nominal. Mochas are strong and indications point to higher prices owing to conditions in the primary markets. Maracaibo is a shade stronger.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—Business has been moving along steadily. The market this week presents no new features except the advanced prices being asked for all nuts. Taragona almonds now command 15c. Brazils are also up, stocks being limited. Valencia raisins are well nigh cleaned up, the market being very bare. There has been no change in the currant situation. New crop quotations are expected to arrive in a couple of weeks.

Valencia Raisins—		
Fine off-stalk, per lb		0 05
Selected, per lb		0 05½
Layers, "		0 05¾
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ⅛s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		
Prunes—	Per lb.	
30-40s	0 09½	0 09¾
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned		0 06½
" " in 1-lb. cartons		0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box		0 11
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—Practically nothing of interest has developed in the spice market since last report. Advices from primary markets state that the feeling is firm. Locally but fair business is passing.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

HONEY—White clover comb honey is arriving more freely now and dealers are quoting from 14 1-2c. to 15c. From reports to hand it would seem that honey will be plentiful this season. Active trade is expected to begin in a couple of weeks when stocks begin to come forward.

White clover comb honey	0 14½	0 15
White clover, extracted tins	0 07½	0 08
Buckwheat	0 06	0 06½

EVAPORATED APPLES—Evaporated apples continue quiet at high prices demanded. Dealers who have any stocks are asking 12 1-2c. to 13c.

BEANS—There has been no change in the bean situation since last week. There is little demand on any side, trade being very quiet.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

MAPLE PRODUCTS—Business continues fairly good in maple products. Orders received, while not large, are satisfactory for this time of year. Prices are steadily maintained.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 07	0 08

RICE AND TAPIOCA—There is a fair amount of business passing in rice at figures quoted. Tapioca is quiet. Stocks are limited, many houses having practically none on hand, besides which prices are prohibitive.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½

ONTARIO MARKETS.

July 26, 1906.

The grocery trade is very fair, quiet in spots, of course, but seasonably very good, and collections are not a cause for complaint. The canned goods situation is interesting the trade most now. Jobbers here think the canners and packers are wise in not making prices until the pack is known. Corn, peas and tomatoes are, of course, the principal articles. The pea pack is about finished and an announcement of the price is expected very soon, perhaps this week. The pack is said to have been about 65 per cent. of what was expected and if orders were to be completely filled it would leave the factories bare. That means a very strong situation. The market on corn is in good shape. The prices are firm. Sugar is firm and a rise is expected. The dried fruit market continues very firm and all lines very scarce.

CANNED GOODS—Stocks of canned corn are said to be in very small compass. There has been no actual change in prices, but holders are not at all anxious to sell freely. Preferred brands are pretty well out of stock. The price of the new pack of peas has not been fixed but it is expected to be 12 1-2 to 15c. higher than last year. Last year the crop was unusually heavy and the quality unusually good. This year neither conditions prevail. One day this week there was not a green pea to be had in St. Lawrence market, Toronto.

The salmon pack is still uncertain, but the confident expectation is that it will be small and the market continues very firm. Retail prices here have advanced from 15c. to 17c. for choice brands.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal.	2 77½	2 75
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2s, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S.	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S.	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S.	1 67½	1 65
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S.	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup		2 25

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian	3 00	...
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's, Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....

Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 75
1-lb. Flat, "		1 85
½-lb. " "		1 10
Northern River Sockeyes		1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s		0 14
" ½s		0 23
" **Portuguese ¼s**	0 08	0 10
" **P. & C., ¼s**	0 25	0 27
" **P. & C., ½'s**	0 35	0 38
" **Domestic, ¼'s**	0 03½	0 04
" **Mustard, ¼ size, cases 50 tins, per 100**	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 35
" 2s, "	2 40
" 6s, "	7 20
" 14s. "	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

TEA—Japans are on too high a level for much business to be done for general importation. The crop is about one million pounds short to date of that of last year to the corresponding date. This would not be serious on a forty million crop, but when the fact that last years crop was nearly ten million short of the previous year it assumes a greater importance. Ceylon greens apparently have a new opportunity of being strong competitors of the Japans, and although these are also dearer they can still be bought at prices which show about the same margin that buyers expect to get on Japs and allow the highest class of leaf, with good liquor, to go to the counter at 25c. This is not the case up to the present moment with Japans, as only very ordinary teas can be bought to lay down at 17c. to 18c., which are not considered good enough leaf to resell to the retail trade at the same prices. Black teas are very cheap in the primary markets for the lowest grade, with good ordinary leaf. Anything, however, showing indication of quality in the cup at once jumps about 2c. per pound and strictly fine teas are very high. This is quite in accordance with the usual course of the tea market, which in the matter of prices invariably contracts and expands at both ends, thus when teas are at their very cheapest the finest are always at the very highest price and when teas are at the dearest point of the market the finest ordinary grades get very close together in the matter of prices. The main principle governing this feature is that conditions favorable to the production of very large quantities are unfavorable to the production of fine quality, and thus when tea is plentiful, quality is scarce.

COFFEE—Locally, trade in coffee is quiet. Willett & Grey say of the situation:

"The distinctly favorable position of coffee is commanding more attention but the necessities of interior buyers are growing more acute, and these two features together will force the trade out of the waiting attitude it has so long observed. The coffee trade always displays more activity in advancing markets, apparently always better satisfied to build up their stocks when prices move up and when once a good impetus displaces cankering pessimism the natural buying movement will be very heavy.

"Everybody is watching for news from Brazil. The Federal scheme to provide some protection for the coffee industry in Brazil may not at first sight be regarded with the confidence due to it. The coffee states have labored long to reach a practicable basis and it is positively announced they have settled upon a bill that Congress will pass and the Government will execute.

SUGAR—The market is firm at unchanged quotations. At New York buyers and sellers are to far apart in their ideas regarding raws for business, and in Europe best is slowly advancing. Of the world's visible supply Willett & Grey says:

"Total stock of Europe and America, 2,548,977 tons, against 1,864,479 tons last year at the same uneven dates. The increase of stock is 684,498 tons, against an increase of 774,198 tons last week. Total stocks and afloats together, show a visible supply of 2,718,977 tons, against 2,079,479 tons last year, or an increase of 639,498 tons."

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, July 26, 1906.

BUTTER—Market steady. Some export trade passing. Prices unchanged.

CHEESE—Situation unchanged.

EGGS—Conditions have not changed. First class stock still hard to obtain. Prices steadily maintained.

PROVISIONS—No new feature in the market. Dressed hogs selling $10.50 to $10.75 per 100 pounds.

Paris lumps, in 50-lb. boxes		4 93
" in 100-lb. "		4 83
St. Lawrence granulated, barrels		4 38
Redpath's granulated		4 28
Acadia granulated		4 23
Berlin granulated		4 18
Phoenix		4 28
Bright coffee		4 08
Bright yellow		4 13
No. 3 yellow		4 13
No. 2 "		3 98
No. 1 "		3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

MOLASSES AND SYRUPS—Trade is very dull. The market is firm and prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 40
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 02¾
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " **per case**		5 10
½-gal. " "		5 60
Qts. " "		6 00

DRIED FRUITS—The currant market has been steady in Greece and quite firm for some weeks past. The firmness developed last week into an actual advance. This is attributed, according to cables received, to some new concessions having been made to the Currant Company, which, it is claimed, will enable them to deal more effectively with the crop than last year. There are practically no currants in Greece now except what are held over by the carrying company and the conditions under which they are carrying these currants prohibit the possibility of the goods being exported at a lower figure than that now quoted, which are about on a parity with the actual prices at which the Currant Co. is under obligation to buy all currants offered to it.

The general opinion in regard to Valencia raisins is that prices will open on the primary market at least a cent above last year's prices. That price is likely to be maintained throughout the year. The crop is estimated at 20,000 tons or 1-3 less than last year; while exchange is much more unfavorable for export. Malaga raisins, barring accidents, will be even a larger crop than last year, but with the high prices of all other fruits may have some effect on the demand for Malagas. Reasonable prices are expected even with the somewhat larger demand.

California prunes are practically out of the market and the new crop will not be in time for the early Fall demand. Austrian fruit, said to be not so sweet, but more flavory, is selling at 6 1-2c. for 90's. Some French prunes, 110s-115s, are to be had at 4 1-2c.

Manufacturers of citron peel have been advancing prices.

Prunes, Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes		0 07½	0 08
80-90s "	0 07½	50-60s "		0 08½	0 09
70-80s "	0 07½ 0 07½	40-50s "		0 09	0 09½
		30-40s "		0 10½	0 10½
French prunes, 110-120's					0 04½
Note—25 lb. boxes ½c. higher.					
Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 18	0 20
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb				0 10	0 14
Tapnets, "					0 04½
Peaches—					
Californian evaporated, " "				0 14	0 17
Pears—					
Californian evaporated, per lb					0 13
Currants—					
Fine Filiatras	0 06½	up	Vostizzas	0 07½	0 08½
Patras	0 06½	0 07½			
Cleaned ½c. more.					
Raisins—					
Sultana				0 05½	0 09
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected				0 06	0 06½
Seeded, 1-lb packets				0 09	0 10½
California, loose muscatels—					
3-crown					0 07½
4-crown					0 09
Dates—					
Halloweee	0 05		Fards new choicest	0 09	0 10½
Sairs	0 04		" new choice		0 09½
Domestic evaporated apples					0 13

NUTS—The price of almonds locally has been advanced in keeping with the higher prices abroad. The general level of prices for all nuts for the coming season will likely be about 25 per cent. higher than last year. On almonds it is said the advance will be even more.

The owners of the New York cargoes of dates, of which some 20,000 boxes will be billed to various points in Canada, have advanced their prices 1-4c. The London market is much higher and the prospects are that the advance named will be maintained.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 28	0 30
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—Prices are firm. There is fair business passing in pickeling spices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole		0 3)
Cream of tartar	0 22	0 28
Allspice		0 16
Mace		0 85

RICE AND TAPIOCA—Prices are firm and tapioca is selling somewhat above recent quotations.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl		0 07
" double goat		0 07½

DRIED FISH—Little business is doing in dried fish. Quotations are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05¾ 0 60
Flitched cod fish, cases of 100 lbs	6 50

HIDES AND WOOL—

Hides, inspected, steers, No. 1	0 12
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Sheep skins	1 65 1 85
Lamb skins	0 60
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb	0 05 0 05
Pulled wools, super, per lb	C 25
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18
" washed fleece	0 27

N. B. MARKETS

St. John, N.B., July 23, 1906.

Business continues good, though it is just between seasons. Market generally is firm. Flour is perhaps the chief exception. The difference in price between Manitobas and Ontarios is at present more than usual. One reason is said to be the increased demand for Manitobas and the effort of the Ontario miller to hold a demand for his product. It is a question if the Ontario miller is not somewhat to blame for the falling off of the sale of his product, having interfered with the individuality of his flour by using so much Manitoba wheat. It is not an uncommon thing to hear of people giving up the use of Ontario brands because of the change in the quality of the flour. It is neither one thing nor yet the other.

The extreme price of cheese for this season is a feature of the market. The output in New Brunswick, and particularly in Nova Scotia, has fallen off of late years. The quantity was never enough to very much affect the general market. Cream of tartar, while rather firmer, continues quite low. Rice is firmer.

OIL—Outside of the city prices in burning oils are rather higher. The market is firm. Consumptive demand not large at this time. In lubricating oils a good steady business. Paint oils rather quiet. Full figures quoted. In cod oil fair receipts, just a fair sale. Prices unchanged.

SALT—Business in Liverpool coarse salt has been quite active, one firm in June handling twenty-five thousand bags. There are three cargoes now about due. Prices are well maintained. They are rather lower than last year. In fine, Canadian chiefly sold. There is improved sale for English, extra fine, repacked in boxes here.

CANNED GOODS—Corn quite firm, a fair stock. Price on new peas daily expected. It is expected it will be well above last season, so market is very firm. Tomatoes firm at full prices. In fruits, strawberries firm at the sharp advance. This is not a large market for fruits. Peaches firm. Market quite bare of gallon apples. They showed a nice profit this year. Salmon are higher, owing to the higher price at which new goods opened. Demand here is for Springs. Oysters scarce. Meats dull. In sardines, haddies, and kippers situation unchanged.

GREEN FRUIT—Dealers are very busy. Bananas sell freely. Oranges and lemons still high. Melons have but a fair demand here. Pines unchanged. Apples rather lower and of better quality. Strawberries about done. Just a fair demand in California plums and peaches, a few pears seen. Nova Scotia cherries now here.

DRIED FRUIT—While spot prunes are scarce for new goods, prices somewhat easier. Spot seeded raisins are higher. Prices for future quite firmly held. Malaga table fruit will cost higher than last year. Early prices on Valencias note a firm market. Apricots and peaches extreme. Dates and figs higher than last year, as is citron. Currants are unchanged. New quoted above last year's prices. Evaporated apples out of the market. Onions unchanged.

SUGAR—While market is very firm, the expected advance is still delayed. There is a good demand.

MOLASSES—Business is somewhat quiet. Imports, particularly of Barbadoes, have been large. A large part of the Barbadoes has been the fancy grade. Prices unchanged.

FISH—Salmon is about the only fresh fish of interest. In this, season is getting late. Prices have been good and catch quite large. In dry fish prices are lower, getting down to fair values. Pickled herring are still high. Dealers got a good full price for their deliveries this season. Smoked herring are dull.

FLOUR, FEED AND MEAL—Ontario flours again lower. They are about 80 cents below Manitobas; this is more than usual. Millers are trying to hold the market for their Ontario flour. Oatmeal firm at full figures. Cornmeal little changed. Beans are dull, just a fair sale even for Yellow Eyes at the low prices. Barley of late is in very small demand. Peas, light business.

PROVISIONS—In barrel pork firm prices rule; there is but a slight demand. Beef is quiet; there is an effort towards rather higher prices. Pure lard is again firmer. Some American still bought. In fresh meat, business rather quiet; while best beef is quite firm, light beef is low. Mutton is very scarce. Lamb continues quite high. Low prices not expected. Veal a fair price. Pork still high.

Mess pork, per bbl	$21 00	$22 00
Clear pork, "	20 00	23 00
Plate beef, "	13 50	15 00
Domestic beef, per lb	0 06	0 08
Western beef, "	0 07	0 09
Mutton, "	0 06	0 08
Veal, "	0 07	0 09
Lamb, "	0 12	0 14
Pork, "	0 08	0 10
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 12¾	0 13½
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—There is no large stock. For really best quality good prices are obtained.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 16

EGGS—While there is little change, market is quite firm.

Eggs, strictly fresh	0 20	0 25
" fresh	0 18	0 20
" case stock	0 16	0 17

CHEESE—Local output though small supplies the market. Demand is for twins. Price is very high for the season and the outlook is firm.

Cheese, per lb	0 14½ 0 15

Gilbert McKechnie, merchant, of Durham, Ont., is closely identified with the Durham Cement Works. Since he took hold the company has attained a very strong financial position.

T. P. McGillicuddy, general merchant, Mount Forest, Ont., is having a big sale with a view of retiring from business. He has in view a trip to the west and if satisfied with the outlook may remain there. Mr. McGillicuddy will be much missed by the merchants of Mount Forest, for he is a genial spirit.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter. Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Semi-annual convention will be held in board room adjoining the association offices July 26 and 27.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Alameda—R. J. Gibson, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Carnduff—J. H. Elliott, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Winnipeg—President, R. Templeton; secretary, J. Treleaven.

As The Canadian Grocer goes to press this week, the Retail Merchants' Association of Western Canada is meeting in Winnipeg in the regular semi-annual convention. President Hunter is presiding. At the opening session Secretary Coulson presented his report of the work accomplished since February and general satisfaction was expressed at the gratifying increase in membership. A full report of the proceedings at the convention will appear in next week's issue. The secretary's report was as follows:

To the president and members of the Retail Merchants' Association of Western Canada:

Herewith I take pleasure in presenting my general and financial report of the progress of the association since our annual meeting in February. As will be seen, there are features in the present condition of affairs which are encouraging and features which are somewhat discouraging. First, as to membership. As shown in my report last February we had then a membership of 590; of these, it has been found necessary to strike off the names of some 74 dealers who for different reasons are not in business to-day, consequently of the old

R. Templeton,
President, Winnipeg Retail Grocers' Association.

members there are only 516 who can now be included or counted as members. Since the February meeting 227 new names have been added to the membership list, making a present total of 743; this number is distributed among the three provinces, Manitoba having a membership of 450, Saskatchewan 160, and Alberta 133. The substantial and steady growth in membership is satisfactory, but it is discouraging to note the very large number who have not paid their fees for this year.

The association has been financed mainly by the fees of the new members who have joined since February last. Now, I have no doubt but that every member on our membership list will pay. It is only a matter of going after it, which would be an expensive proposition, first, in a loss of time, and incidentally the money spent in traveling expenses.

I hope that this meeting will be able to devise some cheaper and equally effective mode of collection.

The Retail Hardware and Stove Dealers' Association of Western Canada adopted last February the plan of making sight drafts on all members who, after having received three notices of their arrears, failed to remit. These drafts were issued without further advice, and have been successful in securing their collections. I would respectfully submit this plan for the consideration of the meeting. I feel and know the members of the association, particularly those in Manitoba, have received benefits largely in excess of their annual fee and should be prepared to pay promptly.

At the time of the annual meeting the association did not have any Winnipeg members; since that time four branches of the trade have been organized, and the grocers, butchers, druggists and piano dealers now have flourishing sections. It will be seen, therefore, that the association has outgrown its constitution; organized first as an association for the uniting of out-of-town merchants it now includes also the above-mentioned sections of trade, who are nominally sections and parts of the Retail Merchants' Association of Western Canada, although they have as yet had nothing to say in the election of the general executive, although each have their own executive. It is evident, therefore, that a revision of the constitution is necessary to meet this new condition of affairs.

The association now extends from Winnipeg west to the Rocky Mountains, and the territory is a little unwieldy to be handled successfully direct from Winnipeg unless sub-divided into provincial sections. I would strongly recommend that Saskatchewan and Alberta be separate provincial sections, each section to be responsible for its fees to this association and to superintend their local organizations under the direction of your executive.

Since the last general meeting in February I have held 38 meetings in different sections of Manitoba and Saskatchewan, assisting in the settlement of local differences and in the organization of local sections. I have touched little new territory, but have devoted the most of my time to perfecting the organization in territory already visited.

Members are familiar with the association plan for the collection of debts and the preparation of a delinquent list. In a number of sections the delinquent list has been well attended to, and members throughout the three provinces are finding the collection forms of great service. In Winnipeg the plan is working well. Last February I was instructed to act with the secretary of the Retail Hardware and Stove Dealers' Association of Western Canada in securing joint offices for the two associations. We found that it would be necessary to lease offices on a yearly basis. Suitable premises were secured in the Scott building for which we became personally responsible at a rental of $45 per month payable in advance, the share for each association being $22.50 per month. Each association has the sole use of one private office, and the joint use of the general board room.

Business could not be carried on without a typewriter and it was found that the rent of one would cost $5 per

month, while one could be bought on payments for $125. As you will see by the financial report appended, this association is paying $2.50 per month as its share of $5 per month payments on a typewriter. When these payments are completed the machine will be the joint property of the two associations.

Since the last general meeting the contract price plan introduced by Mr. Trowern has been declared illegal by Justice Chute in his decision in the case of Wampole & Co. vs. Karn Co. at Toronto recently. At the present time it is impossible for any lawyer or business man to say just what price agreements are illegal, for the reason that there are as many decisions for as there are against the price contract plan. It would seem, however, that friendly agreements among merchants in the same towns or districts are permissable provided that prices are not unduly or unreasonably enhanced.

At the last meeting affiliation with the Retail Merchants' Association of Canada was decided upon and it has been my endeavor to work in conjunction with their secretary. I am reluctantly compelled to report, however, that so far there have been no apparent benefits from the affiliation. I have written Mr. Trowern repeatedly upon important matters and have not been accorded even the courtesy of a reply. Up to the present time my efforts to work in conjunction with Mr. Trowern have been a complete failure and I would suggest to the association a reconsideration of our relations with the Ontario association.

Shortly after the last general meeting I learned that the Postmasters' Association were endeavoring to secure permission from the Dominion Government to compile a directory of post office patrons and sell them to mail order houses. On behalf of the association I wrote the department protesting against this and the requests of the post masters were not granted. In this matter, as in others, I sought the co-operation of Mr. Trowern, but received no reply to my letters.

(Signed) W. A. COULSON.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 26, 1906.)

Market Notes.

New prices for canned strawberries, asparagus, spinach, etc.

Tapioca advanced 1-4c. to 1-2s per lb. Tapioca advanced 1-4c. to 1-2c. per lb.

Exhibition week, with its retail conventions, has brought a great many dealers to the city and wholesale houses have been correspondingly busy. General business is very active, sales being reported much in advance of last year. Crop conditions continue favorable and the trade are buying liberally.

CANNED GOODS — New canned strawberries are now on the market and prices will be noted below. Prices of new asparagus, rhubarb, spinach and beets will also be found in the list below. Tomatoes have declined 10c. per case. The new crop will soon be on the market and eastern holdings are now being released at reduced prices. We quote:

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	4 03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries "	4 28	4 23
gallon, per doz		6 80

VEGETABLES.

Beans—		
golden wax "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz.	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
All groups, per case		3 00

FISH.

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	4 10
" cohoes, "	4 85
" Clover Leaf, 1 to 4 cases	6 75
" " " 5 to 9 cases.	6 65
" " " 10 to 25	6 55
Lobsters (new), ½-lb. flats, per case	16 00
" " " per doz.	2 15
" " ¾-lb. flats, per case	10 50
" " " per doz.	2 70
" " 1-lb. talls, per case	14 75
" " " per doz.	3 90

MEATS

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
(Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65

SUGAR—The price is unchanged and very firm. We quote:

Montreal granulated, in bbls.	4 85
" " in sacks.	4 80
" yellow, in bbls.	4 45
" " in sacks.	4 40
Wallaceburg, in bbls.	4 75
" in sacks.	4 70
Berlin, granulated in bbls	4 75
" " " sacks.	4 70
Icing sugar in bbls.	5 45
" " in boxes.	5 65
" " in small quantities.	6 05
Powdered sugar, in bbls.	5 25
" " in boxes.	5 45
" " in small quantities.	5 70
Lump, hard, in bbls.	5 55
" " in ½-bbls.	5 65
" " in 100-lb cases.	5 55
Raw sugar.	4 50

SYRUPS AND MOLASSES — Prices are steady. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

JAM AND MARMALADE—

Upton's jam in pails, per pail	0 51
" homemade jam, raspberry and strawberry, in 1-lb. glass jars, per doz.	2 00
Upton's homemade jam, assorted (including raspberry and strawberry), 1-lb jars, per doz.	1 90
Upton's assorted homemade jam, not including raspberry and strawberry, 1-lb. jars, per doz.	1 80
Upton's marmalade, per doz	1 60

MATCHES—Prices are held firmly at the recent advance. We quote:

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS — New apricots are arriving on the local market as The Grocer goes to press this week. The opening prices are so high as to be almost prohibitive and local jobbers are not stocking very heavily. The choice are quoted at 22c., which means that the retail price must be at least 30c. per lb. We quote:

Sultana raisins, bulk, per lb	0 6½
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09
Prunes 100-120 per lb.	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb.	0 11
" silver, per lb.	0 08½

rants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06¾
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07¼
" Vostizzas, uncleaned	0 06¾
Hallowee dates, new per lb	0 05¾
Figs, cooking in taps and sacks	0 05¾
" " " boxes	0 05¾
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEEL—Lemon and orange peels have declined 1c. per lb. and citron peel 1 1-2c. per lb. Prices are now quoted as follows:

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

EVAPORATED AND DRIED APPLES—Evaporated apples are quoted at 14c. per lb. and dried at 9 1-4c.

BEANS—No. 1 white beans are quoted at $2.05 per bushel, and No. 2 at $1.90.

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 2 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca has been marked up 1-4c. per lb. and is now quoted at 7 1-4c. in quantities and 7 1-2c. in small orders. We quote:

Japan rice, per lb., cwt. lots	0 05¾
" 50-lb. lots	0 05¾
Rangoon rice, per lb	0 04 0 04¼
Patna " "	0 04¼
Tapioca, per cwt	7 25 7 50
Sago, per lb.	0 04¼

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	2 20
40-lb. " "	1 12½
20-lb. " "	0 57½
8-lb. " "	0 26
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal, "	1 70

TOBACCO—The Empire Tobacco Co. are putting on the market a new smoking tobacco known as "Starlight." It is to take the place of the "Ivy." The price is 51c. per lb.

B. C. MARKETS.

Vancouver, B.C., July 23, 1906.

The salmon run on the Fraser River is engaging attention at present. Contrary to expectations the season opened fairly well, with catches per boat up to 115. Recently, however, the run has become lighter and it is anticipated that the regular experience of a light year will be that of this season. This is one of the "lean" years, three of every four being counted so in the sockeye salmon run of the Fraser. The run is not expected to keep up very long.

In northern waters the salmon are reported running very well, and the pack at the canneries in Northern British Columbia is well over the average. There is no season on the northern rivers when the catch is extremely small as on the Fraser. On the other hand there is no season when there is such an extremely large catch in the north as the fourth year on the latter river.

* * *

The most satisfactory condition in the salmon industry as a whole would seem to be indicated by the report received

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

We Want Your Window

If you take a pride in your window displays, let the trade know what you are doing.

Send us a good clear photograph and a short but explicit description of what is "behind" the scenes and we will gladly reproduce the photograph in our Window Dressing Department, giving due credit to the proprietor and the clerk who dressed the window.

ADDRESS, "THE EDITOR"

THE CANADIAN GROCER

10 FRONT ST. EAST, TORONTO

at the annual meeting of the British Columbia Packers' Association, the largest concern in the salmon canning in the country. While not so very large a dividend was shown, this was on account of very poor business the first years of the organization. Taken by itself last year showed splendid results, and the association is in the very best financial standing. Most of the profits went to paying up dividends on preference stock which had been in arrears in the years of small pack.

The Okanagan district is shipping out enormous quantities of small fruits this season, the whole crop going to the Northwest. The apple crop is promising a large yield, and just at present the peach crop is coming in very fast. It is barely three years since peaches were first a factor in a commercial way in the fruit shipments from Okanagan. This year the quantity to be exported promises to be very much larger than all previous shipments combined. The quality also is so much superior to the peaches which arrive from California that there is no comparison.

* * *

This week the fruit market is very active, larger quantities of plums, prunes and peaches from California arriving. Prices are not any lower yet. In the course of a week there will be much larger supplies from Oregon and Washington, as fruit from those districts is now coming to maturity. Then the prices will be lower. Local plums, prunes, etc., are not expected to be on the market for some weeks. There have been some apricots from Oregon and Washington received on the market this week. They are rather green and not very large, but are selling at $1 per crate, which is not excessive considering the failure of the California apricots.

* * *

New potatoes are in large supply, and the price is steady at $18 per ton, with prospect of less being quoted very soon. The crop is large this year and in very good condition. No Ashcrofts are yet being marketed here, but will be coming forward soon for shipment north. The surplus crop of that district all goes to Dawson.

S. W. Ewing, Vice-President Montreal Branch Canadian Manufacturers' Association.

Local creamery butter is in large supply now, the product weekly being about to the full limit. No surplus is ever possible, however, as northern shipments of fresh creamery butter are always large and the Yukon market can take all that is produced. Local dairy butter is coming in to retail dealers in fair quantities. Prices have not changed this week.

TORONTO GROCERS ABROAD.

(Continued from page 27.)

Searl, Douglas & Radcliff; Ed. Skeanes, Club Coffee; R. Blackburn, S. E. Qua, Davidson & Hay; Mr. Burt, Nicholson & Brock; Mr. Stevenson, J. A. McLean Produce Co.; Ed. Hawes, "Shino"; Geo. C. Campbell, Geo. E. Taylor, Red Rose Tea; John Wright, R. Cromarty, A. F. MacLaren Imperial Cheese Co.; J. A. McNicholl, Melagama Tea Co.; Chris. Maxwell, T. A. Lytle & Co.; F. B. Mason, G. H. Gosby, Warren Bros.; F. T. James.

Notes.

It was pie time.

Speaker St. John didn't make a speech.

Davey Bell was held responsible for the fine weather.

In the consulship of Van Loon the mighty success was won.

Secretary D. G. Beaton carried the oil can and everything went smoothly as sunlight.

There was a bunch of newspapermen: Wallie Wilkinson, managing news editor

J. S. Bond.

of the Mail and Empire; W. Hewitt, sporting editor of the Star; Alf. Rubbra, of the World; and Mr. Fessy, of the Telegram.

HOLIDAYS FOR TRAVELERS EAST OF TORONTO.

The undersigned have agreed to withdraw salesmen from the eastern ground during the regular two weeks starting August 4, with the exception of James Lumbers and F. W. Humphrey. They have agreed to withdraw for one week starting August 4, all the rest are for two weeks. It is understood that Oshawa is to made an exception. As there are several salesmen living in this town it has been found impossible to include it in the arrangement.

The limit would extend as far east and not including Belleville and Peterboro. Davidson & Hay, The Eby, Blain Co., H. P. Eckardt & Co., T. Kinnear & Co., F. W. Humphrey, Jas. Lumbers, John Sloan & Co.

PERSONALS.

Jack Gill, Midland, took a week's holiday visiting friends in Barrie.

Peter Anderson, Guelph, Ont., is anticipating a holiday trip to the west.

E. C. Clark, Orangeville, is anticipating a few days bowling in London, Ont.

H. D. Kelly.

D. Sutherland, Arthur, Ont., is spending a short holiday in Barrie and Orillia.

W. M. MacKay, advertising manager of the Codville-Georgeson Co., returned to Winnipeg early in the week from his extended wedding tour in California.

John Hodgson, general merchant, of Beaverton, is dead, aged 67. Deceased was in business in Beaverton over a quarter of a century and was very highly respected.

NOVA SCOTIA MARKETS

Halifax, N.S., July 25.

Fresh fruit is now so plentiful that there is little demand for canned goods, and there is a very marked falling off in all lines. The price of all fruit now on this market, with the exception of bananas, is very high, particularly oranges and also lemons. The demand for sugar is very heavy, but the price shows no change. It was felt that with the increased consumption, prices would advance, but no change thus far has taken place. At the present time sugar quotations are seventy per cent. below those in force at this period last year. An early advance is looked for. Canners decline to quote prices on salmon just now as there is some uncertainty as to what the pack will amount to. It is expected that the price will be higher than last year. The strawberry crop is now about over. The lowest price touched in Halifax this season was eight cents per box. Prices were well maintained throughout the season, considering that the yield was fairly large. The best berries on

GROCERS—ATTENTION!

What about your

Canned Goods, 1906 Pack ?

If you have not placed your order for same, write us or see our travellers. We guarantee delivery of best brands and satisfaction in quality and prices.

Dried Fruits, 1906 Crop

We offer all qualities of

Cluster Table Raisins 22-lb. boxes, ¼-lb. boxes and 1-lb. packages. Most attractive package on the market.

Malaga Loose Muscatels.

California Prunes—Santa Clara and Oregon, from 30s to 40s to 100s to 120s, in 25-lb. and 10-lb. boxes.

Figs—Finest Table Figs, in 12-oz. and 10-lb. boxes and 16-oz. glove boxes.

We are Sole Canadian Agents for

"Buffet" Lager Beer

Known as "The Best Milwaukee Beer"

BREWED BY THE

Fred Miller Brewing Co., Milwaukee

Laporte, Martin & Cie., Limited

Wholesale Grocers and Wine and Spirit Merchants

Montreal

the market now are selling at twelve cents.

CHEESE—The cheese factory at Vernon River, P. E. Island, is making good progress under the new management. About twenty-five hundred cheese are manufactured and sold. The first lot was sold to Smith & Proctor, of Halifax, at 11¾ cents, and the second to Messrs. Biffin at 11½ cents. Another lot is about ready to place on the market.

BUTTER AND EGGS—There is a good demand for both. The receipts are only fair. Local made dairy prints are quoted at 20 to 21 cents and small tubs from 19 to 20. Creamery is about 2 cents per pound higher. Nova Scotia eggs are very scarce. These are selling at 17 and 18 cents. Prince Edward Island eggs are in good supply at 16 cents. The quality of some of the latter is very poor, the warm weather having a very bad effect on them.

FLOUR AND FEED—The market is very dull at present. Stocks held here are heavy and the prices steady. Quotations here are about as follows :

Straights	$4.20
Manitoba	5.30
Ninety per cent.	4.30
Eighty per cent.	4.50
Seventy per cent.	4.60

Rolled oats in barrels, $4.20, and oatmeal, $5.10. Bran is quoted $20 and middlings at $24. Hay is selling at $11.

FRUIT—Jamaica oranges, $9 a barrel repacked ; Californias, $5.50, and Mediterranean $4.50. American apples are quoted at $5.50 to $6, and California Bartlett pears at $5.50 per box. Peaches $1.75, plums $2.50 to $3, and bananas from $2 to $2.50.

FISH—The market is well supplied with fish and thousands of small mackerel are still being taken by the fishermen along the coast. The dealers are buying up these fish at 2 cents apiece, and large shipments are being made to the American market. It is stated that one local dealer has half a million mackerel in cold storage.

The brigantine Maggie Bell landed here during the week, 231 puncheons and 112 barrels of molasses for the Dominion Molasses Co.

G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market, except sun-dried apples. Ask for reports about every article you wish to sell.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion ; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

SITUATION VACANT.

WANTED—About September 1st for a live town in British Columbia, an A1 grocer capable of taking charge of department ; must be good stockkeeper, tasty and thoroughly up-to-date ; good salary to right man ; apply giving full particulars to Box 118 CANADIAN GROCER, Toronto. [29]

A YOUNG man with three years experience in a general store would like to have position of salesman in country store in British Columbia. Address Box 109, CANADIAN GROCER, 511 Union Bank Building, Winnipeg. (29)

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road ; an A1 grocery specialty preferred ; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

WANTED.

FRUIT—Wanted, by producer, direct dealing with retail firms. Select plums, peaches, apples. Box 8, Winona. (31)

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

RETURNED
Nov/2/06.
to Dinner
56
98
a.a.w.

BAKING POWDER

For Light, Dainty Pastry and Hot, Healthful Biscuits

GOLD STANDARD
BAKING POWDER

"Guaranteed the Best"

NEVER FAILS
TO PRODUCE RESULTS
PURE
AND
RELIABLE

16 oz. can, 25c.

AT ALL GROCERS

Write for samples and quotations. We furnish both cheerfully.

THE CODVILLE-GEORGESON CO., LTD.
WINNIPEG and BRANDON, MAN.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
137 Elgin Avenue, Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

POTTED TONGUE

Put up in tins of 10 lbs. each, ready for use or for slicing on the counter. In the present high market this is a very enticing line at our price. Order a sample in your next express shipment

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA

This is the season for

Cooked Meats

Try Our

NEW ENGLAND HAM ready for the table 11c. per lb.
BOLOGNA SAUSAGE - 6c. " "

SOLD TO THE TRADE ONLY.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

Eggs
Butter

Lard
Cheese

Yes, we can always fill your order.
If you want Eggs and Butter and Lard and Cheese and Sausage that can be relied upon, you will see that we **always fill your orders.**
Our **Breakfast Bacon** and **Hams** are away in the lead in quality matters.
We wouldn't put our label on them if they were not the best.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

Breakfast
Bacon

Hams
Sausage

PRODUCE AND PROVISIONS

WANT GOVERNMENT INSPECTORS

What British Work People Will Demand as a Guarantee of Imported Meat Products—Denmark's Lesson for Canada — Stores Which Sell Only Canadian Meats.

By J. B. Jackson, Canadian Commercial Agent at Leeds, England.

In view of the charges which are being made by the press in reference to the methods of the Chicago packers, especially with regard to canned meats, I have had an interesting interview with six of the leading provision firms in this district, and on making inquiry as to the prospects for Canada's export trade in canned goods, their collective opinion is as follows:

"We have no buyers at present for canned goods of any description; it makes no difference whether these goods are put up in the United States, Canada, or even in England. Everything that is put up in inside a tin can, and offered on the market at the present time, is quite unsaleable. The public are prejudiced against one and all alike; and all instances of ptomain poisoning are ascribed to canned meats and fish; when, however, the press comments have ceased and public opinion has cooled down, say, in two or three months' time, things will change, and the market will revert to its old position and the public will buy their old fancies, giving preference to the goods from those countries having good government inspection."

Canadian Canned Meats.

I also asked these gentlemen for a candid opinion on Canada's canned meats, and was told that they considered them equally as good, if not a little better than the average "American" brand. They also suggested that Canadian packing houses had a great opportunity to make special efforts to place their goods on the British market, having an asset of great value in the fact that these goods are put up under the British flag.

Denmark offers an object lesson to Canada. Quite a number of private firms in Denmark commenced to ship fresh pork and cured bacon to the English market; it was found on inspection here that some 50 tons of the Denmark pork was diseased, and was destroyed. The pork packing houses in Denmark thereupon unanimously asked the government to provide adequate and sufficient government inspection, so that the meats exported, whether cured or fresh from Denmark, should be right in every particular, and that the trade of the country should not be uselessly imperiled.

The largest dealer in canned goods in this district informs me that the huge industrial classes in the north of England do not want fancy dishes, such as canned tongue and canned chicken; their favorite dish being corned beef in two and six-pound tins. Whole families are employed from early morning till late at night in the Yorkshire mills, and a very large quantity of American corned beef is consumed in the dinner-hour, as a ready substitute instead of a hot meal, and for this reason, corned beef is in great favor amongst retail shop-keepers in this district.

Some weeks ago, a side of Argentine chilled beef was used by the workhouse people in Hull, and being diseased, caused five deaths. This also intensified the feeling against canned and chilled meats in this district, and the press are loud in their demands for adequate inspection, and that no beef, except English beef, should be purchased, unless the cattle or carcasses respectively are imported from a country giving the guarantee of government inspection.

Canadian Direct Meat Supply Company.

A new company has been formed in Leeds called the Canadian Direct Meat Supply Company. I called on them at one of their branch shops here, and had an interview with the manager. The company is entirely financed by English capital, and has been organized on account of the great demand for Canadian goods, as against American.

Two branch shops have been opened in the industrial part of the city, at Hunslet and Beeston Hill; they buy their meat direct from Liverpool, and place no meat on sale except Canadian, a guarantee being exhibited in the window, that no meat will be sold in that shop except "Canadian."

The company has gained great popularity in its already short existence, and although this is the only concern of its kind in the north of England, it is expected, owing to the demand for this class of meat at the present time, that branch shops will be opened in the surrounding cities and towns, as the business develops.

The cheese factory at Moscow, a village on the Napanee River, was struck by lightning Saturday morning and burned. There were 100 cheese in the building.

CHEESE AND BUTTER BULLETIN.

Since last week there has come a change over the cheese market and at present there is a great deal of doubt about shaping of the market in the near future.

Judging from our Canadian standpoint there are a great many "bullish" elements. We have had a long spell of extremely hot and dry weather, the pastures have dried up and there is a material shrinkage in the flow of milk, caused not only by the draught, but also by the troublesome flies. Against this we have the argument of extremely high prices, large shipments on the way to Great Britain and a general feeling of uneasiness on the part of British importers.

Last week we had a slight accumulation of stocks in Montreal at very high prices, which shows an indisposition on the part of British importers to follow our lead, and in consequence prices eased off to previous trading basis. If the consumptive demand will now again come on, there will be not much, if any, further decline. This will be tested during the next few days; meanwhile, we have dealers who believe in still lower prices and others think that present prices are safe.

If the above mentioned heavy shipments, now on the way to British markets, are being absorbed promptly, we cannot look for a decline in prices. On the other hand, if the trade in the U.K. will not take up these quantities we must expect a further decline, as prices are still too high for storing purposes.

The receipts in Montreal last week were 107,363 boxes of cheese and 31,065 packages of butter, against 94,502 boxes of cheese and 41,328 packages of butter. During the same week of last year or a total since May 1 of 871,440 boxes of cheese and 271,034 packages of butter, as compared with 843,063 boxes of cheese and 319,992 packages of butter for the corresponding period of last year.

The shipments were last week 81,258 boxes of cheese and 19,279 packages of butter, against 66,947 boxes of cheese and 19,442 packages of butter for the same week of last year, or a total since May 1 of 859,550 boxes of cheese and 137,043 packages of butter, as compared with 752,875 boxes of cheese and 192,878 packages of butter for the corresponding period of last year.

According to these figures, our Montreal receipts show an increase of 28,377 boxes of cheese and a decrease of 48,958 packages of butter, while our exports show an increase of 106,675 boxes of cheese and a decrease of 55,835 packages of butter, or stocks in Montreal of cheese 78,298 boxes less and of butter 6,877 packages more than a year ago.

As it takes about two and one-quarter times as much milk for the production of a pound of butter as it does to produce one pound of cheese, it follows naturally that the yield of milk this year is away below the yield of last year.

The situation on butter is this year a most peculiar one. Prices paid at country markets are a long way above the export basis, but the market continues firm. British markets are not ready to pay our ruling prices here, yet there is a good deal of butter being exported every week. Comparing prices of butter with cheese, the latter continues to be the better paying product of the milk and that farmers are aware of this is shown in the enormous decrease in the receipts of butter at Montreal. The increase in the receipts of cheese is so small, compared with the falling off in the receipts of butter, that it clearly demonstrates a considerable falling off in the production of milk.

We had a most interesting meeting of the Eastern Ontario dairy instructors and inspectors under the lead of G. G. Publow, in Montreal, a while ago. Mr. Publow is doing a lot of good work with his instructors and inspectors improving the quality of cheese in Eastern Ontario, and bringing his men to Montreal to visit the different warehouses here, hearing complaints and comparing cheese from good factories with those which are faulty, will do much to improve the quality generally. A point brought out at this last meeting was a most important one, viz., the point of cleanliness in factories and surroundings and also in taking in of good milk. If the milk delivered to the factories is tainted it should be turned away; no good cheese can be made from poor milk. Farmers are very apt to be careless on the subject of cleanliness and factories do not like to lose a "patron," but this is poor policy, as one lot of poor milk might spoil the entire product of the factory and cause a loss to the careful farmers.

OUR LONDON LETTER.

By Our Own Correspondent.

Although there has been a very fair business passing during the past week on the London butter market, the inquiry for Canadian has not been very great. "Choicest" parcels are making anything from 102s. to 106s. In other grades there is not much doing. In fact, for New Zealand, Australian and Danish the preference is for the best quality. The demand for New Zealand has been brisk, but stocks on hand are very small, the Ionic only bringing in 1,000 boxes during the past few days. Larger quantities of Siberian butter have come along, and are selling easily at 96s. and 98s. for best grades. Canadian creameries are being ordered more freely, but the price is lower here than in the Canadian market.

The demand for cheese is exceedingly good, and this in spite of the fact that prices are away up. Large quantities are going into consumption and each week shows greater deliveries from warehouse. Shipments from Canada, too, have been on a large scale and not less than 64,000 boxes have been credited to this market. The Devona has brought in 34,000 boxes, the Carthaginian 5,000 boxes, and the Hibernian 17,000 boxes. Consequently, stocks on hand have been increased to 105,000 boxes. In spite of this, however, sellers find the demand sufficiently good to warrant them taking a firm attitude, and are inclined to dictate to buyers. Choicest colored is making 58s., but there is talk of 60s. being asked in the near future. Cable quotations from the other side of the water are at 58s. and 59s. c.i.f. Of course buyers say they will not accept. Events will prove the truth of this. Some New Zealand cheese, about 1,000 crates, came to hand in the course of the week and quickly went into consumption. In all the chief centres the demand for Canadian cheese is good, and supplies are passing quickly into consumption.

There has been a steady demand for best weights in Canadian bacon, and prices have been again advanced 1s. and fair business has passed at the higher price. Heavy weights are not moving off very freely, and the demand is somewhat irregular for these grades. In Liverpool the inquiry for Canadian peafed is good and with short supplies there has been an advance of from 1s. to 3s., leanest making 64s., and Cumberland cuts 59s. to 63s.

At length the recommendations of the butter commission have been published. Amongst other regulations, it is suggested that inspectors of the Board of Agriculture, and the Department of Agriculture and Technical Instruction for Ireland shall have power to enter any premises where they have grounds for believing that butter is made, reworked, blended, treated by any process, adulterated, or stored. It is furthermore suggested that all premises where butter is treated or where abnormal butter is produced shall be registered with the local authority as a butter factory; that no fat, other than butter fat, and no vegetable or other oils, nor any substance capable of being used in the adulteration of butter, be permitted to be brought into any registered factory; that the addition to butter at any stage of the process of manufacture of any fat not derived from milk be expressly and directly prohibited; that the penalty for the importation of adulterated butter be in proportion to the quantity of the consignment. There are numerous other laws suggested, those dealing with the retail sale being particularly stringent and all-embracing.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Prices have changed somewhat since our last report. In pure lard it will be noticed that prices are a shade easier than they were. Breakfast bacon is also obtainable at prices slightly lower than those quoted last Friday. Packers report a good general demand for meats. Stocks are none too heavy, but they are able to fill orders received. Hams, bacon and lard are in good request. Export trade is very slow.

Lard, pure tierces	0 12½	
" 56-lb. tubs	0 12½	
" 20-lb. pails, wood (10½)	0 12½	
" cases, 10-lb. tins, 60 lbs. in case	0 12½	
" " 5-lb. "	0 12½	
" " 3-lb. "	0 12½	
Lard, Boar's Head brand, tierces, per lb.	0 09½	
" " ½-bbl., per lb.	0 09½	
" " tubs	0 09½	
Cases, 20 3-lb. tins, per lb.	0 10½	
" 12 5-lb. tins "	0 10	
" 6 10-lb. tins "	0 09½	
20-lb. wood pails, each	1 88	
20-lb. tin pails, each	1 78	
Wood net, tin gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 16½
Hams	0 14½	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—The butter market is steady to firm with prices about unchanged. Some inquiry there is from England so that holders are a little more firm in their ideas. At present prices not much Canadian butter is going into consumption, most of it being put into cold storage.

Choicest creamery, saltless	0 22	0 22½
Choicest creamery, salt	0 22	0 22½
Medium creamery	0 21	0 21½
Western dairy	0 17½	0 18½

CHEESE—There has been a smart decline in the cheese market since last week. The cause of the fall in prices must be attributed to the fact that prices were too high, besides which arrivals in England have been large. As a consequence there developed an easier feeling locally. Probabilities point to still lower prices in the near future. Exports have been very heavy of late and are beginning to be felt on the other side.

Ontarios	0 11½	0 11½
Quebecs	0 11½	0 11½

EGGS—Dealers report excellent demand for the strictly fresh laid eggs, which are not arriving in any quantity. For these it is easy to obtain 20c. Poorer qualities are hard to sell. No. 1 eggs are quoted at 17c.

TORONTO.

PROVISIONS—There is little change in provision quotations this week, but the market is firm and the demand continues active. Breakfast bacon and shoulder hams have hardened to top quotations. Fresh meat prices are unchanged.

Long clear bacon, per lb.	0 12	0 12½
Smoked breakfast bacon, per lb.		0 16
Roll bacon, per lb.		0 12½
Small hams per lb.		0 15½
Medium hams, per lb		0 15
Large hams per lb.		0 14½
Shoulder hams, per lb.		0 12
Backs, per lb.	0 17	0 18
Heavy mess pork, per bbl		22 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb.		0 11½
" tubs "		0 11½
" pails "		0 12
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.	12 00	12 50
Beef, hind quarters	8 00	9 25
" front quarters	4 50	5 25
" choice carcases	6 50	7 50
" common	5 50	6 00
Mutton	0 08	0 10
Yearling lamb	0 09	0 11
Hogs, street lots	10 25	10 75
Spring lamb	0 13	0 15

BUTTER—The market holds an even level but is firm, and the outlook is for a continuance of this condition. One

large commission merchant complained that a good deal of poor cream separator solids were coming to the market. Prices are above the export level, and merchants are simply putting receipts away in hope of higher prices.

	Per lb.	
Creamery prints	0 21	0 22
" solids, fresh	0 20	0 26½
Dairy prints, choice	0 18	0 19
" tubs, choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—The market is lower again. The movement is merely a reflection of events on the cheese boards.

	Per lb.	
New cheese, large	0 11¾	0 12
" " twins	0 12	0 12½

EGGS—Heavy shrinkage is the feature of the egg situation, and prices here are unchanged. The supply keeps up well. The demand continues unusually heavy for this season. Dealers say they never before sold as many eggs at this time of year.

Eggs (new laid)	0 18	0 19
" baker's		0 16

WINNIPEG MARKETS.

BUTTER—Creamery butter is quoted to the trade as follows:

Finest fresh creamery, in 56-lb. boxes		0 20
" " in 28-lb. boxes		0 20
" " in 14-lb. boxes		0 20
" " in 1-lb. bricks (eastern)		0 23
" " " (western)		0 21

CHEESE—

Finest Ontario, large	0 12½
" Manitoba, large	0 12
" " twins	0 12
" " small	0 12

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 13 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham sets	0 11½
Smoked hams boned and roll d, 2 c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 03½
" hocks, " "				0 04

EGGS—Produce houses are paying 17 1-2c. per dozen for eggs delivered in Winnipeg.

CHANGE OF CUSTOMERS.

Canadian Commercial Agent Edgar E. Tripp, of Trinidad, writing of that island's sugar crop for the fiscal year ending March 31, says: "A very noteworthy circumstance is that for the first time on record, so far as I am aware, the colony's former best customer, the United States, did not take one pound of Trinidad sugar. Practically all went to the United Kingdom and British North America, which received respectively 195,917 bags and 127,866 bags. In view of some recent statements as to there being no advantage in the Canadian over the United States market, this is surely significant."

SWISS CHEESE IN ONTARIO.

Schweitzer cheese, a Swiss variety, is now being made in Wellesley township, Waterloo County, Ont., where also the first limburger made in Canada was produced. Christopher Burgener, who had long experience in Switzerland, has started a factory and has 25,000 pounds now in process of curing. He will largely increase the amount as the season advances.

NOTES.

The Jarvis and Dunnville butter factories in the month of June paid to their patrons $10,500.

John W. Montgomery, of Guelph, Ont., formerly cheesemaker in the Goldstone factory, died last week. He was a Scotchman of Linlithgowshire and was 69 years of age.

The demonstrations in the dairy building of the Toronto Exhibition this year will be in charge of the Ontario Department of Agriculture. A course of lectures will be delivered.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

TEAS COFFEES SPICES

Outside of our regular imported lines, we turn over, all the time, large consignments of Teas of all sorts and qualities, at a small margin. Before buying ask for samples. It will pay you.

Landed. Ex. Str. "Tronto," via. Boston

25 Chests **Choice Flavoring** Pekoe Ceylon Black Tea, at - - - **22½c.**
10 " Choicest " Or. Pekoe Ceylon Black Tea, at - - - **35c.**
11 " Extra Choicest Flavoring Or. Pekoe Ceylon Black Tea, at - - **42½c.**
Lovers of good Tea should ask for these.
17 H/c., 40 lbs., Ceylon Green Pinhead Gunpowder Tea, at - - - - **27½c.**

Landing. Ex. Str. "Empress of India"

16 H/c. Japan Condor IV, May picking, at - - - - - **27½c.**
31 " " Tea, May picking, at - - - - - - - **22½c.**
Remarkable for its fine flavor.

Ex. Str. "Kaga Maru"

74 H/c. Japan Tea, Fine Leaf, Early Picking, at - - - - - **20c.**

On the Way—to Land Shortly

100 Chests our celebrated "Conway," Fine Flavoring Pekoe Ceylon Black Tea, at - **17½c.**

100 H/c. Japan Condor XXXX, at - - - - - - - **21½c.**
70 " " " XXX, at - - - - - - - **19½c.**
116 " " " XX, at - - - - - - - **18c.**

This is a part of a large purchase of the above three brands. They are the right goods, bought at the right time and at right prices. They were proven long ago the best on the market, at the price.

COFFEES COFFEES COFFEES

None grown especially for us, but of what is picked we buy the best, blend them **PROPERLY**, and roast them **PERFECTLY** with the most improved gas roaster.

GIVE OUR COFFEES A TRIAL AND SEE WHAT WE CAN DO.
FREIGHT PAID ON 50-lb. ORDERS.

THE E. D. MARCEAU CO., LTD.

281-285 St. Paul St., MONTREAL

THE ATLANTIC FISH COMPANIES, LTD.

Head Offices: LUNENBURG, N.S., CANADA

WITH WHICH IS AMALGAMATED

BLACK BROS. & CO., LTD. - Lunenburg and La Have, N.S.
Packers of Prepared Boneless Codfish

THE WHITMAN FISH COMPANY, LTD. - - - Canso, N.S.
Fresh, Smoked, Pickled and Canned Fish

LEWIS ANDERSON & CO. - - - - - - - Lunenburg, N.S.
West India Exporters

HIRTLE, RAFUSE & CO. - - - - - - - Lunenburg, N.S.
Vessel Outfitters

EVITT'S FISH STAND - - - - - - - Bay of Islands, Nfld.
Frozen and Pickled Herring

Everything in Salt and Fresh Atlantic Fish

EGG CASE FILLERS

NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 BOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

FLOUR AND CEREAL FOODS

All Eyes are on the Western Crop—Hundred Million Bushels Looked for—Local Situations Mostly Quiet — Some Flour For Export.

Nothing unusual has disturbed the cereal markets this week. Everyone is waiting the outcome of the western crop. As usual, alarmist reports are not lacking, but confidence continues in a hundred million bushel crop of wheat. The Ontario wheat is coming to market and quotations on old wheat have declined. Flour also has weakened somewhat in Ontario and some export business is being done. The Americans are several weeks ahead of Canada in getting into the English market with the new crop, and Canadian exporters are just now breaking in. Some of them, to get a footing, will forego profit. Cereal products everywhere are very quiet, but that is seasonable.

OUTLOOK AT BRANDON.

A staff correspondent of the Winnipeg Telegram, writing of the crop from Brandon, Man., says:

Brandon is the centre of a section of some 307 miles long, north and south, by 20 miles wide east and west, that is famous for the quality and quantity of its hard wheat. With the exception of the Portage Plains, there is no part of the Canadian Northwest that has yielded so abundantly for so long a period. For more than twenty years the Brandon district has been noted for the volume of wheat exported. To-day the farms first placed under cultivation a quarter of a century ago are producing hard wheat in undiminished quantities. In all that time a crop failure was unknown. The average was higher some years than others but the sale has been a never failing source of wealth in the Brandon district. Present prospects promise in every way to maintain the record.

The tendency in the district is toward smaller farms and that extensive cultivation which can scarcely be secured where the operations are conducted on a huge scale. The increased value of wheat lands in the district renders this improved method of farming necessary as an economic force. Land has advanced over 100 per cent. here in six to ten years. Prof. Wolverton recently sold a section two miles from Brandon at $47.50 per acre. John Ross was the purchaser. Six years ago it cost Prof. Wolverton $20 per acre. David Black sold three-quarters of a section lying four miles south of the city at $47. It had doubled in value in six years.

CEREAL NOTES.

Goodrich & Coulter, millers, Colborne, Ont., have been burnt out.

The oatmill at Brigden, Ont., has been undergoing repairs for a fortnight.

Ad. Lucier & Co., hay and grain, St. Madeleine, Mrs. A. Lucier registered.

R. A. Bartlett, wholesale and retail grocer, flour and feed, Sherbrooke, Que., has been burnt out ; insured.

Will A. Stevens, for some time secretary-treasurer of the Canada Flour Mills Co., Chatham, Ont., has become the representative of the company in the Maritime Provinces and will reside in Halifax.

MONTREAL MARKETS.

GRAIN—There has been little movement in grain during the week. Business has not been brisk in any quarter. Oats are easier. Manitoba holders are letting out their old stocks, which has the effect of lowering prices.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½ @ 42½
No. 4 white oats "	0 41
No. 3 yellow corn "	0 60
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—There has been no change in the flour situation since last report. Prices are steady. Locally, good business is being done. Export demand is very good in some quarters, while other sections report slow business. On the whole, however, export trade is very fair.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

ROLLED OATS—Rolled oats continue quiet. There is very little movement in this article, demand being slow.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70
Choice boiling peas	1 00	1 10

FEED—Feed is quiet. Demand is small, what little business there is passing being in what is required for immediate consumption.

Ontario bran	16 00	16 50
Ontario shorts	20 00	21 00
Manitoba shorts	20 00	21 00
" bran	16 00	16 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 22½	1 30

HAY—There has been little change of note in the hay situation locally. Farmers are still inclined to hold what stocks they possess. In the Old Country the market is weak. Heavy arrivals are responsible for this state of affairs. The situation will not improve until these surplus stocks are cleaned up. Quotations received from Liverpool indicate 53-55 shillings c.i.f. as ruling figures.

No. 1		10 00
" 2		9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO.

GRAIN—The western crop nearly monopolizes interest. The consensus of opinion here is that it will run about 100 millions. Quotations are scarcely changed. The Ontario wheat crop is coming to market and dominating prices. For September and October delivery the quotation is 74c. and for spot old wheat 77c. is the price.

(F.o.b. Georgian Bay elevator.)

Manitoba wheat, Northern No. 1		0 84
" " " No. 2		0 82
" " " No. 3, nominal		0 79
Red, " per bushel. 78 per cent. points	0 78	0 77
White, " " " "	0 79	0 77
Mixed, " " " "		0 77
Spring, " " " "		0 72
Goose, nominal " " "		
Barley, No. 1, " " "		
" No 2, " " "		0 44
" No. 3x, " " "		0 47
" No. 3, " " "		0 45
Oats, white, " " "		0 33
" mixed, " " "		0 37½

FLOUR—Quotations on Manitoba patents remain unchanged, but Ontario, keeping pace with wheat, has declined 5c. to 20c. There is very little local demand. As usual, buyers to avoid too early new crop flour, have bought ahead for a couple of months. Some export business is passing. A sale made yesterday in the presence of the writer was on a basis of $3 for new wheat flour, immediate shipment, in buyers bags at the mill. Another quotation was 21s. 6d to 22s., Glasgow or Liverpool, for 280 lbs.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags		4 50
" No. 2, " "		4 10
Strong bakers " "		3 90
Ontario patents, No. 1, " "		3 45
" No. 2, " "		3 35
Straight roller " "		3 35

CEREALS—Demand is now very light. Quotations are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 5 05
Rolled wheat in boxes, 100 lbs.	" 2 40
" " 50 lbs.	" 1 25
Rolled oats, standard, carlots, per bbl., in bags	" 4 50
" " " " " in wood	" 4 75
" " " " for broken lots	" 4 80

BUSINESS NOTES

H. A. Merritt has opened a flour and feed store in Grimsby, Ont.

Whaley Bros., Eglinton, Ont., have moved across the street to larger premises.

Ernest M. Seeber, of Carrick, Ont., intends removing to Chatham and opening a grocery there.

T. J. Shore, Cupar, Sask., is erecting a large up-to-date store to be ready for occupation September 1.

James Ireland, Mount Forest, Ont., has moved across the street to a larger and more modern store.

J. H. Colwill, Arthur, Ont., has disposed of his wool at a good price. His genial smile is an asset he can't lose.

G. H. Cooper, grocer, 169½ Spadina avenue, Toronto, has opened a branch on Huron street, just north of College street.

The Norwegian steamer Thyra has arrived at Vancouver with a cargo of Java sugar for the British Columbia Sugar Refining Co.

Michael Ritzer, Brantford, has purchased the grocery business of Henry Reuel, Waterloo. Mr. Reuel has gone into the butcher business.

Harry W. Scott has purchased the Star Grocery, 429 Yonge street, Toronto, from Fred Patience, who has been making a success of the business.

George Taylor, grocer, Wallaceburg, Ont., is enlarging his store by widening it 5 or 6 feet. Two plate glass windows will replace the one in use now.

N. U. Ewes, formerly of Stouffville, will shortly open a bakery and confec-

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

25c.

The best value in any prepared cereal ever sold in Canada is

HOUSEHOLD CANADA FLAKES

The biggest package.

The best-made cereal.

The richest flavor—a combination of Maple Syrup and Malt.

And in every package is a piece of fine decorated china, such as bread-and-butter plates, cream jugs, cups and saucers, etc., any of which would retail for at least $1.50 per doz.

We thus advertise direct to your customers, Mr. Grocer and your customers get all the benefit of the expenditure. It sells itself. Stock it.

24/25s. $4.90 in 5-case lots. Freight prepaid.

The Prices are an Inducement to Buy,

The Profits are an Inducement to Sell.

Mrs. Rorer's Saratoga Chips

sell at 10c. and 20c.—just the right prices.

Every sale of **Mrs. Rorer's Saratoga Chips** yields you a nice profit.

As that "every sale" comes quite often, you can see how the profits multiply.

Write for "Perfect Proposition"

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont.; Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

SALES— **CHEESE** —PROFITS

Automatic Cheese Cabinets

WILL INCREASE BOTH SALES AND PROFITS

The cheese is temptingly displayed under glass, is kept as clean and fresh as when first cut, and is at the same time preserved from the ravages of mice, dirt and tasters.

Its simple operation, by which the cheese comes out automatically with the opening of the door and returns into the cabinet when the door is closed, makes it most convenient.

PRICE

$7.50

F.O.B. Factory.

The Cabinet is a very handsome glass polished hard wood display case; a most attractive fixture.

Place one on your counter and it will increase your cheese sales and profits and pay for itself many times over.

WRITE FOR ILLUSTRATED FOLDER.

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, CANADA

A BIG ADVERTISING CAMPAIGN

has brought the *"Battle Creek Idea"* before consumers. Our goods are the *original health foods.* We manufacture

Life Chips
Granose Biscuits
Granose Flakes
Granola
Caramel Cereal Coffee

Are *you* stocked?

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec

Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS
SPLIT PEAS
POT BARLEY
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

tionery business in Newmarket in the store recently vacated by R. O. Smith.

Mr. Stewart, of the Midland Mercantile & Commercial Co., grocers, Midland, Ont., has retired and the business is being continued by H. E. Gladstone.

J. S. Gibson, formerly with John Groves, Gravenhurst, Ont., has purchased the grocery and glassware business of Sam Murray. Mr. Murray has gone west.

Eugene Murphy, general merchant, Mount Forest, Ont., has returned from a trip to the west in the interest of his woolen mills. He found business very good.

John Cridiford, for many years in the grocery and fancy goods business in Kingston, Ont., and one of the oldest residents of the city, died last week, aged 97.

The Belleville Vinegar Company, recently organized in that city, have secured as their premises the large building known as the Severn brewery. Extensive repairs are being made to it.

Wm. Ormsby, general merchant, Severn Bridge, Ont., is dead. The business is being continued with Harry Marshall, formerly clerk, as manager. Mr. Ormsby was in business at the Bridge a number of years and was highly respected.

R. O. Smith, Newmarket, has purchased a corner store on the busier side of Main street and after making extensive alterations and refitting it throughout, has moved into it. He has now one of the finest grocery and glassware stores in Ontario.

ESTABLISHED IN 1842

OWL CHOP TEAS

1906 CROP (in store)

RETURNED
AUG - 2 1906
To Montreal Office
Cut Book
Page 2

JAPAN
Bulk and Packages

CEYLON AND GREEN
in Packages

SPECIAL PRICES FOR QUICK BUYERS

L. Chaput, Fils & Cie.

Wholesale Importers – Groceries, Teas, Wines and Liquors
- - Montreal

QUAKER CANNED PEAS

We are now reaching the finish of this important line in canned goods. While the pack, through lessened acreage, is largely curtailed, never in the history of this firm has the quality equalled this year's pack. It is a magnificent pack in quality, entirely perfect and perfectly flawless. In past years we have packed a good pack of peas in quality, but there has always been some inferior goods crept into the pack that we did not think worthy of a Quaker label. This year, with a flawless pack, there has not been a single or individual can that is not worthy of a Quaker label. This is something unprecedented in our six years' experience in packing peas. In accomplishing this nature has assisted us largely, the weather being cool and moist throughout the whole packing time. Nature did her part and we are pleased to say that we also did ours, so that we are in a position to say that we are now able to offer the consumers the finest pack of Quaker Canned Peas that we have ever packed since in business. :: :: :: :: :: :: ::

The Packers of Quaker Canned Goods

PRESERVING

Canadian Raspberries, Currants, Cherries, Gooseberries,

will have to be attended to within the next week.

Remember, in placing your orders, we are the largest receivers of Canadian Fruits on this market.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

Georgia Peaches
ELBERTAS

Just the peach you want to give your customers satisfaction.

CALIFORNIA FRUIT

Mixed cars PEACHES, PLUMS, etc., arriving, and supplies fully assured.

Lemons, Oranges, Bananas, Water Melons

RIPE TOMATOES

I have the largest plantation of ***Early Tomatoes*** in the favored Leamington District. Write for prices. I make a specialty of ***careful packing.*** All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,
Leamington, Ont.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Raspberry Crop is Turning Out Well—Vegetables are Getting More Plentiful and Corn has been Reached—Lake Fish Dearer.

The fruit trade continues very active. Price variations this week have been only in keeping with the progress of the season. The demand for fruit everywhere is quite equal to the absorption of the supply and prices are maintained. The Ontario raspberry crop is turning out well. They have been very plentiful this week and the supply will continue two or three weeks more. The canners, however, are making great inroads upon the crop in an endeavor to make up for the strawberry shortage. California fruits are getting cheaper in Canadian markets. Canadian peaches, the early white variety, are beginning to come, but they are of little account. Watermelons are cheaper and importers are complaining of the time consumed in transit. Some cars are as long as eleven days on the road and when they arrive if the weather has been hot about two-thirds of the fruit is spoiled. Lemons are firm and a large importing agent states that any low prices will indicate inferior fruit. Lake fish are scarcer, as is usual at this season. The price is but slightly advanced.

B. C. SALMON CANNERIES O.K.

Because of an attempt to slander British Columbia canned salmon in Great Britain, the secretary of the Provincial Board of Health inspected the canneries in operation and says that of twenty-five canneries on the river every one is strictly compling with the regulations of the board of health. There is no offal or dead fish in the buildings and the rule of cleanliness is rigidly enforced.

The Provincial Department of Agriculture has received information from the Canadian agent at Manchester that as a result of the tinned meat exposures the use of that class of food has dropped off 40 per cent. among British workmen. Therefore the local Government is likely to take steps to encourage the use of salmon.

COST OF CANNING SALMON.

The Fraser River sockeye season opened July 10 and will continue until Aug. 25.

"Unless the salmon pack is a small one," said a canner the other day, "the canners do not expect to make much money this season on account of the increased running expenses. The increased price of labor this year will make a difference of 10 cents per case more than last year. Block tin has increased 50 per cent. and solder 75 per cent. As there are about a dozen sockeyes to each case, the increased cost for the fish alone at $1.20 to $1.80 per case."

NEW CLAM FISHERY.

In Prince County, P.E.I., a new fishing industry has grown up within two years. The catch is quahaug, a hard shell clam, and from two to three hundred men are now engaged at it. The quahaug is fished with a drag from a boat and a fisherman will fish from three to seven bushels per day. The price paid on the shore is $1.40 per bushel. From two to three hundred bags of these clams are shipped from Summerside daily to the New York and Boston markets. Thousands of dollars have been paid to the fishermen of Prince County this season for the shell fish. Recently, the fish wardens have stopped the fishing of the quahaug at some places as it is claimed that the oyster beds were being damaged.

FRUIT SALES IN MONTREAL.

On Monday several cars of fruit were sold at the rooms of the Montreal Fruit Auction Company on Mountain street. A car of peaches brought from $1 to $1.40 for Hales early, and from $1.50 to $1.75 for Crawfords. A car of plums was sold at prices ranging from $1.60 to $1.85. Pears sold from $3.60 to $3.65.

FRUIT FROM TRINIDAD.

The British West India Fruit Co. established in Trinidad two years ago, and by their encouragement fruit-growing on the island promises to become a flourishing industry. The first year they did a business of £803 and in 1905-6, £4,259. Areas of some extent are now being planted out in various districts. The principal fruits are oranges and bananas, but many other varieties go forward in smaller quantities.

SALMON PACKING IN GOOD HANDS

The contention of some people that the salmon packing business is a precarious and uncertain one which is seldom profitable is disproved by the experience of the British Columbia Packers' Association, which has demonstrated that the cannery business can be made profitable on a large scale under the proper sort of management.

The British Columbia Packers' Association is a consolidation of thirty-one canneries on the Fraser River and fourteen along the north coast of British Columbia, representing about 65 per cent. of the total salmon pack of British Columbia. This association has had a number of successful and profitable years, and is now on a dividend-paying basis, having paid off the entire amount of its debt to the Bank of Montreal. The company's shares are going up and its stock is looked upon as a good investment.

The association has had as hard a row to hoe as any of the other salmon associations on the coast, and its success can be attributed to the judicious management which has placed it in its present strong financial condition. The credit is largely due to Mr. W. H. Barker, the manager of the association, under whose able guidance the concern has been cleared of its large indebtedness and made one of the most substantial institutions on the Pacific coast. — Pacific Fisherman.

PUSHCARTS BANNED.

In Toronto the sale of fruit and ice cream has been prohibited in the busy portion of the down-town section.

PICKEREL HATCHERY.

The Dominion Department of Marine and Fisheries has decided, it is reported, to establish a pickerel hatchery at Sarnia or Point Edward, Ont.

NOTES.

A company engaged in whale fishing in the St. Lawrence is taking on an average a whale a day.

The annual exhibition of the Granby, Que., Fruit-Growers' Association will occur on the 13th and 14th of September.

The sardine herring has not appeared on the Atlantic coast yet this year, and the circumstance is causing some anxiety to fishermen. His absence is alleged to be due to the presence of large numbers of dog fish and pollock in-shore.

The annual meeting of the shareholders of the British Columbia Packing Co. was held in the offices of the company in Vancouver last week. The old board of directors was nominated for re-election at the meeting to be held in New Jersey on August 6. A handsome profit was shown on last year's workings.

MONTREAL MARKETS.

GREEN FRUITS—Good demand for all lines of fruits prevails. Business is brisk, the warm weather being the cause of increased trade. Valencia oranges have been advanced twenty-five cents by the trade. Pineapples are also up. The rise in lemons mentioned as probable in The Grocer last week has taken place and this fruit is now selling at $5. Raspberries are coming in more freely and prices are lower, ten cents now being quoted. Canadian plums are on sale, the first lot arriving last Monday. From 50c. to 75c. per basket is obtainable.

Late Valencia oranges, per box		5 75
Dates, per lb		0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100		3 40
Pineapples		4 00
Apples		7 00
New apples, half bus. baskets		1 25
Old lemons, per box		3 50
New lemons		5 00
Limes, per hundred		1 25
Peaches, per box		2 00
Plums, "	1 75	2 00
Cantelopes, per crate		5 00
Watermelons, each	0 30	0 35
Cherries, per basket	1 00	1 50
Jamaica oranges, per bbl		5 50
Egyptian onions, per 112-lb. bag		1 75
New strawberries, per small basket		0 04
Blueberries, 22 quart boxes		3 00
Raspberries, per box		0 10
Jamaica grape fruit, box		6 50

VEGETABLES — The warm weather has been responsible for a good healthy trade in vegetables. Larger arrivals in most lines have caused prices to fall in many cases. Parsley has declined considerably, while tomatoes are now selling from $1.25 to $1.50. The demand is very good. Arrivals are just about large enough to supply the demand. There is a wide range of prices offered in cabbage quotations. Demand for this line is good at figures running from 35c. to 75c. per dozen. Cucumbers are selling from 20c. to 25c. a dozen. It is not likely that prices will go much lower than this for some time. New potatoes

CANTALOUPES

(MUSK MELONS)

This luscious fruit is now arriving in full carloads from Indiana points.

Packed in Baskets (About 15 Melons)

and sells at $1.00 to $1.25 per basket, wholesale.

Georgia Elberta Peaches

The most popular fruit on the market.

ORDER FROM THE DIRECT IMPORTERS

WHITE & CO., LIMITED

TORONTO and HAMILTON

"THEY HAVE TO BE SHOWN"

Is the only way to convince The Stubbs Marshall Mercantile Co. that better Watermelons grow than they are now ready to ship—they're from Missouri. Jobbers please enquire.

W. B. STRINGER & CO., - Sole Agents - Toronto

A FEW SEASONABLE FRUITS

Raspberries, Imported Cantaloupes, Lemons, Bananas, Blueberries, California Peaches, Pears and Plums.

THE F. T. JAMES COMPANY, Limited

76 Colborne St. 33 Church St. TORONTO Wire, Phone, or Mail your Orders

Lemons.

We have two carloads of fine Lemons consigned to us, and the consignor says sell, so we put the price low. 360s at $3.50 per box; 300s at $3.75, re-packed.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS

And all kinds of

FOREIGN AND DOMESTIC FRUITS

Send us your order

HUGH WALKER & SON

ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

Represented by—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS.

4 Cullum St., E.C. LONDON, ENG.

are arriving freely, and very good business is being done at $3 a barrel. Sometimes a shade more than this is asked. Old potatoes are through, the last lot in sight being used up this week.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz.	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Montreal cabbage, per doz	0 35	0 75
Tomatoes, bus. crates	1 25	1 50
Turnips, bag	....	0 75
New turnips, per doz	0 25	0 50
Water cress, per doz	....	0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 20	0 25
New potatoes, per bbl	....	3 00
Carrots, per bag	0 75	1 25
New beets per doz	....	0 50
New carrots, per doz	0 15	0 25
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Canadian asparagus per doz	3 50	4 50
Green peas, per bag	0 75	1 00

FISH—Trade in fish has been fair during the week. The hot weather has had the effect of keeping business down considerably. This is usual at this time of year, however. For staple lines very good orders are being received. Requirements in fish lines at present are mostly for immediate consumption. Halibut is not so plentiful, and it is said will be scarce. The price has been advanced to 11c. Fresh haddock and cod are held in good supply. Lake fish are becoming scarce and prices are slowly going up in consequence. The season for Gaspe salmon is nearing the end. Some lots are still arriving, but they are not large. New stock prepared fish is now arriving freely. Salted, pickled and dried fish is also being received by dealers.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 11
" grass pike " "	0 08
Lake trout " "	0 09
Whitefish " "	0 09
Wukfish " "	0 08
Brook trout " "	0 22
Dore, per lb. " "	0 10
Gaspe salmon " "	0 15
Fresh mackerel " "	0 08
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddocks, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards per imp gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

GOLDEN DIAMOND CANNED 1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Yes, I Can Fill Your Order.

You see I contracted for an extra large acreage of

RASPBERRIES

this season, so I will be able to attend to the wants of a great number of grocers and fruit dealers.

I have both

RED AND BLACK

Wisdom Says—"Write Now."

P. S.—The Best Jams and Jellies in Canada are "E. D. S." Brand.

E. D. Smith's Fruit Farms, Winona, Ont.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

ONTARIO MARKETS.

GREEN FRUITS—Heavy receipts of raspberries will be available this week and next. The crop is said to be good for three weeks more. In the district adjacent to Toronto they are just coming in. The fruit trade continues very large in volume. Price fluctuations for the week are merely seasonable. Cherries and currants are slightly higher. Imported fruits, pears, peaches, melons, are a little lower.

Oranges, late Valencias, 96's, 112's, 288's	5 00	5 75
Lemons, Messina, 300's 360's, per box	4 50	5 00
Limes, per crate	....	1 25
Apples, new harvest, per bush	....	2 50
" Spies XXX, per bbl	....	....
" XX, per bbl	....	....
" Baldwins XXX, per bbl	....	....
" " XX per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " XX, per bbl	....	....
" farmers' pe bbl	....	....
Bananas, per bunch	1 25	2 25
Red bananas per bunch	2 20	2 50
Red currants, basket	0 65	0 85
Raspberries basket	0 09	0 10
Pineapples, Floridas, 24's to 30's	3 00	3 50
Cherries, eating, per basket	1 15	1 25
" cooking, per basket	1 00	1 25
Gooseberries, per basket	0 65	1 25
Plums, California, per crate	2 00	2 25
Apricots, " "	2 50	2 75
Peaches, " "	....	1 50
Pears, eating, ½-box	....	2 00
Texas peaches, 4 basket crates, per crate	1 15	1 25
Watermellons	0 30	0 40
Cantalopes, per case	5 00	6 50
" " crates, 45	....	2 00
Blueberries per basket	1 05	1 35
Black currants per basket	1 15	1 25

VEGETABLES—Green corn has commenced to arrive. To a good many people with an ardent appetite for the cereal that is the most interesting news the week affords. Outside Canadian tomatoes are arriving but the price is still fancy. New potatoes are lower and beans also. Peas are very scarce. Squash has also commenced to arrive. Trade is excellent.

New potatoes, Ontario, per bus	0 80	1 00
Onions, Egyptian, per sack 100-115 lbs	....	1 00
" green, per doz. bunches	....	0 12½
" Texas, Bermudas, 50 lb crates	....	0 90
Cabbage, new Canadian, per doz	....	0 50
Wax and green beans, per basket	....	0 80
Green peas, per basket	....	0 40
Beets, new, per doz bunches	0 20	0 25
Carrots, Canadian, per doz. bunches	0 20	0 25
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per doz	1 25	1 50
" per hamper, 5 to 8 doz	1 75	2 50
Mushrooms, 1 lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Texas, Mississippi, 4 basket crates	1 35	1 50
" Jersey, per box, 40 lb	....	2 25
" Canadian, per basket	1 25	1 35
Rhubarb, 1 doz. bndls	0 20	0 25
Spinach, bush	0 25	0 40
Watercress, per doz. bunches	....	0 25
Egg plant, per doz	....	1 50
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, new per doz	0 35	0 50
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 25	2 00
Celery, Michigan, per doz. bunches	....	0 50
" Canadian " "	0 50	0 75
Squash per doz	1 25	1 50
Vegetable marrow per doz	0 50	0 75
Green corn, per doz	....	0 30

FISH—The usual decrease in the supply of whitefish and salmon trout at this season is now felt and the price has advanced slightly. The demand is not so heavy or the advance would be more marked. Otherwise prices remain as before.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 10	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20

Count every day a loss in which no progress has been made.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

King Oscar Sardines

most delicious for

A DAINTY LUNCH

Follow up the poster advertising by a display.

Ask your wholesaler for an advertising card.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

Canadian Selling Agents

HAMILTON, - - - CANADA

SOMETHING NEW!

FIRST Canadian Sardines in ***KEY OPENING CAN***

Golden Rule Brand have it

GET PRICES FOR NEW PACK.

If you can't buy from your Jobber write us direct. ***PROMPT SHIPMENT.***

J. W. WINDSOR, - MONTREAL

SELLING AGENTS FOR CANADA

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

THE SUMMER SEASON

brings

A DEMAND FOR THE BEST

- IN YOUR STORE

STEWART'S

Chocolates and Confections ARE THE BEST

Pure Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

"YESTERDAY, TO-DAY and ALWAYS"

MOTT'S Chocolate

"DIAMOND" brand
and
"ELITE" brand

Unequalled for **Purity Strength** and **Economy**

ALWAYS PROFITABLE.

For Sale by all Jobbers.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

BISCUITS AND CONFECTIONERY

Candies and the Outing Season — Need for Display—The Cocoa Bean and How it Grows and is Prepared for Commerce.

When women take an outing, if its only for an hour or two, they want some confectionery. That's why the demand for candies continues good through the warm months, that and the fact that the children are on the rampage.

The more expensive kinds, if they are to be a success in a grocery, must have careful handling and good display. A handsome show case standing by itself gives character to the candy department and cannot but attract attention.

MANUFACTURE OF COCOA.

Facts About the Production and Handling of the Popular Bean.

In Ecuador, the country from which the largest supply of crude cocoa is drawn, the trees grow to a height of from 20 to 30 feet and the base of the trunk is from 8 to 10 inches in thickness. They are raised from fresh seeds, which are planted in rows about five yards apart. They begin to bear in the sixth or seventh year and in the tenth year reach full maturity. The blossom is very small, pinkish white, and waxlike in appearance. It grows directly out of the main trunk and branches. As it fructifies, the petals fall off and from the stamens, in the course of from fifty to seventy days, an oblong pod is developed. This pod is of golden color, and contains some twenty to thirty-five grains of cacao, enveloped in a grummy liquid, which coagulates on exposure to air. The outer rind of this pod is dark or golden yellow in color and very hard, a sharp instrument being necessary to cut it open. Its size varies, according to the kind of cacao, from 8 to 15 inches long by from 2 to 6 inches thick. The outer rind is marked by longitudinal furrows, more or less pronounced, which indicate the interior arrangement of the seeds.

The average yield of the trees varies in the different countries in which they grow. In Ecuador the average is said to be from one to two pounds of dry cocoa to a tree. In Surinam the average is about two and one-third pounds. The fully ripened pods are detached from the tree with a long pole armed with two prongs, or a knife at its extremity. The pods are left in a heap on the ground for about twenty-four hours; they are then cut open and the seeds are taken out and carried in baskets to the place where they undergo the operation of sweating or curing. There the acid juice which accompanies the seeds is first drained off, after which they are placed in a sweating box, in which they are enclosed and allowed to ferment for some time, great care being taken to keep the temperature from rising too high. The fermenting process is, in some cases effected by throwing the seeds into holes or trenches in the ground, and covering them with earth or clay. The seeds in this process, which is called "claying," are occasionally stirred to keep the fermentation from proceeding too violently.

The cocoa is brought into the market in its crude state as almond-shaped seeds, which differ in color and somewhat in texture. They are first cleaned and then roasted, great care being taken to secure a uniform effect. By the roasting the shell becomes more readily detachable, and its complete removal is the next step. The crushing of the seeds into small fragments is easily accomplished, and this is followed by a thorough winnowing, by which the lighter shells are carried away by themselves, leaving the clean fragments of the roasted seeds ready for further manipulation.

The result of many analyses of the roasted seeds shows the following averages: Moisture, 6.51; fat, 49.24; theobromine, .43; starch, 10.42; cellulose, 3.1; other carbohydrates, glucosides, etc., 7.78; protein matters, 18.33; ash, 3.92.

The clean shells are used for the preparation of a wholesome and very low-priced drink. The cracked cocoa or coarsely ground product of the roasted seeds is called "cocoa nibs" or cracked cocoa; the finely pulverized product of the roasted seeds from which a portion of the fat has been removed in order to make it more digestible and prevent it from caking, is called "breakfast cocoa" or "powdered cocoa." In the preparation of chocolate the fragments are ground by a complicated mechanism until they attain the highest degree of fineness and constitute a perfectly homogeneous mass or paste without removing any of the fat. The pure product of seeds prepared in this way, to which nothing is added and from which nothing is taken away, is known as plain chocolate or bitter chocolate. Sweet chocolate is made by working into the mass a certain percentage of sugar. For flavoring, vanilla is generally used.

The fat or "cocoa butter," so called, constituting an average of about 50 per cent. of the seeds, is, when pure and freshly extracted, of a pale yellow color. Its consistency is about that of tallow. It is insoluble in water, completely soluble in sulphuric ether and the essential oil of turpentine. It is used very extensively in the manufacture of confections, and by pharmacists as the basis of pomades and ointments. Considered as a food and as a medicinal substance, it possesses the same fundamental property as other fat.

TRINIDAD'S COCOA.

Trinidad's export of cocoa for the fiscal year ending March 31, was a record, writes Canadian Commercial Agent Tripp. The total was 285,725 bags, value £1,196,450, being composed

In a Nutshell

Made From Just Right Material

Eat Them

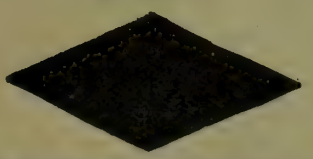
Sell Them

Packed in Just Right Way

Success is Deeds not Words

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS BISCUIT MAKERS

For Over Fifty Years.

- King's Own Mixed
- Puff Cracknel
- Veda Oatmeal
- Kiel Fingers
- Glacier Wafers
- Milk Chocolate Finger
- Butter Cream
- Polo
- Macaroons
- Marie

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

WILSON BROS.,
Wharf Street,
VICTORIA, B.C.

C. & J. JONES,
424-5 Union Bank Buildings,
WINNIPEG.

KENNETH H. MUNRO,
324 Coristine Buildings,
MONTREAL.

"EAGLE" brand
Condensed Milk

Nothing stronger can be said about

BORDEN'S BRANDS

than that they are the most perfect milk products made. Being perfect they are **THE BEST.**

They are the Standards.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C

"PEERLESS" brand
Evaporated Cream

SHIRRIFF'S

ON EXTRACTS STANDS FOR SUPREMITY

The Goods that are Rated Highest.

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

of 248,460 bags of produce of the colony, and 37,265 bags other than produce of the colony. This industry is the more important and valuable from the fact that the great majority of the owners of cocoa estates are resident proprietors, and the profits made are for the most part spent or invested in the island. For many years France has been the largest consumer, but the United States has now taken the lead with 137,826 bags. France is next with 105,000 bags, and Great Britain with 33,223. Canada figures for 1,200 bags only, against 3,722 in 1904-5.

MONEY IN CHEWING GUM.

American Chicle Co's Profits $1,404,000 —An Increase of $200,000.

At the annual meeting of the stockholders of the American Chicle Co., the profits for the year were quoted to be $1,404,000, an increase of $200,000 over last year. After paying dividends of 6 per cent. on the preferred, amounting to $180,000, and 13 per cent. amounting to $780,000 on the common stock, the surplus for the year was $440,000.

The profits of $1,404,000 were derived after taking care of the losses incurred by the company by the San Francisco fire. During the year the company built a plant in Toronto, Canada, and is now constructing a factory in Portland, Ore., to take the place of the one destroyed in San Francisco. The officers report a very successful business in London during the past year. The company has also acquired 1,000,000 acres more of land in Mexico, making the total acreage controlled in that country 2,600,000, from which to extract its raw material. The company is also the largest colonizer in the Yucatan and Campeche districts, no less than the heads of 1,000 families being employed extracting raw material in those districts. Every factory owned by the company worked 300 days during the past year. The company now owns seven factories, one each in Newark, Cleveland, New Orleans, Louisville, Chicago, Toronto and London and one now in course of construction at Portland, Ore. The total salaries paid to officers for the year amounted to $42,000.

COCOANUT DISTRIBUTION.

Trinidad's shipments of cocoanuts last year to the end of March totalled 11,037,932, valued at £29,228. They were mostly shipped as follows: United States, 9,054,355; United Kingdom, 906,250; British North America, 659,470.

GROCER'S SCRAP BOOK.

John N. Schepter, grocer, Mildmay, Ont., is a merchant who appreciates his trade paper. In his case it is the Canadian Grocer. He has been a subscriber 11 years and during all that time he has kept a scrap book wherein he has preserved everything that has appeared in The Grocer of special interest to him.

ORILLIA BOARD OF TRADE.

At the annual meeting of the Orillia, Ont., Board of Trade last week, F. G. Evans declined re-election to the presidency, and D. J. Gibson, last year's vice-president was advanced to the position. G. H. Clark was elected vice-president; E. A. Doolittle, treasurer, and J. B. Henderson, secretary.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

UPTON'S
Jams, Jellies
and
Orange
Marmalade
are easy to sell.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, G. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.
THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

'Tis Sixty Years Ago
COX'S GELATINE
celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.
FIRST in 1845 in strength and purity, and first still after all these years.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

CAMPERS

are smokers. Their trade is not hard to get, providing you have the right kind of cigars in stock.

Now, wouldn't this very week be a splendid time to see what you can do with the camper?

PHARAOH cigar sells at **10c.**, **PEBBLE** at **5c.** Both of these cigars are in my

500 ASSORTMENT

which you have heard so much about lately.

If at the end of 3 months you have any of the **500** left, I'll take them back at invoice price.

Isn't that a "right royal" chance?
I have "500" waiting for YOU.

J. BRUCE PAYNE, Limited, Mnfrs.,
GRANBY, QUEBEC, CANADA.

Do You Sell Tobacco? Are You a T. & B. Salesman?

T. & B.

is no experiment. It is the favorite tobacco.

T. & B. is attractively put up. Sells well—better every day.

ORDER A TRIAL SUPPLY.

THE GEO. E. TUCKETT & SON CO., Limited
HAMILTON, CANADA.

TOBACCO AND CIGARS

Modern Show Case the Right Equipment for a Grocer's Tobacco Stock—Tobacco Growing in Canada — Plants of the Same Order.

Show cases are entering much more than they used to into the equipment of the modern grocery store. Show cases are now a work of art. The old-fashioned affair, plain frame, glass top and front, that occupied considerable space on the grocery counter years ago, has passed and its successor is a plate glass structure standing on its own feet, and is an adornment. This is the kind of case, or silent salesman, very well adapted to the display of a grocers' tobacco stock. Tobacco and cigars to be a success should be carefully kept and advantageously displayed. Both these requirements are met by a modern show case. All outdoors is decorated with signs telling a smoking public that certain brands of cigars are cleanly made in hygenic surroundings. To what purpose is it all if the retailer is mussy and untidy while the product is in his keeping. The public appreciates neatness. Look over your tobacco department and see how you can improve it. If it can't be improved send us a picture of it for reproduction on this page as a model.

TOBACCO GROWING IN CANADA.

Tobacco-growing in Canada is no innovation of recent years. Even three-quarters of a century back the early settlers grew sufficient for domestic use along the border. For nearly fifteen years in this vicinity the weed has been cultivated for shipment to Eastern Canadian points, while for over half a dozen years the raw product has been manufactured near where it is grown. According to men in Essex County in touch with tobacco growing, the future along this line looks extremely bright. One of them pointed out to-day that with the harvest at the end of August conditions were every bit as good as growers in the Southern States would care for. Taken all in all, it seems that there will be no little increase in the production of the fragrant leaf within the next few years. At present, indications point that way. The higher land along Lake Erie, being more immune from frost, seem the most favorable spots for tobacco, though good crops are frequently produced even in the lower places. So far the bulk of the tobacco has been of the "White Burley" brand, a coarser type, but extensive experiments that bid fair to be successful are being carried on for the propagation of the finer brands used in cigars and mild pipe-smoking. The greatest difficulty at present is experienced in inducing the growers to "barn-cure" the weed properly. In some quarters it is claimed that the variation in prices is the cause of this carelessness on the part of the growers in "barn-curing." Prices range from five cents to fourteen cents a pound and so far the same price has been paid for well and poorly cured crops, the price fluctuating at different times. In other words it is alleged that the buying is not regulated. However, be that as it may, there is a brighter side. There is now more and more of a disposition among the growers to cure the product in the best manner possible, so that time may yet prove the remedy. Tobacco fields generally yield from $50 upwards an acre, sometimes reaching in Essex $150 an acre.—Crop Correspondence, Toronto Globe.

TOBACCO'S RELATIONS.

Tobacco belongs to the nightshade (Solanaceae) family which embraces in its genera a number of well-known plants and vegetables. Among them might be mentioned red pepper, jimson weed, petunia, Irish potatoes, tomato, egg-plant and tobacco. The genus nicotina embraces 50 or more species of which tabacum supplies nearly all the tobacco of commerce.

TOBACCO WORKER'S FUNDS.

According to the last report issued by George W. Perkins, president of the Cigar Makers' International Union, the organization has paid in benefits during the past twenty-six years the sum of $6,845,540.66. The report shows that since the adoption of the benevolent and protective features there has been paid the following benefits: Loans to traveling members, $991,777.98; strike bene-266.43; death benefits, $1,514,525.99; out of work benefits, $1,045,866.11. These figures as a whole show and prove the oft-repeated claim that the better financed a labor organization is the less trouble and the fewer strikes they have.

THE WEST GROWING.

A Winnipeg cigar factory has received an order for half a million cigars from a western wholesale firm. This is the largest order yet placed in the western capital.

THE MAKING OF CIGARS.

(Continued from last issue.)

Domestic cigars are made either from imported Havana tobacco or from tobacco grown in this country, or from a combination of both. The domestic

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

cigars, from the five-cent cigar upward, are made by hand in various factories of the American Cigar Company, to the number of twenty-five or more, which are scattered among the various cities of the United States. Quite a few cigars below five cents in value, and all little cigars, cheroots, and most of the stogies manufactured by this company are machine-made.

The Leaf Houses.—As soon as the tobacco crop has been gathered and stored in the barns, which is done in the Fall of the year just before the coming of the frost, the company's agents select from their own farms, or purchase from the tobacco farmers, leaf tobacco suitable for various brands of cigars that are to be made. The tobacco for small cigars, cheroots, and all the cheaper brands is grown in the States of Wisconsin, Connecticut, New York, Pennsylvania, Ohio, and Florida. That for the more expensive brands is grown, as we have already noted, in Cuba, and the wrappers in Sumatra. The leaf tobacco as thus selected and purchased is delivered to the various leaf houses of the company. Here it is classified according to the brand for which it is to be used; is packed in cases, and shipped to large storage houses, where it is kept for twenty-four months and subjected to natural fermentation or sweating, the object of which is to sweeten and mellow the leaf, which otherwise would be strong and rank, and also to give it a uniform color.

At the time of purchase, the tobacco is classified according as it is to be used for wrappers, binders, or fillers. Contrary to the popular belief, the wrapper has practically nothing whatever to do with the quality of the cigar, which is determined almost entirely by the filler. As a matter of fact, the filler constitutes about 94 per cent. of the weight of the cigar, and it is questionable whether the average wrapper constitutes more than 2 per cent. of its weight. Consequently, the color of the wrapper can have but little effect upon the strength of the cigar, for the mildest cigar may be covered by a dark wrapper, and vice versa.

The Stemmeries.—In the ordinary process of cigar manufacture, it is customary for the buyers to ship the leaf tobacco to the various factories, where two or three grades will be placed on the cigarmaker's bench; and in making up the filler he will select a certain number of leaves from each grade, and roll them together in the cigar, thus making what is called a blended cigar. Some companies, however, consider that it is only possible to get a perfect blending of several different grades of tobacco if, after they have been mixed together, they are subjected to a second and artificial sweating or fermentation, and it is largely due to the thoroughness with which this process is carried out in their stemmeries that they attribute the excellence of their output.

Casing Room.—The tobacco is shipped from the leaf houses to the stemmeries in large cases, which are received in the casing room, opened, and inspected by the superintendent. The tobacco as it arrives is very dry and crisp, and if handled in this form is liable to break up and make a large amount of scrap. It is, therefore, opened out, bundle by bundle, and placed on large trucks where it is sprayed with water to make it pliable for handling. As the tobacco comes from the leaf houses, it will be of various qualities, and in loading it upon the trucks, the various qualities are taken, say from as many as eight different cases, so that each truck-load represents a blend of many varying grades. After being sprinkled on the trucks, it is taken to the sweat room, where it is kept at a temperature of 94 degrees and in a humidity of 95 per cent. for a period of from two to four weeks. The trucks are then brought back to the casing department, where they are drawn up, six at a time, in front of what are known as the picking tables. Here one man distributes the leaves from the trucks to the tables, where women untie the bundles, spread them out before them, pick out the inferior tobacco, which is used for a cheaper grade of cigars, and throw the good tobacco onto an endless traveling belt or convevor.

Casing Machine.—The selected tobacco thrown on the belt is deposited in a copper-lined rotating cylinder, where it is rolled over and over and sprayed with fine jets of water, to give it the proper amount of moisture for fermentation. It is then pitchforked into a truck, where it is packed down tightly, and taken to the sweat room, where it undergoes fermentation until it has thrown off all the sap and rankness, and has reached the best smoking condition. It remains here for a period of from three to four weeks. When this process is complete the leaf tobacco, still on the truck, is brought up to the third floor again and undergoes another process of blending, sometimes as many as five different grades being mixed together. This blending takes place in a revolving screen cylinder where, in addition to the blending, sand, soil, and any other substance from the farm are removed, and the tobacco is thoroughly cleaned. It is then loaded onto the trucks again, where it stays packed for two or three days, the purpose being to secure a thorough exchange of aroma between the different grades of lead, and to draw the leaves to a uniform condition for stemming.

It should be understood that the process of artificial fermentation has a double result, each of which is vitally important to the quality of the tobacco. In the first place, it serves to sweat out the rankness, removing the sap and gummy substances; and secondly is serves to secure a thorough exchange of flavor of aroma from leaf to leaf, various leaves giving and taking from one another, and securing, so the experts claim, a blend greatly superior to that which can be obtained when a cigar is made up of leaves that come direct from the leaf houses and have not been subjected to artificial fermentation.

Stemming Department.—The blended tobacco leaves are now wheeled on trucks to the stemming department, where the stems are removed. In stemming by hand the stem is torn from the leaf by the operator, who commences stripping from the tip, and by a deft movement strips it clear, leaving the leaf in two parts. The strips are neatly arranged, one above the other, in two piles, or "books," of fifty leaves each. The books of strips are taken from the stripping benches and placed on wire trays, 14 inches wide by 3 feet long. There are eight piles to the tray. The trays are loaded into the shelves of large trucks, ninety-six trays to the truck, and brought down to the drying department.

Drying Department.—In the drying department the strips are allowed to dry out naturally for a period of twenty-four hours. They are then placed in the dry room, where a current of warm air, at a temperature of 95 deg. to 100 deg. Fah., is driven through them until it has taken off all the surplus moisture, the process of drying occupying from four to five hours, according to the grade of tobacco. The trucks are then drawn out, and the tobacco allowed to cool out for twenty-four hours.

(Continued in our next issue.)

YOUR INTERESTS DEMAND RELIABLE CIGARS, ALLOWING FAIR PROFITS

IF YOU WANT A PAYING CIGAR DEPARTMENT

HOGEN-MOGEN 5c. AND ROYAL SPORT 10c. Cigars

ARE ESSENTIAL

Just the scratch of the pen will bring you particulars.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

FREIGHTS AND CHARTERS

There has been practically no change in the volume of business being transacted in shipping circles since last report. Sailings have been numerous, as usual, while shipping has been good. Grain shipments have been very large by houses in some quarters, although other firms are not sending out very heavy cargoes. Hay has not been moving out very well. In only a few cases has there been any good business. The English market is heavily stocked, besides which the English hay, which has been on the market some little time now, takes up the demand for Canadian products. For the time being dealers do not expect any improvement in conditions.

A fair amount of business is being transacted in butter. Prices remain very high for good trade. In England, very often, buying seems to be a case of necessity. Buyers recognize the fact that prices are high but are compelled to purchase, through having no stocks.

In some quarters there is reported a better feeling in the export meat business. Generally speaking, however, trade moves along unchanged. Shipments to date have been below those for the same period last year, although not so greatly as one would imagine. Considerable activity is reported in flour. Canadian millers have been shipping freely in most quarters, while American flour has been shipped through Montreal in large quantities.

Cheese has been on the quiet side, which is not surprising when existing market conditions are considered.

The Victorian, of the Allan line, and the Marina, R. Reford & Co., both sailed with heavy general cargoes on July 19. The Victorian is destined for Liverpool, and the Marina for Glasgow.

Inland navigation transportation facilities have been further improved by the inauguration of a passenger and freight line between Montreal, Toronto and Hamilton. The Hamilton & Montreal Navigation Co. are responsible for the new line. The steamer Dunburn, which was the first boat to make the trip, arrived in Montreal July 17, and was inspected by a number of board of trade members and other business men interested in the new project. The company is completing arrangements for the building of two steel vessels for use along this route. It is expected that they will be ready for use next Spring.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.. ....	16/3
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch and Grape Sugar, in bags, 2,240 lbs	7/6	* 9/	*10/	10/	7/6	8/9	10/6	11/6	10/	12/6	.....	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/9	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Evaporated, in barrels or boxes, "	7/6	10/6	11/3	8/9	10/6	7/6	.... ..	.....	10/6	11/3	.....	10/
" Prunes and other dried fruit in boxes, 2,240 lbs	15/	20/	20/	20/	21/	15/	.. ....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern	1/3	1/6	2/	2/	1/6	1/6	.....	.....	.....	.....	.....	2/3
Smalls, of less than ¼ ton weight or measurement	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

OTTAWA GROCERS' PICNIC AUG. 6.

Arrangements are now well completed for the Ottawa Retail Grocers' picnic. This year it will take the form of an excursion to Arnprior, the date fixed being August 6, Civic Holiday. The spot chosen for the holding of the fourth annual picnic is an admirable one, and no doubt the beauty of this little town will in itself draw a goodly sized crowd. The grocers intend to maintain the high standard of sports which have characterized former picnics, while other measures for the comfort and amusement of excursionists are not being neglected. A good time is assured.

Thomas Tuck, tobacconist, Killarney, Man., has been succeeded by Duncan & Boyd.

Make it YOUR Leader

There are some products that require constant pushing to make them go, but there are others that move so fast they almost ***pull*** the dealer after them. Every wide-awake grocer likes to handle goods of this last-named class because they mean sure profits with little or no effort. A leader in this class is

Quaker Rice
(Puffed)

It very nearly sells itself. All that we have said about Quaker Rice as a trade winner, all that we have predicted about its great and continued popularity, is more than confirmed by our sales record. Quaker Rice is a substantial food which can be easily made into many delightful confections. Once the people taste it they can't resist eating it. This is the only product of its kind ; therefore, will soon be the fastest selling of all cereal foods.

Order from your jobber.

THE AMERICAN CEREAL COMPANY
PETERBOROUGH, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 26, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 82
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROU G CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and . 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4⅛ doz.	to case	per doz.,	$	.90
1 " "	4	" "	"		2.40
½ " "	2	" "	"		4.75
¼ " "	1	" "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Hurley, Winnipeg.

	Per lb.
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ⅛s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5's, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 48
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case. ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1 lb. pkgs.	22 .
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal.	Per lb,
"Old Crow" Java	$0 35
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 17
" " 2-lb. tins	0 32
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. E. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	31
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

You cannot afford to juggle with your tea business. With

Challenge Cup Tea

as your leader, you will secure the best trade. If your customers use it once, they will use it again. Packed in ½ and 1 lb. lead packages, in 3, 5, and 10 lb. fancy tins, also in 50 lb. lead lined half-chests.

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, o three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Menthal "Pepsin' Gum, 40 5 cent pkgs. to the box	$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5-cent. pkgs. to the cartoon	per cartoon 2 10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 80
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "}	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

PARTICULAR GOODS FOR PARTICULAR PEOPLE

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED

One who is not particular about his Coffee is not apt to be particular about anything else.
In these days of pure foods and pure beverages one SHOULD be particular.
It is a sign of intelligence ; besides it is inexpensive.
The varied lines of

WOOD'S COFFEES

furnish just the particular shadings of taste, body and aroma, to suit all particular people. And the goods are particularly pure and uniform.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 8-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
8-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

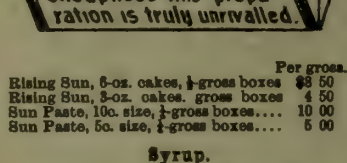
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

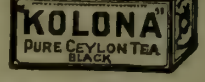
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

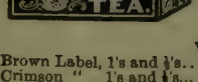
	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

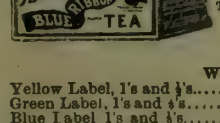
Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 [illegible]	
Green Label, " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 43	
Gold Label, " 80c.	0 55	



Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

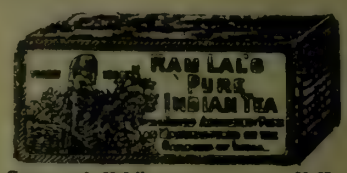
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 37

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$	
" II 40-lb. boxes		
" III 80-lb. boxes		
EMD AAA Japan, 40 lb " at		
" AA " 40 "		
Blue Jay, basket fired Japan, 70 lbs.,		
"Condor" IV 80-lb. "		
" V 80-lb. "		
" XXXX 80-lb. boxes		
" XXXX 30-lb. "		
" XXX 80-lb. "		
" XXX 30-lb. "		
" XX 80-lb. "		
" XX 30-lb. "		
" LX 60-lb. per case, lead packets (35 1's and 70 ½'s)	0 27½	
"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0	
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33	
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 38	
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30	
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34	
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40	
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 per lb.	0 35	
No. 2 "	0 30	
No. 3 "	0 25	
No. 4 "	0 20	
No. 5 "	0 17½	

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 45
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 43
" Old Fox, 12s	0 43
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 [illegible]
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 [illegible]
Condor, pure distilled	0 27½
Old Crow	0 [illegible]

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

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THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Fruit Jar Rubbers

Special G.K.& Co. quality neatly put up, one gross in carton.

9091G Pts., 30c. per gross.
9092G Qts., 35c. "

These rubbers will suit you and satisfy your customers. Ordinary quality seconds.

Per gross 25c., Qts. only.
Quart rubbers fit quart and ½-gallon sizes.

Send post card order.
Special price for quantity.

GOWANS, KENT & CO. LIMITED
TORONTO

BEFORE BUYING
Canned Fruits and Vegetables
WRITE US.

LAUREL BRAND
In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY, LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade
1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams
1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents:

C. E. COLSON & SON
10 St. John St., MONTREAL

FEATURES—Western Retailers and Winnipeg Exhibition

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, AUGUST 3, 1906. NO. 31.

Keen's Oxford Blue

From the Atlantic to the Pacific, from the Great Lakes to the Yukon, Keen's Oxford Blue is the favorite with the consumer—Remember that fact. Every jobber sells it.

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

The Hot Weather is Your Harvest in STARCHES

The crop will be pecuniarily satisfactory to you if you sell your customers **Canada's Leading Brands**

EDWARDSBURG "SILVER GLOSS" STARCH The most perfect Laundry Starch

AND

BENSON'S "PREPARED" CORN Unequalled for Puddings, Desserts, etc., absolutely pure and made from the Finest Selected Corn.

BOTH BRANDS BRING BUSINESS

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

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GEO. MUSSON & CO.,	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

"THISTLE" BRAND FINNAN HADDIES

They Hold Trade

Quality, not quantity, wins trade and ***holds*** it—a new article sold on the basis of "more for your money" may catch the temporary customer, but do you want a man or a woman to buy once and then stop?

Cured and Packed Where Caught!

"Thistle" Brand Canned Fish.

One reason why the "Thistle" Brand of Canned Haddies, retain the rich, delicate flavor of the freshly caught fish is because they are cured and packed right at the water side where they are caught.

There is **no dirt, no slime** in the "Thistle" Brand to spoil the natural flavor. There are no "odds and ends" thrown in in a hurry. The "Thistle" Brand contains nothing but carefully selected fish—**only the best will do for the "Thistle" Brand.**

These Hold Trade Also

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded.

You never have a dissatisfied customer who uses

——COX'S——

Taylor's Peels

Made in England, from the best Corsician peels only. Prepared from finest whole fruits, NOT from fruit skins from which the essential oil has been extracted.

Highest Quality Only Always the Same.

Look for the label.

ARTHUR P. TIPPET & CO., Agents.

8 Place Royale, Montreal.

20½ Front St. E., Toronto.

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

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IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

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J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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THE MOOSE JAW FRUIT & PRODUCE CO.
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Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
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Office, 8 Main Street.

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Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

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J. T. ADAMSON & CO.
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and Warehousemen
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Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

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Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

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Toronto
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Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
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Correspondence solicited. Address all communications to our head office.
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Manufacturers' Agents
and
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Direct Importation of
PURE OLIVE OIL
on Spot.
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Domestic and Foreign Agencies Solicited.
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
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HIGHEST REFERENCES

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WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(*Continued on page 4.*)

TRAVELLERS' HOLIDAYS

Our city travellers withdrawn for ONE week commencing
Our country travellers withdrawn for TWO weeks commencing **AUG. 4th.**

During This Time We Solicit Your Orders

WRITE——
WIRE——
'PHONE——

AT OUR EXPENSE

REMEMBER—We are noted for being quick shippers

ALL ORDERS SHIPPED SAME DAY AS RECEIVED

——TRY US ON A RUSH ORDER——

THE EBY, BLAIN CO., Limited

The largest exclusively

WHOLESALE GROCERS in the Dominion

TORONTO, - - CANADA

Manufacturers' Agents—Continued.

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G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

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Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

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We make a specialty of storing and distributing car lots for
EASTERN SHIPPERS
Negotiable receipts issued
Low Insurance Rates reasonable
R. B. WISEMAN & CO.
WINNIPEG
Warehousemen and Distributing Agents.
Best of references.

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

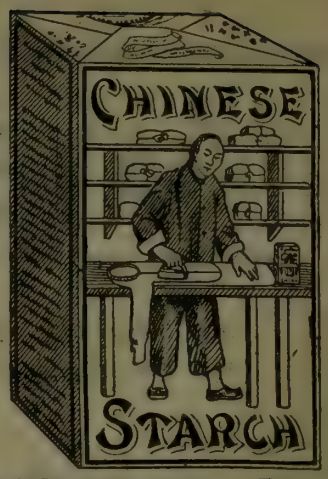
Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL



CHINESE Starch
The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.
OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE
Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.
The top is walnut, the front and sides oak.
Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.
THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.
CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

From the "Dunnville Chronicle," July 13th, 1906.

THE F. R. LALOR CANNING FACTORY

"Cleanliness" is the Motto of the Management in the Preparation of all Food Stuffs.

With the object in view of seeing with our own eyes under what conditions of cleanliness work is carried on in the F. R. Lalor canning factory here, the Chronicle on Wednesday morning sent a reporter on a trip of inspection. The factory was canning peas at the time, and the manager, Mr. B. L. Edgecombe, being very busy, gave our reporter the right of way and invited the closest scrutiny.

The first thing that struck our eye was a notice at the entrance ' "VISITORS ALWAYS WELCOME," which was the first evidence that the management had nothing to conceal. As we passed through the hallway, among the many notices and rule cards we noticed the following :

"WE ARE CANNING FOOD HERE. ALL EMPLOYES MUST LOOK TIDY AND BE CLEAN."

"WASH YOUR HANDS BEFORE GOING TO WORK," ETC.

THESE RULES ARE STRICTLY ENFORCED, SHOWING THAT THE MANAGEMENT REALIZE HOW IMPORTANT AND SERIOUS A MATTER IT IS TO HAVE ABSOLUTE CLEANLINESS AMONG THE EMPLOYES AND THROUGHOUT THE FACTORY.

THE WALLS ARE WHITEWASHED, AND THE FLOORS KEPT THOROUGHLY CLEANSED. A dirty or sloppy floor could not be found, and WE VENTURE THE STATEMENT THAT THE AVERAGE HOME DOES NOT RECEIVE THE RIGID ATTENTION TOWARDS KEEPING THINGS CLEAN THAT IS USED HERE. The employes have proper conveniences for washing their hands, and a plentiful supply of towels are always on hand.

The canning of peas is a very interesting process. The peas are brought in by the farmers on the vines and delivered into large sheds, where they are threshed by ingeniously devised machinery, the peas coming from the threshing machines without showing the slightest trace of being broken or at all bruised. The shelled peas then pass along to the cleaner, which removes all small particles of vines and other refuse. They then drop to the separator, where they are graded into their various sizes. THEY ARE THEN THOROUGHLY WASHED and picked over by hand, then put into perforated pails and cooled, after which they are washed again with filtered fresh water. They are then put into the can filling machines, where the cans are automatically filled and sealed, the cans not being touched again by hand until they arrive in the storehouse, where they are cased up and labelled ready for shipment.

Mr. Edgecombe informed us that the cans were passing through the machines at the rate of 72 cans a minute. It is well worth any one's while to pay a visit to this hive of industry, and have the manager show them through the different processes.

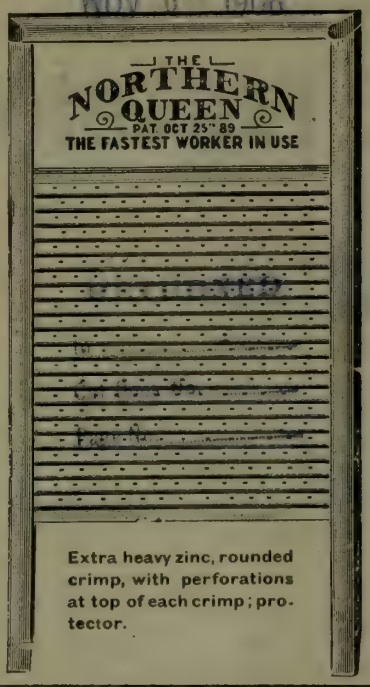
IF ALL THE CANNING FACTORIES IN CANADA ARE UNDER THE SAME STRICT MANAGEMENT WITH A VIEW TO PRODUCING QUALITY UNDER THE SAME CLEAN AND SANITARY CONDITIONS THAT OBTAIN IN EVERY WELL-APPOINTED HOME, AS IS THE RULE IN DUNNVILLE'S FACTORY, IT IS NO WONDER THE CANADIAN CANNED GOODS TRADE HAS ALWAYS LED THE WORLD, AND HER SUPREMACY WILL NEVER WANE.

The remarks as above are equally applicable to each of our THIRTY FACTORIES. In ordering Canned Goods it will pay you to stick to brands as follows, viz.: "**Canada First,**" "**Auto,**" "**Little Chief,**" "**Log Cabin,**" "**Horseshoe,**" "**Kent,**" "**Lynnvalley,**" "**Maple Leaf,**" "**Lion,**" "**Grand River,**" "**White Rose,**" etc.

"**Quality** and **Cleanliness,**" our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited



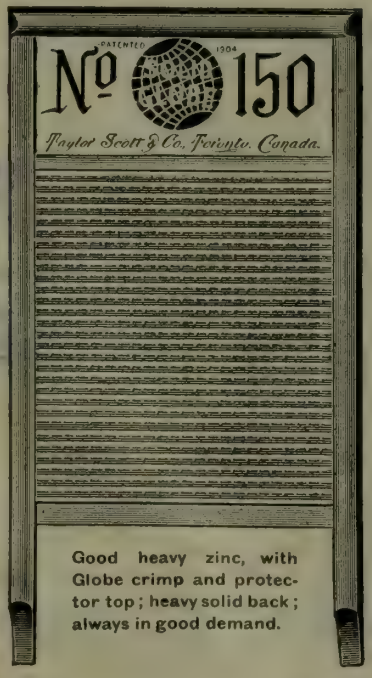
Extra heavy zinc, rounded crimp, with perforations at top of each crimp; protector.

Flinted glass rubbing surface, will never wear out, rust or corrode; will stand either hot or cold water.

Heavy crimped brass, will not crack, corrode or get out of shape; brass surface raised in centre.

Taylor Scott Winners

Here are just a few samples from our handsome new catalogue. There are more worth your while looking into. Send for one of our new illustrated catalogues, sent free to the trade on application.



Good heavy zinc, with Globe crimp and protector top; heavy solid back; always in good demand.

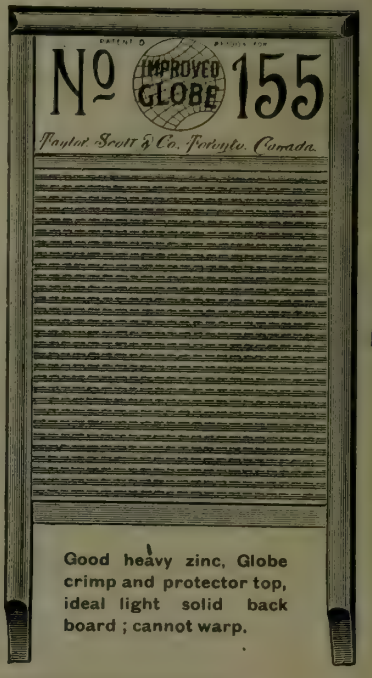
Ask Your Jobber

for

Taylor Scott Washboards and insure satisfaction to yourself and customers.

Taylor, Scott & Co.

Toronto, Ontario



Good heavy zinc, Globe crimp and protector top, ideal light solid back board; cannot warp.

BACK TO THE OLD HOMESTEAD

We mean the Old Homestead Canning Company's factory at Picton, Prince Edward County, Ontario. You will be welcomed there any time of the day to see how the Old Homestead Brand Canned Goods are put into the cans, you will sell your customers this coming fall and winter.

The place looks bright and clean from the outside. You only see part of the outside, come along let us show you the inside of the Model Canning Factory of Canada, everything is fresh, clean and attractive.

All fruits and vegetables are taken care of and processed immediately upon being received at the factory. That's why

Old Homestead Goods

retain that delicious flavor of freshness which so surprises and delights the consumer.

If you can't come to see us, let us send you a small trial order you will be convinced that Old Homestead Brand Canned Goods are far superior to any other Brand on the Canadian market.

The Old Homestead Canning Co.

PICTON, - - ONT.

CANADA'S PRIDE

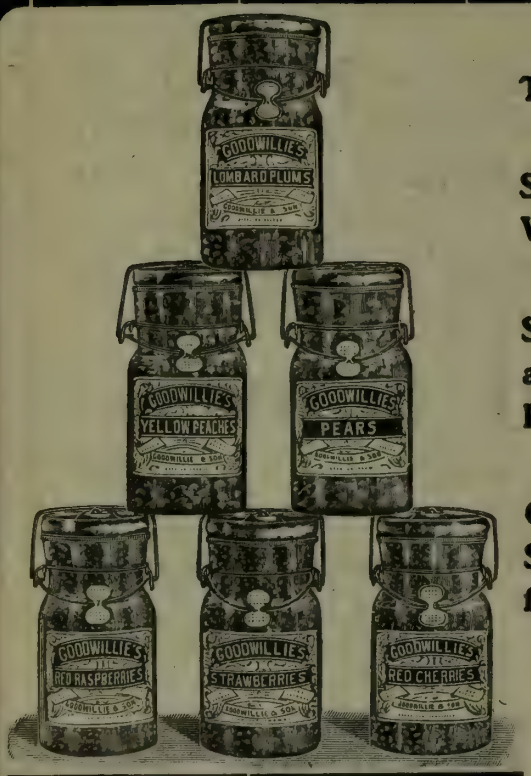
SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager



THEY

Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

"To persist in error is not independence."

Just because you may possibly not have kept

Paterson's Camp Coffee Essence

in stock is no reason why you should not order now. You see it sells so well you had better not wait—order now or you may miss a sale.

ROSE & LAFLAMME,
Agents, Montreal.

"The man who thinks and ACTS is master of the man who only thinks."

TO THE GROCERY TRADE OF CANADA

The "SALADA" corporation have made an immense success of their enterprise, unhampered by trade traditions, and with a scanty reverence for "ruts," but with a deep-rooted conviction in the doctrine of "Quality," first, last and all the time, as the main factor for success.

The Annual Sale is now nearing the 15,000,000 packets per annum mark.

We leave it to you as to whether we were right in our conclusions.

The "SALADA" Tea Co.,
Toronto and Montreal.

Remember that "SALADA" is sold in Black, Mixed and Uncolored Green. Sealed Airtight Lead Packets Only.

GROCERS FROM THE ATLANTIC TO THE PACIFIC

acknowledge that

GILLETT'S CREAM TARTAR

is the best-selling Cream Tartar on the market. Why?

BECAUSE IT IS ABSOLUTELY THE PUREST.

GOVERNMENT ANALYSIS SHOWS THIS TO BE A FACT.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Sterling Brand Pickles

are in large favor with the people and for this reason a line that grocers find it profitable to handle—The brand is a guarantee of first quality—made in Canada from best grown Canadian vegetables.

Sold by all jobbers or direct from the manufacturer.

THE T. A. LYTLE CO. LIMITED

TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Just a Few Words to the Trade about Canned Goods

We wish to introduce our lines to the public in a way that will thoroughly demonstrate their merits.

THAT WAY IS QUALITY

You may get an exceptionally handsome label enclosing a poor quality of goods; and

You may get a fair class of goods enclosed in a cheap label; but when you get RIVERDALE BRAND CANNED GOODS you get QUALITY that is not excelled and a NEAT AND ATTRACTIVE LABEL.

A trial order will convince you.

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

$2.50 per Case of 40 Packages. Now for Your Ivorine Order!

You cannot beat

That Opportunity

and when such is the case, see that the opportunity is taken advantage of! Your jobber will sell you a stock of

IVORINE STARCH

Why not speak to him now?

St. Lawrence Starch Co.,

LIMITED

PORT CREDIT, ONT.

READ BETWEEN THE LINES

PURITY and QUALITY

REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM
REINDEER CONDENSED COFFEE
REINDEER CONDENSED COCOA

TRURO CONDENSED MILK CO., Ltd.
TRURO, Nova Scotia.

R. S. McIndoe,
120 Church Street,
Toronto.

Agent for ONTARIO.

Keep at it--it pays to tell the truth. Tell your customers about the absolute purity, cleaniness, fragrance and heathfulness of

JAPAN TEAS

The only tea that cannot be imitated ; the tea that is in a class by itself -- the only perfectly pure tea.

WRITE THE

Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
LIME JUICE
FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
SWEET CIDER
BANANA CIDER,
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

CHEAP in price but not in QUALITY

OUR

Matches

are made to burn—They do burn—They burn well—They burn better than any other match made in Canada.

Write for our price list
It will mean money for you

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited
CALGARY and EDMONTON

Manufactured since 1849
Supplied under Contract to the British and Indian Governments

Points about a good

Pickling Vinegar

Our ***Pure Malt Vinegar*** imparts the delicate malt flavor, so much appreciated. It keeps its color and gives just the right firmness to the pickle. Retains its keeping qualities under all conditions.

To prevent disappointment, you should recommend an undeniably superior article to your customers.

White, Cottell & Co., Warner Rd., Camberwell, S.E., London, Eng.

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market– and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

SPANISH ONIONS (in Crates)

RAISINS (Valencia and Sultana)

CURRANTS

(also Cleaned,
in Half-Cases and 1-lb. Cartons)

For Import—
We represent only Reliable Shippers.

THOS. BELL, SONS & CO.,
MONTREAL

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS
THOS. SYMINGTON & CO. - EDINBURGH

Margin is not Everything.

PURNELL, WEBB & CO'S. (Bristol, Eng.)

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.

AGENTS:

J. W. GORHAM & Co. - - -	HALIFAX, N.S.	J. WESTREN, - - -	630 Ontario Street, TORONTO
R. JARDINE, - - - - -	ST. JOHN, N.B	BICKLE & GREENING, - - - -	HAMILTON, ONT.
H. HAZZARD, - - -	CHARLOTTETOWN, P.E.I.	J. CARMAN, - - - - -	WINNIPEG, MAN.
A. J. HUGHES, -	1483 Notre Dame Street, MONTREAL	C. E JARVIS & Co., - - -	VANCOUVER, B.C.

QUALITY COUNTS

Our goods are made perfect by forty years' experience. t is worth something to the retail dealer to push goods that give the greatest satisfaction to the consumer. Our experience and special facilities developed over a long period at large expense enable us to produce the highest quality of stove polish. We pack our goods in the most attractive style. Largely increased sales prove our claims to superiority.

You make friends for yourself and for us when you push **RISING SUN** and **SUN PASTE**. They please the consumer.

MORSE BROS., Props. - Canton, Mass., U.S.A.

GREIG'S

WHITE SWAN RENNET TABLETS

FOR MAKING

JUNKET

The Most delicious hot-weather dish.

Each tablet makes one pint of Junket.
24 tablets in a bottle. To retail at 10c.

3 DOZ. IN A DISPLAY TRAY.

The Robert Greig Co., Limited

WHITE SWAN MILLS

TORONTO

A PERFECT FOOD

THEY MAKE A PERFECT FOOD

What?

Mrs. Rorer's Saratoga Chips

Have made many a dyspeptic happy, many an epicurean glad.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont. Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

TRAVELLERS' HOLIDAYS

Orders entrusted to us during the travellers' holidays (Aug. 4th to 18th) will have our usual prompt and careful attention. Write, or phone or wire at our expense. Your orders will be appreciated.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

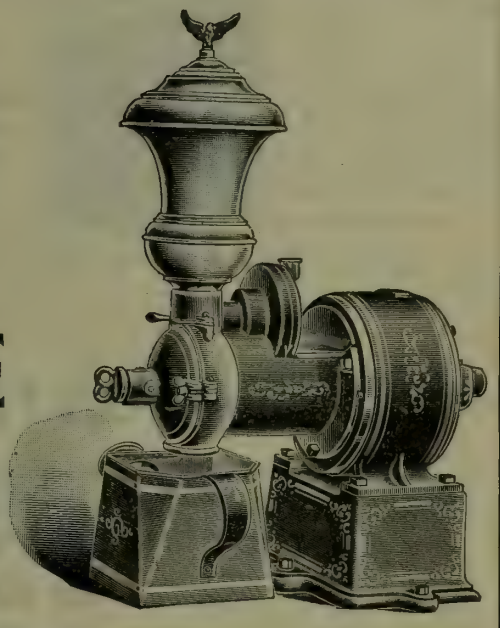
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S- A.

HOLIDAYS

Our travellers will be taking a rest the next two weeks.

ORDERS

BY

MAIL, WIRE or PHONE

WILL RECEIVE

PROMPT ATTENTION

WARREN BROS. & CO. Limited

35 and 37 Front St. E., Toronto

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

COUNTER CHECK BOOKS

"GET THE BEST"

—SAMPLES ON APPLICATION TO—

The Carter-Crume Company, Limited
TORONTO, ONT.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

THE STANDARD COMPUTING CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

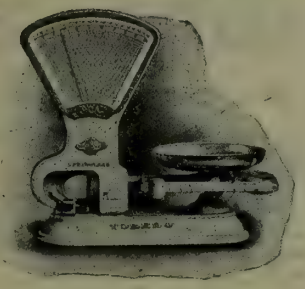
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Many a Gasolene Fire Might have been Avoided

if the grocer had used a Bowser Gasolene Tank, but he did not; he ran the risk, and lost his store.

Cut No. 10.

Out-Door Cabinet. One of Fifty.

Are you running the risk by using a tank that is not safe, that is not evaporation and waste proof, that will explode if given a chance? **Don't do it—it will not pay.**

BUY A BOWSER AND BE SAFE

For Particulars send for Gasolene Catalog "B"

S. F. Bowser & Co. Inc. 530 FRONT ST. WEST, TORONTO, ONT.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

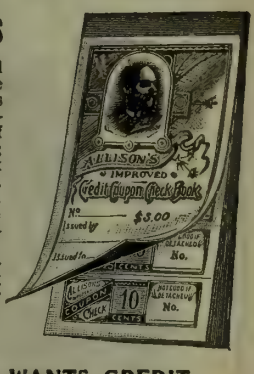
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

MONTREAL TORONTO

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Passbook —errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

During the travellers' holidays we invite you to

WRITE, WIRE OR PHONE

At our expense

All orders shipped same day as received

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

DON'T

RECOMMEND CHEAP STUFF

A small spoonful of the GENUINE

HOLBROOK'S

WORCESTERSHIRE

SAUCE

Will go farther than a whole bottle of cheap stuff.

Test it and you will recommend it.

In 25c. and 35c. bottles

HOLBROOK'S, Limited, 28 Front St. E. Toronto

Canadian Mgr., H. GILBERT NOBBS

Tartan BRAND

SIGN OF PURITY

"For the next two weeks, while our travellers are on their holidays we are at your service. Your mail orders will be appreciated, but if the mail is too slow,

phone at our expense No. 596

and reverse the check. Will give orders our best attention."

Special quotations during holidays

Long Distance Phone 596 **BALFOUR, SMYE & CO.** HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

During Travellers' Holidays

August 4th to 18th

Your ***mail orders*** will receive personal care—***Rush*** orders phone or wire at our expense.

LUCAS, STEELE & BRISTOL
SELLING AGENTS
HAMILTON, - ONT.

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SWEET WRINKLE and SIFTED JUNE GOLD LABEL FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

Nicholson's Mince Meat

excels where others are weak—in spice virtues.

The **necessary** quality and quantity of spice in Nicholson's Mince Meat accounts for it keeping longer than other kinds and growing **richer** with the **keeping, too.**

Suppose you have ordered

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

Make a note for next time.

NICHOLSON & BROCK, 9 Jarvis St, Toronto, Ont.

TRAVELLER'S VACATION

Commencing on August 4th and continuing until August 18th our Ontario men will be on their summer vacation.

While they are away the retail grocer will be compelled to supply his trade, and will want to keep up his stock.

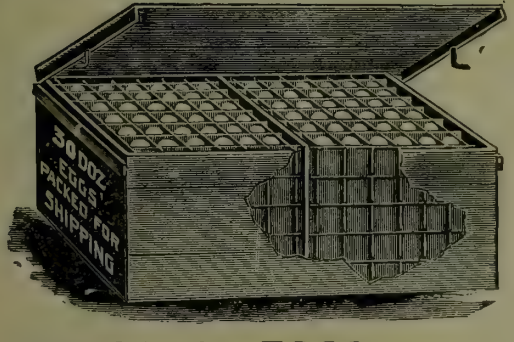
To assist, we are making especial arrangements for handling intelligently and promptly all business of this nature.

Our telephones are 1265—422—1816. Call us up for quotations and if in need of goods, at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY

Galloway & Parnell, VANCOUVER

WESTERN RETAILERS MEET

Semi-Annual Convention in Winnipeg—Fair Week and Attendance Not Large—Dominion Affiliation Unsatisfactory—Resolutions on Trade Lines—Line Between Wholesalers and Retailers to be Better Defined.

On the morning of July 26 President J. F. Hunter called to order the semi-annual meeting of the Retail Merchants' Association of Western Canada. The attendance was not large and it was plainly seen that those members are right who for some time have been urging that Fair week is an inconvenient time to hold a convention. In all probability the small attendance last week will result not only in a change of date for future mid-summer meetings, but also in the introduction of some scheme of representation whereby at future gatherings each section will have one or two elected delegates. At present all members are entitled to attend the meetings but only a small proportion ever take the trouble to do so. According to the plan proposed at last meeting, local sections will be asked to elect delegates to the annual and semi-annual general meetings and it will be the duty of these delegates to attend.

Substantial Progress.

But if the attendance was not large the report of the secretary, as published in last issue, showed very substantial progress in many important respects. In

W. G. McLAREN, Souris.
President Western Board.

the arduous task of building up the association so that it will have the power and influence required to make it an effective agency to fight the retailer's battles with other branches of the trade and to promote the interests of the dealers generally, the first and most important requirement is a strong membership. The secretary's report showed a large increase in the net membership and the strength of the association may be estimated by an examination of the membership list printed in this issue. The large number of fees unpaid is discouraging, but there can be no doubt that the neglect is due in nearly all cases to mere carelessness.

As the attendance at the meeting was not large it was not thought advisable to attempt any business of much importance. Accordingly, the revision of the constitution was left over for the annual meeting in February next, and the relations of the association with the Dominion Retail Association were given only partial consideration.

The Membership List.

The membership list printed below shows the strength of the association according to provinces.

Manitoba.

Austin—W. Clifford, Wheeler & Duncan.
Alexander—R. J. Watson, T. E. Morris.
Altona—J. Herbert, H. Loeppky, L. Waddlinger, W. & T. Colblentz.
Arnaud—Smith Bros., W. Ledoux.
Arden—E. G. Hipwell, McCamus & Boughton.
Binscarth—Smellie Bros.
Beaver—R. H. McLeod.
Bagot—J. C. Lowrie.
Baldur—R. Rawlins & Son, Anderson & Playfair.
Boissevain—McAllister & Robinson, Marston & LeDaine, D. M. Sutherland, F. G. Fox, Boissevain Trading Co., J. D. Baine Co., Hunter & Atkins, A. R. Welch, A. Munroe.
Balmoral—R. Rutherford.
Brookdale—W. J. Miller.
Burnie—Foulston Bros.
Birtle—J. Walley & Son, Hough & Wickware, Miller & Co., H. A. Manwarring.
Brandon—Andrews & Co., W. J. Young, A. Grant, Smith & Burton, Mutter & Lynch, W. Dowling & Co., Wm. Muir, T. R. Horner, Symington Co., Limited.
Beulah—C. W. Clifton.
Belmont—McIntyre & Castel, A. W. Marquis, G. Tumouth.
Bradwardine—Butler & Carscadden.
Chater—M. M. Armstrong.
Cypress River—J. H. Fawcett, A. Creighton, H. Hilton.
Carroll—J. W. Graham.
Clearwater—R. R. Affleck.
Crystal City—Sharp & Mutch, Richard & Pearce, P. A. Young & Co., J. G. Steacy.
Crandell—Jas. Todd.
Cartwright—Wm. Gemmill, Cannon & Pickel, J. F. Byce, Moore & Hill.
Carnegie—W. A. Pierson.
Carman—Gavin McClure, T. B. Meikle, W. L. Campbell & Co., J. W. Jamieson, A. C. Ferguson, J. L. Saunders, G. D. Raymond & Co., S. A. Jenkins, R. A. Hart & Co., A. S. Doyle, E. L. McLeod, T. T. Pearson, Geo. E. Sills, S. J. Woods.
Darlingford—The Crosby Co., R. A. Fines.
Dunrea—J. H. Snelgrove, W. A. Seabach, W. H. Lawlor.
Dominion City—Bell & McCall, Morkill & Scott.
Deloraine—Montgomery Bros., S. H. Colquhoun.
Eden—S. L. Patmore.
Elva—C. C. Winter.
Elm Creek—Holliday & Simpson, P. D. Allaire.
Elgin—R. E. Sadler.

W. A. COULSON, Winnipeg.
Secretary Western Board.

Emerson—Chas. Whitman & Co., Bell & McCaul, Whiteman & Co., Hinton & Co.
Foxwarren—Henry Leckie, J. M. McCrindle.
Franklin—A. M. Anderson.
Forrest—C. Watkins.
Fairfax—J. L. Hettle.
Findley—H. F. Deveber.
Gretna—E. Penner & Co., Otto Shultz, Farmers' Trading Co.
Gladstone—S. Schooley, Broadfoot Bros., A. W. White, Galloway Bros.
Gunnview—R. J. Thompson.
Goodlands—E. Dobson, A. Sleep.
Giroux—J. P. Langill.
Hartney—Fry Bros., J. C. Callender, Parham Bros., D. C. Ennis.
Holland—W. F. Schooley, Wm. Dickson, W. R. Ross.
High Bluff—Wilkins & Hicks.
Harding—F. C. Dundas, Reid & Spence.
Hamiota—G. L. Thomas, P. J. Hennensheimer, Wm. Chambers, John Lemon.
Hargrave—Jas. Halliday & Co., H. Cutfield.
Hilton—Jas. Brydon.
Holmfield—J. A. Robertson, James Downs, T. J. Messner.
Kenton—S. T. Atkinson.
Killarney—J. A. Percival, A. McQueen, R. Rollins, Chas. Richards, W. E. Farrow, John Sidore, G. A. Martin, W. A. Bingham, R. Cross & Co., Marquis & McCullough, T. J. Lawlor.
Kelloe—J. T. Cairns.
La Riviere—J. W. Rundle, Charlotte Keyes, J. H. Fargey, Rutherford & Sons.
Lauder—T. J. Currie.
Laurier—L. Landry, V. Trottier, J. Trottier, Boisvert & Co.
Lenore—Alf. Fulcher, Carscadden Bros.

Lyleton—Laing, Smith & Co.
Morris—Chisholm & McKenzie, Alex. Todd.
Melita—T. H. Evans, Hamelin Bros., T. McJennet, R. Grant.
Methven—A. Zeigler.
Medora—A. Hughes.
Minto—A. McTavish, Thos. Williamson, R. W. Franks.
Manitou—Hoffman & Jacobs, Sharp & Button.
Minnedosa—H. Lester, N. Nystrom, Campbell Bros., Dixon, Keighley & Co., P. J. McDermott, Wright & Co., Phillips & McCormick.
Miniota—W. L. Hodnett, J. B. Forsyth, A. Ross.
Mather—Gordon & Fulford, Elliott & Argue.
Marieaoplis—C. H. Charbennau, Landry & Co.
Margaret—Dalgleish & Co., F. Wilkie.
Makinak—Campbell & Co.
Mowbray—J. W. Mitchell.
Morden—Harry Meikle, H. J. Heiman, B. Tobias & Co., N. Corman, J. T. Atchison.
McKenzieville—P. Downton.
McCreary—S. Burgoyne, J. Burgoyne, P. Riddell.
McGregor—Merrick Bros., N. Holmes, P. B. Murdock.
Newdale—W. R. Lavery, Crossley Bros., T. H. Peters.
Nesbitt—Sharp & Barager, Thos. Middlemiss.
Nings—N. J. Ryan, Miller & Hainer.
Neepawa—J. Brown Co., A. E. Fremlin, J. E. Fulton, J. A. Clare, J. V. Smith & Co.
Ninette—J. Yellowleese, Chas. Overand.
Napinka—Coot & Kaiser, Hamelin Bros.
Oak River—E. H. Glinz, Hess & Cochrane.
Otterburne—Geo. Ranaurt, P. LaSalle.
Oakburn—C. Cohen, Walker & Moffat.
Ochre River—Wolfe & Scarpe.
Pendennis—O. H. Stewart, Chas. Fox.
Pilot Mound—J. A. Grose, J. G. McLean & Co., R. A. McKellar, J. A. Becker, A. Bellentine, T. C. Preston, W. Endicott.
Plum Coullee—J. G. Bargen.
Plumas—McCrae & Williams.
Roblin—J. G. Struthers.
Roland—Higgins & Webster, H. J. Chilson & Co.
Rounthwaite—Jas. Martin.
Rathwell—P. R. McLaughlin, J. G. McGowan.
Rossburn—S. B. Johnston, William Young, Hough & Wickware.
Rosenfeld—C. K. Stewart.
Rutledge—H. Moody.
Riding Mountain—S. Doulston.
Reaburn—G. Main.
Russell—Smellie Bros., T. Hill & Co., A. Astbury.
Rosebank—A. H. Baker.
Souris—McBride & McLeod, J. A. Moore, McCrory & McCush, A. J. Stewart, W. G. McLaren.
Stockton—R. D. McLaughlin.
St. Malo—T. Mciner.
Somerset—J. A. DeCosse, Sharp, Black & Shewfelt.
Solsgirth—Duggan & Stedman.
St. Pierre—J. Medore, E. Tetreault, Lasalle Carey Co., L. Tessier, A. Renaurt.
Snake Creek—Adam Newton.
Shoal Lake—Smellie Bros., C. R. Duncan, Western Trading Co.
Stonewall—Geo. Musgrave & Co., Simpson & Morgan, I. Genser.
Strathclair—Chapman & Co., Geo. Manson.
Swan Lake—W. F. Hartwell, James Pritchard, Ruttan & Fitzpatrick.
Sperling—R. Pedlar, Eaton & Co., Smith & Slaney.
St. Rose du Lac—H. Houde.
Sidney—D. McClelland, F. M. Stanley, J. McElrie.
Snowflake — Wm. Rowbotham, Eli Shilson, John Drew & Son.
Tenby—T. J. Hare.
Treesbank—E. H. Williamson.
Teulon—T. Campbell, W. D. Gillespie, W. C. McKinnel.
Virden—T. T. Higgins, H. D. Crowe, M. R. Schurman, McLelland & English, I. R. Duko, F. Palmer, Clingan, Scales & Carscaden.
Winkler—B. Loewen, A. Niterman, Dyke & Cracker.
Whitewater—McKay Co.
Welwood—Dalton & Co., C. E. Titus, Beeman & Co.
West Selkirk—W. Robertson, J. K. McKenzie, J. R. Bullock.
Woodlands—Geo. Brodfoot.
Westwood—H. Bicknell, Geo. Brown.
Waskada—W. H. Stovin & Co.
Winnipeg—G. B. Andrews, Thornton Andrews, Austin Drug Store, G. E. Brown, G. E. Breakwell, A. Bronskel, R. D. Bruce, C. A. Baird, J. K. Brown, A. J. Brown & Co., A. I. Brooking, W. J. Bird, J. Bloomfield, J. R. Bardsley & Co., J. A. Bradley, Conley & Yost, Collins Co., Limited, Charrest & Bartram, P. Couture, Chas. Cunnington, Wm. Clark, Colcleugh & Co., C. H. Cranston, Connell & Co., C. W. Campbell & Co., M. Chariton, C. Corneil, John Coltart, J. G. Caswell, F. G. Dagg, Geo. Daniells, John Donnelly & Son, T. J. Davis, Eggertson & Bjornson, W. E. Eagle, J. S. Emery, F. G. Edwards, Jas. Enright, W. D. Edwards, John Enright, Emery & Bonnick, Eggertson & Henrickson, S. Elliott, D. W. Fraser, M. Finn, D. A. Fraser & Co., Austin Francis, Ferrier & McKay, D. Fergie, Sam Gough, L. Granbach, Thos. Galloway, J. R. Gowler, Gustafson Jones Co., S. Goddard, Wm. Henderson, R. T. Hoskin, H. Hansford, G. Hellgeson & Co., Hurtley & Co., Geo. Hilton, W. E. Innis & Co., O. E. Jones, J. J. Jackson, R. Korinth, D. W. Karn, W. J. Kennedy, S. J. Lowman, J. B. Lauzon, C. P. Lehr, W. J. Langill, F. G. Leary & Co., H. S. Longland, S. Ling, Laurie Bros., Mason & Risch Piano Co., Morris Piano Co., McLean Co., McComb Bros., McArthur Grocery Co., Geo. Moody, F. W. Marples, R. H. Maber, McEwen & Hunter, L. E. Mullett, W. J. McPherson, P. McCormick, A. McKenny, Wm. Maloney, Robt. McIntosh, W. B. Oakley, E. Nesbitt, E. B. Nixon, L. O'Hare, R. B. Pelton, J. A. Parks, F. H. Palmer, Poyntz & Co., A. N. Prentice & Co., M. Rocan, R. Rands, Richardson & Balfour, J. R. Robinson, F. Sagrott, J. Scarfe & Co., Wm. Stewart, P. E. Stevens, Swedish Importing Co., H. Sylvester, Trim & Magrath, U. Trudeau, C. Todd & Co., J. Tarrenne, Templeton & Co., Treleaven & Campbell, A. G. Verdin, H. P. Vopni, Harry Wallace, H. A. Wise & Co., William Wellband, Williamson Bros., R. L. Waugh, R. L. Young, the American Piano Co., Turner-Curran Co., Limited, Gourlay, Winter & Leeming, Metropolitan Music Co., Winnipeg Piano & Organ Co., Canadian Co-operative Co., Soulis & Co., J. J. H. McLean Piano Co., Barrowclough & Semple.

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McTaggart—Wm. Le Chappelle.
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Crossfield—Ontkers & Armstrong, Wm. Urquhart.
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Morningside—Dodds & Bowness, Mathias & McBrien.
Millett—Millett Trading Co., W. A. Robertson, I. J. Grant.
McLeod—Reach & Co., Baker & Skelding, Baker & Co., Hudson Bay Co., J. A. & W. Struthers.
Nanton—Nanton Supply Co., Sibbett & Hallett, S. T. Armstrong.
Okotoks—Paterson & Sons, Todd & Fisher, H. W. Chester & Son.
Olds—W. M. Craig & Co., Jas. Logan.
Ponoka—Edward Bros., F. M. Lee, Andrew Reid, F. E. Algar.
Penhold—A. D. McKenzie, O. D. Fleming, Wilson Bros.
Red Deer—Brumpton & Gaetz, Hill & Horn, Pidgeon & Wallace, Phillips Bros., Postill & Paterson, Onemette & Wright.
Strathcona—Thos. P. Malone, Groat & Elliott, A. H. Richards & Co., Douglas Bros., Great West Saddlery, McLean & Co., W. E. Ross, J. D. Hutton, Hugh Duncan, A. G. Baalim, A. E. Latimer, J. H. Tranter.
Stavely—R. B. Allen & Co.

Convention Opens.

The convention opened at 10 a.m. Thursday, with President J. F. Hunter in the chair.

When the minutes of the February meeting had been read and adopted, President Hunter presented the report of the executive committee. He said that owing to the affiliation last February with the Dominion Association much of the work mapped out at that meeting was subject to the assent and approval of the Dominion board. For instance, all work relating to the contract price plan, mutual fire insurance, etc., was to be done in conjunction with the Dominion board. He (Mr. Hunter) and the secretary had written the secretary of the Dominion board repeatedly on important matters, but it was not until the evening before that they had received any reply whatever. Under these circumstances, the executive had found it impossible to carry out the plans they had made.

To Stop Price Cutting.

Shortly after the February meeting the president and secretary had approached the wholesale grocers to learn their sentiments on an important matter. They had suggested to the wholesalers that they should put an end to retail price cutting by making a certain percentage of retail profit a condition of all sales to retailers. Nothing came of this as it was about this time that the Wampole vs. Karn case came up, casting doubts on the legality of the contract plan. Nothing further could be done in this matter until amendments were secured to the criminal code. Accordingly, the efforts of the association had been directed chiefly to the task of getting members in line in the local country sections.

Collection of Fees.

The secretary then read his report as printed in last issue.

W. G. McLaren (president of the western board) was sorry to note the large amount of fees in arrears. The association could scarcely expect to collect all, for, like merchants doing a credit business, they must count on a certain proportion of bad debts. He would not favor making drafts on individual members, but would suggest that the secretary write one member in each section and seek his aid in the collection of fees.

Resolutions Committee.

After some general discussion the reports of the executive and secretary were adopted and a resolutions committee was appointed, composed of the following members: W. G. McLaren, J. B. Preston and W. A. Coulson. This committee met and reported in a few minutes. While they were out, President Hunter read the correspondence received, among which was a long letter from E. M. Trowern, in the course of which he paid his respects to The Canadian Grocer.

The convention then proceeded to the consideration of the resolutions submitted by the committee.

Distribution of Merchandise.

F. J. Messner, Holmfield, and N. J. Ryan, Ninga, championed a resolution referring to the division of the selling field between jobbers and retailers. The resolution was as follows:

"That it is the opinion of this association that the time has arrived when the field of distribution of the two classes, the wholesalers and retailers, must be defined and each take their own and exclusive place in the distribution of merchandise."

The resolution carried.

Selling to Large Consumers.

The same members were also responsible for resolution No. 2, which was upon the same lines and was carried unanimously. It was as follows:

"That in the opinion of this association it is injurious to the retail trade to have wholesale dealers or semi-jobbers sell to hotels, boarding houses, public institutions, private parties, etc., and that a copy of this resolution be forwarded to the Dominion Wholesale Grocers' Guild to acquaint them with the fact."

One Price System.

President Hunter and W. Ruddell championed the one-price system in a resolution urging retailers to have one price for their goods and stick to it. Nothing cheapens a dealer so much as to allow himself to be beaten down in his prices. No business could be conducted successfully if customers were to be allowed to fix the prices. W. G. McLaren added that the same amount of business can be done in a one-price store in half the time that it requires in a store where customers are allowed to haggle over prices.

Retail Selling Agency.

W. S. Kenner and H. O. May championed a couple of resolutions advocating the maintenance by the association of buying and selling agencies. The selling agency would dispose of the produce of the members to the best advantage while the buying agency could buy goods in large quantities at low prices.

The selling agency plan was approved and referred to the executive for action but the meeting thought the buying agency proposal premature and voted it down.

Premiums Condemned.

F. J. Messner and A. McKay introduced a strong resolution condemning premium goods and urging the members to discourage as far as possible, the sale of premium and coupon goods. A copy of the resolution is to be sent to the manufacturers of premium goods sold in grocery stores.

Criminal Code Amendments.

J. S. Ruddell and J. B. Preston brought to the attention of the meeting the present unsatisfactory state of the criminal code. It was unfair that wholesalers and retailers are prevented from making trade agreements while the labor unions are allowed to organize. The resolution pledged the association to work with all other associations in an effort to have the law amended.

Delegates to Conventions.

J. B. Preston and W. G. McLaren introduced a resolution advocating a plan to secure larger attendance at future conventions. The resolution was as follows:

"That in the opinion of this convention the interests of the association would be better looked after and business more thoroughly and expeditiously carried on if each town or village was represented at convention by duly appointed delegates and only such be entitled to take part in the proceedings, and that provision for the carrying out of this idea be incorporated in our constitution and by-laws."

Relations With Dominion Association.

W. G. McLaren introduced the following resolution dealing with the relations of the association with the Dominion Association, whose headquarters are in Toronto:

"That the executive have acted upon instructions contained in the report of the affiliation committee adopted last February, by the terms of which this association was to act in conjunction with the Toronto Association in matters pertaining to Dominion legislation, and that it has failed to receive any replies to correspondence, any reports of progress or notification of any action along legislative lines, and resolved that, in view of these shortcomings this association instruct our executive not to pay any money to the western board until such time as satisfactory efforts and results are shown; and also that the western board, failing to receive proper responses and a full report of work upon legislative lines, be authorized to act upon their own authority."

President Hunter added that the association had been hindered in its work by the long delays in waiting for the co-operation of the Dominion board and he hoped the resolutions would improve matters."

The resolution carried unanimously.

WINNIPEG EXHIBITION

Western Manufacturers do Not Give Enthusiastic Support—Only Time Possible—Many Interesting Exhibits and Large Attendance—What was Shown in Foodstuffs.

Compared with the exhibitions of former years, the Winnipeg Industrial Exhibition held last week made a very favorable showing and its friends are encouraged to hope that, under the new management, there are much better things to come. Favorable comments were heard on all sides and there were many who were prepared to make comparisons by no means unfavorable with the Dominion Exhibition. Certain it is, that, while the exhibition was not so large in extent as when it was held under Dominion auspices, the preparations were more nearly complete when opening day arrived and the machinery worked more smoothly. Comparing conditions with those of a year ago, it is not too much to say that the vast majority of the exhibits were in better shape this year on the evening of the first day than they were last year when the exhibition was half over. In a word, something like system has been evolved from the chaos of former years and those who are qualified to judge unite in ascribing the better order of things to the efforts of Dr. Bell.

Must be Before Harvest.

It is unfortunate that it is necessary to hold the fair at a time of the year when it is impossible to secure exhibits that are really representative of the varied resources of the Canadian west. Were it not for the endless line of threshing machinery exhibits the visitor would scarcely realize that the exhibition is held in a rich agricultural country. The crop is yet to be harvested, and for that reason and others the exhibition does not represent the agricultural resources of the country it serves. Were it possible to hold it a few weeks later in the year there could easily be secured exhibits which would open the eyes of the visitor to the real resources of the newer Canada. Unfortunately this is not possible, as in a few days' time the harvest will commence and the entire west will be busy with it until the first snow flies. The only possible date for the exhibition is the week chosen in July before the harvest commences.

Manufacturers Should be in.

But if it is impossible to have an exhibition in Winnipeg in July which is really representative of the varied agricultural resources of an agricultural country, there should be nothing to hinder an exhibition truly representative of the manufacturing, industrial and commercial interests of Winnipeg and the west. It is true that the manufactures of Winnipeg are not so many as might be wished, and not so many as there will be in a few months' time, but they are larger and of much more importance than most people imagine and their products should be on exhibition. It is partly because their products are seldom or never properly exhibited that the great majority of people imagine that they are of much less importance than they really are.

Deserving of Support.

If the exhibits of Eastern Canada manufacturers were eliminated from the exhibition held last week there would be little left in the manufacturers' section of the Colonnade. Especially is this true of the confectionery, biscuit, and general grocery exhibits, a department which even with the eastern and foreign exhibits was very weak. Scarcely a Winnipeg industry in this department had an exhibit and it would almost seem that there is a tacit agreement to ignore the Winnipeg Exhibition. Perhaps the excuse is to be found in the lack of system and in the confusion of former years, and it may be that another year will see more liberal support accorded the exhibition by the business houses of the west. The exhibition is deserving of good support and surely the greater portion of the support should come from the business men in the immediate territory which it serves.

From B. C. Orchards.

Throughout the fair the British Columbia fruit exhibit under the direction of Mr. Palmer attracted a great deal of attention.

Two hundred handsome glass jars contained a splendid collection of preserved fruits, including twelve varieties of plums, eight varieties of pears, grapes, peaches, quinces, cherries on branches, crab apples, Logan berries, apricots and nectarines, all of great size and very tempting to look upon. The fresh fruit was shown in the regular commercial packages, well graded and packed, and included delicious looking Morello and Belle Magnifique cherries from Sterling and Pitcairn, Kelowna, tempting Royal Anne cherries from Nelson, rich hued olivet, Royal Anne and Belle Magnifique cherries from Victoria, luscious peaches from Kelowna, apricots and peaches from Kamloops, blackberries, apples and crabapples from Chilliwack, and early apples from Port Hammond. The early apples were particularly fine and large for so early in the season. Fine red raspberries from Burnaby, and peach plums from the Okanagan, Chilliwack, Lardis and Port Hammond, added their richness to the display. Splendid greenhouse tomatoes were shown from Victoria and Central Park.

Kootenay Fruit.

As well as having a share in the general British Columbia exhibit, the Kootenay district sent a special exhibit which occupied a separate corner in the same building. A most interesting feature of the display was a background of branches heavily laden with fruit just as they grew on the trees. They included deep red cherries so thickly clustered that there was scarcely room for the leaves, apples hanging a dozen in a cluster, red currants so large that they well deserve the name of cherry currants. Another specialty in the exhibit was some immense gooseberries, the Keepsake variety, which were the size of

small eggs and quite sweet. The cherries grown in the Kootenay district are said to excel all others and certainly the samples shown were beautiful to the eye and delicious to taste. A jar of red raspberries picked and preserved in acid were marvels for size and richness of color.

A large cake of ice in which were frozen twelve large trout caught by a fruit farmer after tea attracted much attention and was another token of the delights of the Kootenay country.

charge was made at the exhibition for the cocoa served.

The illustration shows that the exhibit was a most attractive one and when the lights were turned on the booth was the subject of many admiring comments. The full line of goods manufactured by Walter Baker & Co. was on exhibition and the advertising done among the consumers should materially assist the trade in making sales. The lines on exhibition included Baker's Breakfast Cocoa, Baker's Chocolate,

pany. The plant now comprises six large mills and storehouses, having a floor space of 350,000 square feet.

It is an interesting fact that on the spot where the industry was first started, more than a century and a quarter ago, the business has continued and attained the highest development. From the little wooden mill, "by the rude bridge that arched the flood," there has grown up one of the greatest establishments in the world—the house of Walter Baker & Co., Limited—an establish-

Walter Baker & Co., Boston and Montreal.

Walter Baker & Co.

One of the exhibits around which the crowds were gathered at all times was that of Walter Baker & Co.'s cocoa. From childhood people have been familiar with the Baker "cocoa maid" as shown in the advertisements of this firm and exhibition visitors thought they were already acquainted with the demonstrators who were serving the cocoa. Past experience has taught Walter Baker & Co. that people appreciate best and remember longest what they have bought and paid for, and hence a small

Caracas Chocolate, Auto-Sweet Chocolate, German Sweet Chocolate and soluble chocolate.

Inquirers learned that Walter Baker's cocoas and chocolates have been on the market for 126 years. It is indeed interesting to note that in October of the year 1780—twenty-seven years before Fulton started his first steamboat on the Hudson River and fifty-seven years before the electric telegraph came into use—the Baker cocoa and chocolate factory was established in Dorchester, Massachusetts, on the site now occupied by one of the largest mills of the com-

ment which competes successfully for prizes in all the great industrial exhibitions of the world, whose influence is felt in the great commercial centres, and whose prosperity promotes the welfare of men who labor under a tropical sun in the cultivation of one of the choicest fruits of the earth.

What is the secret of their great success? It is a very simple one. They have won and held the confidence of the great and constantly increasing body of consumers by always maintaining the highest standard in the quality of their cocoa and chocolate preparations, and

selling them at the lowest prices for which unadulterated articles of good quality can be put upon the market.

They receive numerous letters from housekeepers who have used their cocoa and chocolate for many years, stating that lately, when ordering the Baker

Western Cereal Co., Winnipeg.

goods, other goods of greatly inferior quality have been sent to them. They find it necessary, therefore, for the protection of those who want their cocoa and chocolate, to issue an emphatic warning against these fraudulent practices, and to ask buyers to examine every package they receive, and see that it bears the well known trade mark of "La Belle Chocolatiere," sometimes called the Chocolate Girl, and the correct name of Walter Baker & Co., Limited. Under the decisions of the United States courts, no other cocoa or chocolate is entitled to be labeled or sold as Baker's Cocoa or Baker's Chocolate.

Western Cereal Co.

Meat of Wheat was exhibited in an attractive manner by the Western Cereal Co. and there were few visitors to the fair who did not stop at the booth in question to learn something of the new breakfast food that is made in Western Canada. Meat of Wheat is not eaten cold, it is not pre-digested and it is therefore popular with the many who are returning to the old-fashioned hot breakfast cereal. The management never tire of impressing upon the public and the trade that Meat of Wheat is a Canadian-made product which takes the place of a line of food imported from a foreign country and upon which there is considerable duty. It is made from No. 1 hard Spring wheat which is acknowledged to contain the largest percentage of gluten of any wheat that is grown. Moreover, only the best part of the wheat is used. In an ideal breakfast food the starchy element must be eliminated so far as possible, what is wanted being the gluten and the phosphates.

That Meat of Wheat is what was wanted by the public is made evident by the large sales since it was introduced. W. L. MacKenzie & Co. are selling

agents to the wholesale trade and retailers can get supplies from their wholesale house.

The Cowan Co.

Prominent among the exhibits in the first hall devoted to manufactures was

The Cowan Company, Toronto.

that of the Cowan Co. of Toronto. Attendants dispensed cocoa and chocolate free of charge to tired, hungry and thirsty crowds of people, and E. H. Rountree, the western representative, courteously explained to all inquirers the good qualities of the Cowan line of cocoa, chocolate and confectionery.

As can be seen from the illustration, the booth was very prettily decorated and it occupied a commanding position where none could fail to see it. The familiar Cowan milk chocolate boy pictures were very much in evidence in the decorations and there were few visitors to the fair who would readily forget the pleasing effect of the Cowan exhibit.

The full line of Cowan specialties was on exhibition and many were surprised to know that the firm manufacture such an extensive variety of goods. The specialties upon which the most emphasis was laid were the cocoa and the sweetened and unsweetened chocolate. Comparatively newer is the Cowan milk chocolate which is earning a secure place for itself in the western market, although it has been forced to face strenuous competition. Mr. Rountree explained to all inquirers that the Cowan goods are made-in-Canada goods and that they are pure goods. The firm offer a reward of $100 to any person who can show any adulteration in the Cowan goods.

In conversation with The Canadian Grocer, Mr. Rountree remarked that it had always been the policy of the Cowan Co. to protect the retail trade and therefore they were not selling any of their goods at retail from the fair booth.

Christie-Brown Biscuits.

The substantial character of the booth in which were displayed to the public the 500 varieties of dainty biscuits manufactured by the Christie, Brown Co., Limited, was characteristic of the reliability and standing of that firm. The booth took the form of a kiosk in white and gold, the walls of which were formed from the glass-faced boxes in which Christie, Brown biscuits are now put up

Situated in the centre of the main manufacturers' section, the booth was observed of all observers, and many were the questions answered by the courteous attendants in charge.

Purity, cleanliness and quality are the watchwords of Christie, Brown & Company, and while visitors at the fair must have been struck by the results they may not have realized the care and attention involved. They will be interested, no doubt, in knowing that in the immense factory in Toronto, lithographs of which will be observed at the bottom of the booth, every girl employe as she enters the factory each morning is provided with a clean blouse, apron and handkerchief, while each male employe is given a clean smock and pair of overalls, all laundered at the firm's expense.

Christie, Brown & Co., Toronto.

As a further indication of the scrupulous care the firm take of all pertaining to their plant, extensive baths are provided on the premises in charge of a matron and a male attendant respectively, and every employe is required to make frequent and regular use of the same. A sanitary inspector is kept constantly in attendance and vigorous measures are constantly in operation to maintain absolute cleanliness.

Equal attention is paid to the quality of every ingredient that enters any of the Christie, Brown products. For instance, the butter used is the very highest class creamery butter that can be obtained and is brought in fresh every morning from the creameries.

The factory, as will be observed, is a handsome, compact, as well as immense place occupying almost an entire block.

The Christie, Brown Company are very gratified at the development of their business in the west, which is going ahead at a rapid pace. Messrs. Scott, Bathgate & Co. 149 Notre Dame avenue east, Winnipeg, are their western representatives and carry a large and varied line of their goods in stock continuously. Messrs. Scott, Bathgate & Co. were in charge of the display.

LONDON TRADE DOINGS

Why There Were Two Grocers' Excursions on the Same Day—London as a Distributing Centre—Preventing a Glut of Fruit.

The grocers of London held excursions last week.

This was different from former years when but one excursion was held.

Still, each of the two this year was as largely attended and as great a success as the combined one of other years.

The majority went to Detroit on Grocers' Wednesday, it being under the auspices of the London Retail Grocers' Association. The Grand Trunk provided a special train and about 1,000 people took advantage of the reduced rate, and the grocers made the picnic memorable by having an enjoyable day together.

But a large crowd also went to Niagara Falls, the special Michigan Central train carrying from London and St. Thomas upwards of 800 people.

The odd feature of the two grocers' excursions on the same day, and what made it confusing to the general public was the advertising of both as the picnic of the Retail Grocers' Association.

The cause of the factions was this: For several years two or three of the grocers have conducted a picnic to Niagara Falls under the auspices of the Retail Grocers' Association that was once in existence and which was dropped several years ago. This year, however, after the Pure Food show, it was decided to organize the grocers into an association, which was done, and, thinking the old association entirely dead, the new one adopted the natural name of the Retail Grocers' Association.

The new association became active, among other things stopping a sugar war between two grocers across the road from each other. It decided to have a picnic and excursion to Detroit, and advertised it for July 25. Then the former managers of the Niagara Falls picnics advertised the usual picnic to the Falls under the name of the Retail Grocers' Association. Four grocers composed the moving spirits of the Niagara Falls excursion, Messrs. J. Trebilcock, T. A. Rowat, F. Harley and F. H. Robinson.

The new Retail Grocers' Association, which now numbers among its members the majority of the grocers in the city, was led by President C. H. Lee and Messrs. Harry Ranahan, John Diprose, and W. Lawson, who worked most energetically for the success of their picnic to Detroit.

The rivalry all through was good-natured and perhaps accounted for the large crowds that patronized both, procuring as it did extra advertising for each of them.

The Retail Grocers' Association came out well financially on their picnic and are already contemplating another. But this one will likely be to Springbank, London's riverside Summer resort. A meeting will shortly be called when it will be moved that the last Wednesday in August be set apart as a picnic day just for the grocers, their clerks and their friends. The grocers of London have found the Wednesday half holiday through the three Summer months a success, and members of the association feel that they can mark the last Wednesday afternoon in no better way then by the proposed scheme.

* * *

London grocers have had a good season so far for small fruits. There was a time when the local market was frequently flooded with fruit and there was trouble in selling. This year the fruit men have so well managed things that the method of distribution has prevented glutting of the market at any one time. The supply has, however, been steady and no decrease in crop has been reported from the western peninsula.

The Free Press is authority for the statement that amongst the wholesale men the local grocers are having their share of the good times in London, this city becoming a bigger distributing point than ever. On Monday, it asid:

"As a distributing point London is gaining so rapidly that the city holds its own with any other market in Canada. It has been learned from a local wholesale man that the business done by wholesale grocers has increased over 100 per cent. during the past year. The growth in other lines has kept pace with the grocery business, and in some instances has surpassed it.

"While the trade in the Northwest has been greatly instrumental in bringing about this increase, the general prosperity throughout Canada, and the immense export demand for Canadian products have been the leading causes.

"The growth of the cities and towns in Western Ontario, of which London is the hub, has resulted in a large demand for London's manufactured products, and all produce handled exclusively by merchants of this city."

The employes of D. S. Perrin & Co., biscuit manufacturers, will hold at Port Stanley on Saturday, August 4, their annual picnic for which great preparations have been made.

Arrangements are being made for the program of the annual convention of the Master Bakers' Association of Canada, which will be held in this city on August 14 and 15.

MACONOCHIE'S ALL RIGHT.

In "Reports and Analytical Records" of a recent number of the Lancet, London, Eng., under the caption "Army Meat and Vegetable Rations," Maconochie Bros.' goods are reported on as follows from the Lancet laboratory:

We have examined these rations and the contents appeared to be wholesome and as regards taste to be as satisfactory as fresh meat. On searching carefully for evidence of metallic contamination we find none whatever. This is a tribute to the method of tinning adopted, especially as in one instance the ration examined had been in its tin for over five years. The fact is that this firm have for some time adopted a tin which is made and hermetically closed without the use of soldering or lead. The edges overlap and are pressed together, forming a perfectly air-tight joint. Moreover, the lid of the tin is protected from coming in contact with the contents by interposing a specially prepared parchment. The method of sealing the lid on the tin without the use of solder is distinctly ingenious and will be approved on hygienic grounds.

THE MAN BEHIND.

There's the man behind the gun,
And the man behind the loom ;
There's the man behind the stove,
And the man behind the boom ;
There's the man behind the bank,
And the man behind the till ;
There's the man behind the club,
And the man behind the quill ;
There's the man behind the horse,
And the man behind the cow ;
There's the man behind the hoe,
And the man behind the plow ;
There's the man behind the fist,
And the man behind the curse ;
There's the man behind the pick,
And the man behind the hearse ;
There's the man behind the jokes,
And the man behind the rhymes ;
But I'd rather be behind them all,
Than the man behind the times.

—The Hustler.

TRAVELERS ON A FROLIC

Annual Retirement of the Drummers' Snack Club to Alton, Ont., for Twenty-four Hours of Merriment—Concert, Burlesquers, Sports—New Officers.

Laughter is one of the elixirs of life. So sayeth the Drummers' Snack Club, and once a year the members cast care and business and all seriousness to the day-after-to-morrow and hieing them to Alton, Ont., give one clear twenty-four hours to uninterrupted and uncorruptable hilarity. It happened this year on Friday and Saturday last, a Jewish day, sundown to sundown.

Fourteen years ago Robt. Algie, of the Alton Woolen Mills, then in the general store business, invited a number of travelers to a day's outing with him. It proved so pleasant they came again and the idea of an organization to meet annually took root in the hospitable soil of Alton.

Poster Promises.

No paper-and-ink recital of the 24-hour doings can convey an adequate conception of the fun, but the promises of the sheet poster, with which sections of the country side were papered, were fulfilled to the letter. "The trouble will begin about 7.30 on Friday evening, when that 'Canon Ball on Wheels,' known as the Teeswater local, stops at Alton to give the atmosphere a rest and to unload the loveliest load of passengers it ever carried. Then whoop-la! It looks like a collision between a laundry and a lunatic asylum. Everybody talks and laughs at once. The traveler and citizen do a tug-of-war shake, the smiling homecomer kisses his sister or somebody else's sister, the cousins and aunts overflow with feminine effusion, children shout, dogs bark, and there is great rejoicing in the land. Suddenly, a score or more of red coated musicians let loose a flood of inspiring melody, the crowd join in. It is necessary to explain here that the aforesaid red coats are not the Irish Guards, but the Citizen's Band of Alton, only some of them are Irish and all of them are guardians of good music. Then away goes the procession to the big tent where is held the famous Snack concert."

It was a Hummer.

That all came is true as travelers tales. At the head of the procession President Charley Smith, of Hamilton, rode in a pony cart accompanied by the beautiful owner, and he held a small white silk banner inscribed:

Twentieth Century.
Drummers'
C. T. A.
Snack.

On one side was the motto "When Commerce knocks all doors must open" and on the other "The sample is mightier than the sword." It was decorated with the maple leaf, rose, shamrock and thistle and was presented to the club five years ago by an old lady far past the allotted span.

The concert was heralded as "a cup of musical and intellectual pleasure extravagantly filled to overflowing." It was a good one at that, high-class in every respect and nobly upheld the high reputation of former years, vouched for by an attendance of fully 2,000 natives. It was held in a big circus tent and the programme was as follows:

Concert Waltzes...."Waves of the Danube,".....Wanovic
Citizens' Band.
Piano Solo.....Romonza,".....Liszt
E. R. Bowles.
Song....."Star of My Life,".....Druyt
Geo. Dixon.
Highland Dance (in costume)... Gordon Flett.
Vocal Solo....."God Made Thee Mine,".....Nevin
Miss Emma Beers.
The Drummer's Dream.."When I'm Away From You, Dear,".....McGregor
Donald C. McGregor.
Comic Song....."If We Hadn't Any Ladies.....Lawder
Will J. White.
Selection....."Il Trovatore,".....Verde
Citizens' Band.
Recitation....."Laska,".....Bernard
Miss Bernice Parker.
Sketch.....Selected.....Anon
A. Ecestein.
Song....."Oft Times,".....Lehman
Frank Bemorse.
Comic Sketch.....Bay Hill.
Duett....."Calm as the Night,".....Bohn
Donald C. McGregor and Miss Emma Beers.
Serenade....."Magnolia,".....Misaud
Citizens' Band.

JOHN W. CHARLES, The New President.

Night of Noisy Glee.

The night was one uproarious burst of mirth for those quartered in "the Dormetory." The advance notice read thus, "travelers will find plenty of comfortable cots in the old tent near the cyclone cellar. Anyone disturbing the peace may expect an impromptu bath." Since there never was any peace to disturb the livelong night the waters of the pond were not rippled. The village was serenaded until two o'clock and that cheerful and harmless amusement was resumed at five. In the interval whenever repose seemed within hail Court Thompson, of Hamilton, would annunciate one of Dr. Munion's advertised truths and add in musically stentorian tone, thumb to temple and index finger upward, "Munion! By the great horn spoon, Munion!" It earned him the title of "Dr. Munion."

Dawn came at last. Breakfast was had on the ground and at 11 o'clock the club's annual meeting was called to order by President Charles Smith, of Hamilton. He spoke a few words in his hearty whole-souled way, expressing his appreciation of the success achieved this year thus far and of the loyal support accorded him by the executive. The finances showed a good balance on the right side.

At the concert the night before a telegram was received conveying greeting and good wishes from Wm. Algie, now in Europe. On motion of Lt.-Col. Stoneman a reply was ordered.

Election of Officers.

When election of officers was mentioned someone promptly proposed as president John W. Charles, of H. P. Eckardt & Co., Toronto. The name was received with uproarious applause. Mr. Charles tried to protest, but they wouldn't hear him and in a twinkling he was president by unanimous acclamation.

Dr. Algie arrived just then and the president seized the opportunity to present the worthy doctor with a very handsome carving set as a mark of appreciation of his interest in and self-denying labors for the club. The doctor made a happy, off-hand reply, homorous, reminiscent and appreciative.

Then the election of officers was concluded as follows:

Toronto secretary—Cecil Hunt.
Hamilton secretary—M. P. Malone.
Home secretary—Robt. Algie.
Treasurer—Wm. Irvine.

Toronto executive—Donald C. McGregor, Wm. White, Geo. Dixon, Frank Bemrose, Wm. Meen, E. R. Bowles, Wm. Colville, Sol Walters, R. M. Asher, Geo. Campbell, Cecil Hunt.

Hamilton executive—Court Thompson, P. Smith, Guy Long, Bay Hill, J. Smith, Jack Singe, R. E. Smith, Vern Smith, Jack Duffy, Ernie Clark, Chas. Smith, Lieut.-Col. Moore, Lieut.-Col. Stoneman.

Home executive—Robt. Algie, Wm. Algie, Dr. Algie, Amos Mason, Wm. White.

Auditors—Peter Smith, Wm. Colville.

According to custom and with great good will, President Charles Smith was created an honorary member for life. Ald. W. H. McClarity and A. J. Lloyd, grocers, of Owen Sound, were present and they also were accorded honorary membership. The honor roll was swelled also by the names of those of the musical talent not already on, George Dixon, Frank Bemarre, E. R. Bowles.

Burlesque Ladies.

Luncheon was served in Science Hall by the ladies of the Presbyterian church. Then the burlesquers came upon the landscape. A ladies' baseball game was the first item on the programme of sports. The first lady to illumine the

atmosphere was Sol Walters, looking like the mama of an army of Arabian dancers. Ex-President Smith came next, looking like nothing that ever happened. The next to emerge were A. Eccstein and R. E. Smith, young and reckless beauties, and the four performed a cake-walk within the charmed circle of the red-coated band. The rest of the 18 were wafted into view as their costuming was completed, then a parade was formed and led by the band they marched down the village street and back to the athletic field. The procession was marshalled by Will White, an ancient Rube, and Cecil Hunt, a regulation circus clown, both mounted on Dr. Algie's bay nag, which also wore pants. The baseball teams were :

MARSHALS OF PARADE.

Photo by Miss Maud Clark, Toronto

Hamilton	vs.	Toronto
Mike Malone		Sol Walters
Guy Long		R. Asher
Chas. Smith		Cecil Hunt
V. Smith		W. D. Wark (Owen Sound)
R. E. Smith		M. Thurseson
Peter Smith		E. Bowles
Bay Hill		W. J. White
H. Eccstein		G. Dixon
Bill Irvine		Donald McGregor
T. Scott		John Charles

Umpire—Lieut.-Col. Stoneman.

The score was, Hamilton 12, Toronto 9. As the game progressed, the heat being considerable the ladies gradually discarded their attire, but no one called the police.

Traveler Athletes.

The sports included Comfort soap and Melagama tea races for the ladies and girls. The other events resulted as follows :

Wheelbarrow race—1 Bob Asher and Bill Irvine, 2 Thurseson and Tom Scott.

Early morning call race—1 Bill Irvine, 2 Mike Malone.

Baby show, Donald McGregor and Frank Bemrose, judges—1 Florence Sexton, 2 James Alexander, 3 Evelyn McEnamma.

Three-legged race—1 Bill Irvine and Bob Asher, 2 Guy Long and R. E. Smith.

Egg race—1 Bob Asher, 2 Pete Smith, 3 George Dixon.

Fat man's race—1 Billy Mills, 2 Sol Walters.

Pick-a-back race—1 Bill Irvine and Bob Asher, 2 Verne Smith & Fraser.

100 yards travelers' race—1 Guy Long, 2 R. E. Smith, 3 Bill Meen.

Married man's race—1 Guy Long, 2 R. E. Smith.

Artists' race, a dead heat—Donald McGregor, Will White, Frank Bemrose, George Dixon, Harry Eccstein, Bay Hill, Cecil Hunt ; all got first prizes, a box of cigars.

Bandsman's race—1 Charles Calligan, 2 Wm. Algie, Jr., 3 J. Algie.

Smoking race—1 Will J. White, 2 Mike Malone, 3 Sol Walters.

Seen and Heard.

John Wilson Charles, president.

R. Asher, Toronto, was first man on the ground.

Some pictures of new officers failed to connect.

It was such a warm time that Orangeville nearly caught fire.

A FEW BURLESQUERS AND OTHERS.

Photo by Miss Maud Clark, Toronto

What a pity a group photo was not taken of the lady ball players !

Col. Moore wants a concert by travelers—put the Colonel down for a song and dance.

The Alton band is a wonder. Capt. R. B. Albertson is leader and Dr. Algie president.

Where was Mister Charles when the dormitory lights went out ? Sweetly sleeping in his borrowed bed.

Will Colville was the man who made the games go. By dint of very hard work he cut out all delays.

Sol. Walter's lullaby :

Hoky pokey, Hankey pankey,
I'm the Queen of the Swikey Swanky ;
And I'm very well, I thankee.

At the meeting when they wanted to elect an executive, Bill Colville grabbed a lantern and started in search of a Toronto man. But wait till next year.

Bill Meen, of Melagama tea wore a gown of advertising matter that a modiste must have made. But he was strong on baseball, and the skirt couldn't keep him from making bases.

F. J. White, of the Melagama Tea Co. drove up from Toronto in his auto car with Mrs. White and a couple of friends. The auto was kept busy all day and a good many friends had a spin.

PURE WESTERN CANNED GOODS.

Strange to say, the great majority of the Canadian packing houses have failed to take advantage of the obvious opportunities offered them by the Chicago packing house revelations. One striking exception to this rule has been the Manitoba Canning Co. of Grande Pointe, Manitoba. Realizing that the present is the psychological occasion for impressing upon the minds of trade and consumers that in their Grande Pointe packing house all operations are performed under strict sanitary rules and that the management welcome inspection, the Manitoba Canning Co. at once commenced an aggressive advertising campaign. First the trade were reassured, full page space being used in this paper to show the grocery and provision trade that the Manitoba Canning Company welcomed investigation and that the honest grocer need have no fears in recommending the company's goods to a perplexed public who no longer knew what to buy. Then followed advertising directed at the consumer. And on July 20 the company published in the Winnipeg Free Press a letter to refute the statement that Manitoba had not a packing industry of its own, and at the same time they made plain to readers their cleanly methods, sanitary surroundings and high reputation of their products.

MAMMOTH GROCER'S PICNIC

Brantford and Hamilton Trade and a Hoste of Friends at the Falls—A Glorious Day Most Enjoyably Spent—Winners of the Games.

The monster annual picnic of the Hamilton and Brantford retail grocers and their friends was held at Victoria Park, Niagara Falls, July 18. A record-breaking crowd attended. All available steam and electric cars were crowded from an early hour. Perfect weather conditions prevailed, and everybody enjoyed this, the greatest annual grocers' picnic in Canada. Hamilton sent out per G.T.R. ten special trains of nine cars each. Brantford sent three special trains. A finer picnic ground than the beautiful Victoria Park, overlooking the great falls, could not be found in all Canada.

Two bands, the 13th of Hamilton and the Dufferin Rifles of Brantford, furnished good music during the day. An elaborate programme of sports was run off without a hitch. Comfort soap ladies' race, open to all married ladies, and catching the greased pig proved the mostly exciting events.

White duck caps bearing the legend "Red Rose tea is good tea" were worn by many Hamilton and Brantford grocers.

Red and blue badges and buttons advertising Victor and N. P. soap were worn by all excursionists from the two cities. Much credit is due the several picnic committees and the G.T.R. officials for the way in which they handled the great crowd of over ten thousand people without an accident of any sort to mar the enjoyment of the day.

The first programme feature was an

DRUMMERS' SNACK—DR. ALGIE,
Physician, Author, Musician and Good Fellow.

indoor baseball match in the morning between Hamilton and Brantford teams for a silver trophy. While the score leaned wildly towards Hamilton, Brantford put up a plucky fight and at no time did their opponents feel they were having a walk-over. The score was 8 to 1 and the teams were :

Hamilton—Williams, G. W. Cann, M. Cummings, Donovan, Ab. Hobson, Art Lavis, Semmens, Brown, Walter Cann.

Brantford—J. Cammell, J. Newham, D. Noble, J. Mathers, R. Cammell, H. Burns, F. Harp, J. Burns, G. Harp.

The racing results were as follows :

Potato race, 50 yards, potatoes 10 yards apart and to be brought in one by one—Farmer, of Hamilton, Young, of Brantford, Brown, of Hamilton.

Single ladies' 50 yards dash—Miss T. O'Neil, Hamilton, Miss Julia Holtham, Hamilton, Miss Beverstock, Hamilton.

Shoe race—B. Cornell, Hamilton, L. Brown, Hamilton, Wm. Farmer, Hamilton.

Boys' race, under 10, 50 yards — G. Cornell, N. Becker, G. Kingston.

Association race, open to members — J. M. Semmens, J. Lampman, Art Lavis, all of Hamilton.

Wheelbarrow race, 100 yards—B. Cornell and G. Northmon, R. Burns and W. Cornell.

Girls' race, under 10, 50 yards — E. Robinson, A. Caffery, G. Hyland.

Men's open race, 100 yards—R. Kerr, W. Farmer, W. Cornell.

Married ladies' race, 50 yards — Mrs. Long, Hamilton ; Mrs. Fleming, Hamilton ; Mrs. Bolton, Brantford.

Clerks' and drivers' race, 100 yards—R. Burns, J. Cochrane, A. O'Neil.

Girls' race, under 16, 75 yards—Miss J. Beverstock.

Four-legged race, 100 yards — Brown, Brown and Grey ; McQueen, Macdonald and Jones ; Farmer, Kerr and Lambert.

Catching the greasy pig, prize, the pig —Mr. Noble.

Boys' race, under 15, 100 yards — J. McKeever, H. Graham, E. A. Hyslop.

Three-legged race, 100 yards—Brown and Brown, Becker and Weston.

Commercial travelers' race, 100 yards, open to travelers from Hamilton and Brantford—E. Dore, J. Carroll, C. Griffin.

Race for grocers' wives—Mrs. Vosper, Mrs. Donald, Mrs. Brock.

Ladies' Comfort Soap race — Mrs. Fleming, Mrs. Donald, Mrs. Carey, Hamilton.

The baseball match between Big 3 Special and Two-in-One resulted in favor of the latter, 20—14. Batteries—Big 3, Taylor and Hollington ; Two-in-One, Hunt and Young.

D. M. Barton, physical director of the Hamilton Y.M.C.A., won the praise of all concerned by his work as starter. The other officials were : Judges—J. A. McIntosh, C. W. Griffin, J. Lampman. Clerk of course and chairman of the games committee—John Forth. Secretary of games—M. Semmens. Treasurer —H. P. Boyd. W. J. Jackson, J. G. Price.

Associated with these gentlemen were Messrs. Adam Ballentine, Chas. Peebles, Jos. Kirkpatrick, and others, who, under the enthusiastic direction of President A. G. Bain and Secretary M. R. Hill, are responsible for the huge success of the picnic.

The greased pig took to the tall timber. Treasurer Boyd, of Hamilton, mounted a table.

The Grand Trunk did its work well, and to take and return 10,000 people without an accident and in good time calls for a vote of thanks.

The cash prizes totalled $80.

The evening band concert left nothing to be desired but more time.

NOVA SCOTIA APPLE CROP.

Some difference of opinion exists regarding the Nova Scotia apple crop. It has been reported a failure. Our correspondent writes :

"It is a very difficult matter this

DRUMMERS SNACK—FRED. C. HUNT,
Toronto Secretary.

year to forecast the prospects of the apple crop. Reports greatly vary and in many cases are conflicting. In some localities a splendid 'set' is reported, and apples are described as hanging as 'thick as currants' on the trees. In other districts the set is said to be far below the average. On the whole, however, it seems probable that the crop for the entire valley will be well up to the average. Gravensteins everywhere are apparently a failure, being small in yield and decidedly 'spotty.' Kings and Baldwins show up well. Ribstones have set very unevenly and on the whole lightly. Russetts are a failure. Other varieties make a moderate showing.

"There will be a decidedly small yield of plums, one-third or one-fourth of an average crop. Pears are a total failure. The great bulk of the potato crop was planted about two weeks later than usual, i.e., between the 12th and 21st of June. It is making splendid progress, however, now, and is almost certain to go above the average. The 'bug' is very little in evidence and to all appearances will not 'cut much ice' this Summer. Owing to the lateness of the season a considerably small area was planted in potatoes this year. All other root crops promise exceedingly well and pastures are in full bite. Taking it altogether the outlook for the present season is a bright one for agriculture, and not unpromising for the fruit raisers, but the question of prices, the great determining facts in the latter case, will not be decided before the end of the year."

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Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
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Woods, Walter, & Co., Hamilton.

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Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
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Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
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WESTERN RETAIL CONVENTION.

In point of attendance, the convention of the Retail Merchants' Association of Western Canada, held in Winnipeg last week, was not very satisfactory and the executive will be well advised if they take into serious consideration a resolution passed at the convention, advocating a plan for the representation of the various sections by duly appointed delegates and suggesting some other time of year for the mid-summer meeting. Under the present haphazard system all members and dealers are entitled to attend, but no one feels any special responsibility in the matter. In future it is hoped that there will be a systematic scheme of representation whereby each section will send one or two delegates and all parts of the country will have a voice in the decisions of the convention. Moreover, it would also be an improvement if the convention could be held at some time other than Exhibition week, for the Fair presents many attractive distractions, and it is difficult to get a good meeting.

But while the attendance was not large, the convention was very far from being a failure and a number of important resolutions were passed. A full report appears in another part of this paper and comment is unnecessary.

MR. TROWERN AND THE MACLEAN TRADE PAPERS.

At the meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last week, President Hunter, in the absence at a committee meeting of Secretary Coulson, read a long letter to Mr. Coulson from E. M. Trowern, the secretary of the Dominion Retail Merchants' Association. That letter contained a bitter attack upon two of the MacLean trade papers, Hardware and Metal and The Canadian Grocer, and it is certainly the right and privilege of this paper to reply to it. In justice to Mr. Trowern, we should like to reproduce the letter in full, but Secretary Coulson takes the ground that it was a personal letter, and that it was through a misunderstanding on the part of President Hunter that it was read in the open session of the convention. We respect Mr. Coulson for his honorable scruples in this matter, but take the ground that, the letter having been read in open meeting, it became the property of the association, and, an attack having been read upon this paper in an open session of the convention, it is our privilege to reply.

As readers of this paper are well aware, the two retail associations of the west decided in February last to affiliate for certain purposes, and they elected a joint executive known as the "Western Board." This "Western Board" affiliated for certain specific purposes with the Retail Merchants' Association of Canada and it was the duty of Mr. Coulson, as secretary of the Western Board, to keep in touch with Mr. Trowern, the Dominion secretary. Mr. Trowern laid stress last February upon the importance of securing the support and co-operation of the western merchants and the western merchants responded to the appeal.

In the months that have passed since the February meeting, several important matters have come up which would seem to demand the attention of the entire retail trade of Canada. Western merchants were anxious to co-operate with the trade in the east and Mr. Coulson wrote Mr. Trowern repeatedly, asking for information and offering assistance and support. But, strange to say, no reply was received until the day before the opening of the convention.

And what was the excuse for not writing? The first reason assigned was that certain articles had appeared from time to time in The Canadian Grocer and Hardware and Metal, and the second was that he thought it best not to disturb the slumbers of the western associations until the time of their convention. Surely these reasons are quite inadequate, but that is a matter for the associations to decide for themselves. The hard-headed business men of the west may require a lot of argument to persuade them that because Mr. Trowern does not like certain articles in the MacLean trade papers, he is therefore excused from answering his correspondence.

In the course of his letter to Mr. Coulson, Mr. Trowern went out of his way to attack the editors and management of the MacLean trade papers and also to discredit the Ontario Retail Hardware and Stove Dealers' Association. He made the statement that the Ontario organization had not been able to secure sufficient attendance at their meeting to elect five officers—a statement which is the direct opposite of the truth, but the motives for which will probably be well understood by the Ontario hardware dealers. In bombastic style he also proceeded to say that the trade in Ontario and Quebec are thoroughly aroused over the attitude of The Canadian Grocer and Hardware and Metal, and they are now taking up the matter with the Dominion Wholesale Grocers' Guild and with the Canadian Manufacturers Association, and he was perfectly certain that the MacLean Publishing Co. would have to change their plans. This statement is, of course, too ridiculous to deserve serious attention.

The MacLean trade papers desire only the best interests of the retail trade and they do not propose to be frightened by talk of this kind. All honest and intelligent efforts to promote the organization of the retail trade for self protection will, as in the past, have the hearty support of this paper.

EXPERTS DISAGREE.

As time goes on the details of the pure food propaganda will filter into the understanding of the masses of the people, but in the meantime things are very much unsettled in the minds of the select few, the experts. At a recent national convention in Hartford, Conn., of

the Association of State Dairy and Food Departments, experts all, most of them commissioners charged with the carrying out of state food laws, marked divergence of view was apparent as to what legally constituted pure food and pure food products. One commissioner, for instance, declared in the most positive manner that no matter how small a proportion of preservative nor how harmless it might be, when used in whisky, butter, milk or other foods is a poison. Another delegate declared in terms quite as strong that any drug or chemical becomes only poisonous when a fatal dose is taken.

Pure food regulations should aim primarily at two things, to insure the marketing of only healthful and clean food products, and to provide that consumers shall have the fullest knowledge of what they are buying.

Strawberry jam as the experts understand it, a concern of fruit boiled in sugar and water, may be too expensive for some consumers, and if they can get a healthful, palatable and nutritious substitute composed of apple pulp, glucose and timothy seed, why not so long as it is not sold to them as genuine strawberry jam. They should know what they are buying. If we were restricted absolutely to jam as the dictionary defines it, many a boy and girl would be deprived of one of the joys of youth.

DARK PLACES IN THE CODE.

The absence of clear and definite intention in section 520 of the Criminal Code is causing the wholesale grocers of Canada much expense and annoyance. They pointed this out to the Government months ago and asked, not that their association and its methods be declared legal, but that the act be made plain, that it be made to mean unequivocally what the Government thought in the public interest it should mean. They contended that everything the Grocers' Guild had done was morally and commercially above reproach. But what they asked the Government to do was to make the code plain and not a mere matter of opinion bandied between judges and lawyers. The grocers have no desire to be lawbreakers, but as the code stands now the best lawyers in the country cannot tell them whether they are or not.

Under the circumstances it seems strange that the Government having had ample notice should allow the session of Parliament to conclude without any steps being taken to remedy the situation. It is a question affecting every business interest of the country, the right to trade organization and agreement.

Now comes word that Sir Wilfrid Laurier has promised that the Government shall take the matter up at the first session of Parliament next year and that he expresses the view that those engaged in business should have an equal right of organization with labor men. This is satisfactory so far as it goes, but why should the intention of the law be left in obscurity for a year ?

NEW FACTOR IN FRENCH TRADE.

Another indicator pointing to Canada's increasing portion in the world of trade is the formation of a Canadian section in the British Chamber of Commerce of Paris, France. It should be also an influential agent in developing the present not inconsiderable commerce between France and Canada.

As yet Canada has the big buying end and small selling end of this business. In the year 1905 the Dominion bought from France goods to the value of $7,201,000 and sold to it $1,511,000 worth. The principal items in this bill of lading were, fish and produce of, mostly lobsters, $608,000; minerals and metals and manufactures of, $44,800; wood and manufactures of, $131,000; breadstuffs, $211,000. Canada sold that year $2,754,000 worth of canned lobsters and France took more than a fifth of the output, $589,000 worth. The only two better customers were Great Britain and the United States. Of the metal products, the largest item was agricultural implements, $360,000. The other important article under that heading was asbestos, $45,000. While exporting over $12,000,000 worth of butter, France bought from us last year, as a beginning, $14,000 worth; but of cheese not a pound.

The British Chamber of Commerce, Paris, has issued circulars calling attention to the Canadian section, setting forth the advantages of membership and inviting Canadian manufacturers to join.

"The committee appointed for this purpose," runs the letter of the president, "is composed of gentlemen well acquainted with Canadian requirements and will attend to all inquiries relating to Franco-Canadian business. We have reason to believe that there is a large field in France for Canadian produce and manufactures."

The Chamber was established in 1872 and the circular accompanying the president's letter says:

"It offers to its members the experience of thirty-four years of continental business, and has unique opportunities of affording information on channels of trade, of putting British houses in touch with likely agents, of indicating trade openings and markets, of explaining French methods of business (which, needless to say, differ in many ways from English) and of advising on such important subjects as the best means of advertising and otherwise bringing goods before the French purchaser. The Chamber also obtains for its members information on the commercial standing of French firms. Notice of proposed commercial legislation, customs regulations, inventions in France capable of interesting British manufacturers, and statistical and general information of all kinds are transmitted to members both directly and through the medium of the Chamber's monthly circulars and reports."

With the recent extension of the commercial treaty with France, the establishment of a direct line of steamers and the formation of a Canadian Chamber of Commerce in Paris, Canada's sales to France should materially increase. That there is ample room for development is shown by the imports into France of goods which Canada brings to the markets of the world, grain and grain products, $22,000,000; cheese, $6,600,000; machinery, $22,400,000; meat, $4,200,000.

CANADIAN PRODUCE IN ENGLAND.

A recent despatch from England comments on the utterances of an English paper, the Newcastle Daily Chronicle, which commends very highly Canadian butter and cheese. Canadian produce was brought to their notice particularly through the action of a Montreal exporter, who is advocating a more stringent inspection of butter and cheese manufacturing. Speaking editorially of Canadian goods, this paper says that they are possessed of a deservedly high reputation in the Old Country. It is very encouraging to those interested in the butter and cheese exporting trade locally to know that their efforts towards maintaining the high standard, for which Canadian goods have long been known, are publicly recognized in the Mother Country. The Newcastle Chronicle states further that if Canadian manufacturers show themselves willing to promote a system which will absolutely guarantee the purity of Canadian butter and cheese their reputation will soar even higher. This is a fact, and there is every reason why Canadian exporters should do all that is possible to ensure purity in the manufacturing of these articles. It is only possible to do this through the co-operation of farmer, factoryman and exporter.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Montreal, August 1, 1906.

Trade in grocery lines has been moving along very satisfactorily during the week. For the time of year business has been quite good, the size of orders received by jobbers being encouraging. The market this week does not present any new feature of interest. The various grocery lines have been moving along steadily at prices which are well maintained. In canned goods nothing new has developed. The trade is anxiously awaiting the new price lists, but they have not yet been forthcoming. Corn is becoming scarce. In some quarters there is talk of a short crop owing to the hot weather. Sugar is moving out steadily. It is thought in some sections that there will be an advance in prices shortly, but this is entirely problematical. Japan teas continue interesting. There is a report current that there will be no third crop teas, while, as is well known, second crop are very short. Molasses is unchanged since last week. The market is firm. Dried fruits are moving along about as usual at this time of year, while coffee and spices present no new features. Evaporated apples are almost an unknown quantity. Some holders of small lots are talking 16c. The report circulated recently to the effect that the bean crop had been more or less seriously damaged by insects has not been confirmed and dealers are not inclined to credit the story.

Collections have been very satisfactory during the past week, and jobbers feel that the fact of there being more money in circulation, as evidenced by the returns, will help business materially.

CANNED GOODS—Canners have not yet issued their price lists. It is said however, that the lists will be out in a week or ten days at most. Considerable activity prevails in canned goods. Many orders are being booked for different lines for future delivery at open prices. Spot salmon is in very good demand, while there is considerable inquiry for future. Tomatoes are unchanged since last report. Peas are moving out very well, as is corn also. It is stated by some that corn is rapidly becoming cleaned up. The present warm weather, according to those in a position to know, may have the effect of insuring a short crop this year. Canned fruits are in fair request.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 12½	2 10
2's, red, not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, black, not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, white, not pitted	1 92½	1 90
Currants—		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
Lawtonberries—		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
gal.		2 50
Pineapples—		
2's, sliced		2 25
2's " grated		2 35
3's " whole		2 50
Plums—		
2's, Damson, light syrup		1 00
2's " " heavy syrup		1 20
2½'s " " " "		1 57½
3's " " " "		1 85
Gals. " " standard		2 95
2's " Lombard, light syrup		1 05
2's " " heavy syrup		1 35
2½'s " " " "		1 62½
3's " " " "		1 90
Gals. " " standard		3 15
2's " Green Gage, light syrup		1 15
2's " " heavy syrup		1 47½
2½'s " " "		1 72½
3's " " "		2 00
Gals. " " standard		3 45
2's " Egg, heavy syrup		1 52½
2½'s " " "		1 80
3's " " "		2 10
Raspberries—		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 82½	$0 80
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins		0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.		1 00
Tomatoes—		
3-lb. tins, per doz.		1 20
Gallon tins, per doz		3 02½

FISH

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.		1 55
1-lb. " less than 5 cases, "		1 57½
1-lb. Flat, 5 cases and over, "		1 67½
1-lb. " less than 5 cases, "		1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "		1 00
½-lb. " less than 5 cases, "		1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "		0 95
½-lb. " less than 5 cases, "		0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.		1 20
Canadian kippered herring, 4 doz. ovals, per doz.		1 00
fresh herring in tomato sauce, 4 doz. ovals, per doz.		1 00
Canadian plain herring, per doz.		1 00
Scotch kippered herring, per doz.	1 35	1 40
herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Good business in sugar is reported on all sides. Orders received by jobbers are very satisfactory. Prices have been well maintained to date, but there is a possibility, though not a certainty, of an advance shortly. Existing conditions make this statement possible, but only time will tell whether or not the advance anticipated in some quarters will be realized.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 75
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 05
Bright coffee	4 00
" yellow	3 95
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls.	3 70
No. 1 " bags	3 65

TEA—The Japan market is strong at present. Buyers are coming forward now, apparently realizing that it will not profit them anything to hold off any longer buying second crop teas. The prices demanded have scared many up to the present. We have been informed by reliable parties that second crop Japans will be "enormoously" short, while there will be no third crop. Ceylon greens are inclined to be stiffer. Good prices are obtainable for good quality teas.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

SYRUPS AND MOLASSES—A firm feeling exists in the molasses market. Trade is not very large, orders being of no great size, but the trade, such as it is, is in a healthy condition.

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 02½
" ¼-bbls.		0 03
" 38½-lb. pails		1 30
" 25-lb. pails		0 90
Cases, 2-lb. tins, 2 doz. per case		1 90
" 5-lb. " 1 doz. "		2 35
" 10-lb. " ½ doz. "		2 25
" 20-lb. " ¼ doz. "		2 10

FOREIGN DRIED FRUITS — Fairly good business is passing in dried fruits. The market has not changed materially during the week. Valencia raisins are unchanged. Very good demand for seeded stock is reported. Currants are moving along about as usual. Nuts are still upward in tendency as regards prices. Brazils will, it is said, be very short this year, only half a crop being expected. Tarragona almonds are still advancing. Filberts are stiffer than they were last week. Almonds are also inclined to go higher.

Valencia Raisins—	
Fine off-stalk, per lb	0 05
Selected, per lb.	0 05½
Layers, "	0 05½

Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
" Excelsior Window Clusters,"	....	4 50
" " " ⅛s	....	1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown	....	....
Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05
Currants—		
Filiatras, uncleaned, barrels	....	0 05½
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned	....	0 06½
" " in 1-lb. cartons	....	0 07
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-1b. boxes	....	0 13
Four crown, fancy, 10-1b. boxes	....	0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	....	0 11
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

COFFEE—Nothing new has developed in the coffee situation since last report. Business continues about as large as usual at this time of year.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SPICES—Conditions in the spice market remain unchanged since last week. Reports received from primary markets are along the usual tenor of those recently received in Montreal.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES—Stocks are said to be cleaned up entirely. This has been said so many times within the past two or three months, however, that it is hard to say just how stocks stand. It is probable that supplies are well nigh exhausted. In some sections holders of small lots are talking 16c. and in some cases this figure has been obtained.

MAPLE PRODUCTS—No change is noticeable in the market this week. Business passing is not large.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 07	0 08

HONEY—Fairly good business is being done in honey for the time of year. Dealers are still asking 14½c. to 15c. for comb honey, which is arriving in fairly large quantities.

White clover comb honey	0 14½	0 15
White clover, extracted	....	0 08
Buckwheat	0 06	0 06½

BEANS—The story recently circulated to the effect that the bean crop had been more or less damaged by insects has not been confirmed, and it is now regarded as no more than a rumor. Numerous other rumors are afloat, as usual, but nothing definite can be stated as yet. In some quarters somewhat lower prices are looked for next season. There is no change in the conditions at present.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

RICE AND TAPIOCA—There is nothing new to report in the rice situation. Orders received are for immediate delivery. Tapioca is practically out of the market. A large Montreal jobber speaking of the situation said: "Fully nine-tenths of the wholesalers in Montreal are without any stock of tapioca. Orders for this article can not be booked. Plantation owners are not offering anything and in consequence the jobbing trade finds it impossible to obtain supplies. It is uncertain why the planters are holding back, but it is a fact nevertheless. Those jobbers holding any stock at all are asking in most cases 8c., although some sales have been made at 7½c." Under these circumstances the quotations, 7½c. to 8c., are purely nominal.

B rice, in 10 bag lots	....	3 15
B rice, less than 10 bags	....	3 25
C rice, in 10 bag lots	....	3 15
C rice, in less than 10 bag lots	....	3 25
Tapioca, medium pearl	0 07½	0 08

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 2, 1906.

BUTTER—Market firm. Demand steady. Fine Townships quoted 22 to 23c

CHEESE—Easier feeling in market. Demand light. Finest Ontario, 11½ to 11⅝c; Townships, 11⅝ to 11¾c.; Quebec's, 11½c.

EGGS—Market steady under fair demand. Selects, 20 to 21c; No. 1 candled, 17½ to 18c.

PROVISIONS—Market firm in tone. Live hogs continue firm. Dressed hogs also firm at $11 per 100 lbs.

ONTARIO MARKETS.

FLUCTUATIONS:—
GALLON APPLES—$3.
SUGAR—Very strong.
COFFEE—Going higher.

Toronto, Aug. 2, 1906.

The grocery trade this week has been very satisfactory. Sugar has occupied more than its average one-third of the business done and the feeling regarding it is that a rise is past due. The information has been received here that the rise would have taken place had it not been for Montreal importation of some European sugar, and the Canadian refiners did not want to give the interloper more room to move in. Otherwise the market has been very steady and very few changes or fluctuations are noticeable in the grocery list. Figs, like so many other dried fruits, are going to be rather higher this year. Tomatoes are interesting some jobbers, but the situation is practically unchanged. There will be enough of the old stock to go round till the new comes in, perhaps a little more. Castile soap has advanced ½c. a pound.

CANNED GOODS — Trade continues steady. Gallon apples have been advanced by some houses to $3, and the stocks are very limited. There is an ample supply of tomatoes. Some houses are selling at $1.15, but it is claimed they could get $1.25 just as easily. Prices on the new salmon pack are not yet out, and the trade is curious to know what they will be. The market locally is very firm and low grades as well as the choice brands are said to be getting scarce.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	....	3 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, black, pitted	2 12½	2 10
2's, " not pitted	1 67½	1 65
2's, white, pitted	2 32½	2 30
2's, " not pitted	1 92½	1 90
Gallons, standard, not pitted	7 12½	7 10
" " pitted	8 62½	8 60
Currants—		
2's, red, H.S	1 60	1 57½
2's, red, preserved	1 80	1 77½
Gals., red, standard	4 77½	4 75
" " solid pack	7 02½	7 00
2's, black, H.S	1 77½	1 75
2's, " preserved	2 07½	2 05
Gals., black, standard	5 02½	5 00
" " solid pack	8 02½	8 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S	1 90	1 87½
2's, preserved	2 12½	2 10
Gals., standard	6 02½	6 00
" solid pack	8 02½	8 00
Lawtonberries—		
2's, H.S	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	5 52½	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 42½	1 40
2's, H. S	1 67½	1 [illegible]
2's, preserved	1 87½	1 85
Gals., standard	5 27½	5 25
" solid pack	8 27½	8 25
Raspberries, Black—		
2's, black, H. S	1 62½	1 60
2's, preserved	1 77½	1 75
Gals., standard	5 02½	5 00
" solid pack	8 72½	8 25
Strawberries—		
2's, heavy syrup	....	2 25

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	3 00	....
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
2's, golden wax	0 82½	0 80
2's, refugee	0 85	1 00
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52½	4 50
1's, Baked, plain	0 40	...?
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 75
1-lb. Flat, "	...	1 85
½-lb. " "	....	1 10
Northern River Sockeyes	....	1 55
Cohoes, per doz	1 30	1 40
Humpbacks, "	0 25	1 00
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 05	1 15
Haddies, per case	4 00	4 50
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

TEA—The local market is practically featureless. A London mail advice of July 19 says: "The demand has been fairly active at the opening of the new crop and prices for teas of satisfactory character have, on the whole, been up to expectation, which augurs well for the better liquoring teas which we may expect in the near future both from Assam and Darjeeling. The most unsatisfactory feature of the market is that common teas have dropped slowly week by week until they have now reached a quotation almost without parallel since 14th February, 1901, when the duty was at the rate of 4d per lb."

COFFEE—Locally the market is firmer, and the hopes of those who bought for a rise many months ago seem about to be realized. At the end of last week Willet & Grey New York, said:

"There has been a fair improvement in all coffee markets, and while this may be attributed partly to developments in Brazil regarding Valorization, the underlying better tone comes from the strong position of the article itself and the fact that trade buying results from absolute necessity. All consuming markets have followed a waiting policy a long time past, and during this period allowed their supplies to run very low. The trade kept out of the market believing new supplies from a full crop could be bought at low prices. The same old experience follows, that which all have honed to attain seems impossible and general calculations to secure cheaper coffee are upset. The Brazilians are justified in raising their prices to the world when Government action to enhance values is within reach, involving also a new export tax. But allowing that this feature is not yet fully understood, that there is a difficulty to appreciate the probable effect of Valorization, and its opponents preach all kinds of impediments, the upward turn in the markets shows a better trade inquiry and points to a higher basis when buying becomes general. In this market there is still more disposition to buy the higher grades, the demand for these better qualities having reduced the spot stocks in New York nearly a million bags since the first of the year."

On Monday the New York coffee market rose 15 to 20 points because of cables from Brazil stating that the Senate had approved the valorization scheme and a substantial advance in Europe.

SUGAR—There has not been so strong a feeling in the market locally for some time as now. A rise is thought to be past due and, as explained above, the delay is attributed to importation from Europe. Consumption is now heavy and all wholesalers report heavy demand by the retail distributors.

The strong feeling here is simply following the course of the market abroad. In New York refined advanced 20 points during the week prior to July 26. Willett & Grey's Sugar Journal of that date says: "The notable features of the week are a general recovery of the strong tone and upward trend of the sugar markets of the world, both in raws and refined, the going of American refiners to Europe and Java for new supplies, and the extraordinarily large continued demand for consumption everywhere, especially in the United States." That journal looks for strong and upward trend in the market for both raws and refined during the remainder of the present sugar campaign. This week the European market continues upward. Between Friday and Tuesday the European market for beet advanced 1d. to a New York parity of 3.80c. duty paid for 96 test centrifugals. Statistics now show a visible world supply of only 612,374 tons in excess of a year ago.

Paris lumps, in 50-lb. boxes	....	4 93
" in 100-lb. "	....	4 83
St. Lawrence granulated, barrels	....	4 28
Redpath's granulated	....	4 28
Acadia granulated	....	4 23
Berlin granulated	....	4 18
Phoenix	....	4 28
Bright coffee	....	4 08
Bright yellow	....	4 13
No. 3 yellow	....	4 13
No. 2 "	....	3 98
No. 1 "	....	3 88

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS — The market is firm and prices are unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

DRIED FRUITS—The market remains practically bare. P. L. Mason & Co., importing brokers, Toronto, have been advised by their principals at Turgena that there is an enormous demand there for natural Turkish figs, and sales have been far in excess of last season. Prices are about 2s. per cwt. higher than they ruled during the season of 1905. The fig crop is reported considerably short of last year's, but a fair average. The crop last year was the greatest on record. It is thought the low prices of last year created a demand for the fruit which, with a smaller crop, has caused the hardening of prices.

Prunes, Santa Clara—

Per lb.		Per lb.	
90-100s, 50-lb boxes	0 06½	60-70s, 50-lb boxes	0 07½ 0 08
90-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09 0 09½
		30-40s "	0 10½ 0 10½

French prunes, 110-120's 0 04½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—

Lemon .... 0 11 0 11½ Citron 0 18 0 20
Orange 0 11½ 0 12½

Figs—

Elemes, per lb 0 10 0 14
Tapnets, " 0 04½

Peaches—

Californian evaporated, " " 0 14 0 17

Pears—

Californian evaporated, per lb 0 13

Currants—

Fine Filiatras .... 0 06½ up Vostizzas 0 07½ 0 08½
Patras 0 06½ 0 06½
Cleaned ½c. more.

Raisins—

Sultana 0 05½ 0 09
" Fancy 0 10 0 14
" Extra fancy 0 15 0 16
Valencias, selected 0 06 0 06½
Seeded, 1 lb packets 0 09 0 10½
California, loose muscatels—
3-crown 0 07½
4-crown 0 09
Dates—
Hallowees .... 0 05 Fards new choicest 0 09 0 10½
Saire .... 0 04 " new choice 0 09½
Domestic evaporated apples 0 13

NUTS—Trade in nuts, except peanuts, is naturally quiet. Prices are unchanged.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 28	0 30
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
		0 10
Filberts, per lb		0 17
Pecans, per lb	0 14	0 15
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—Prices continue unchanged:

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole		0 30
Cream of tartar	0 22	0 28
Allspice		0 16
Mace		0 85

RICE AND TAPIOCA—The market is steady at unchanged prices.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl		0 07
" double goat		0 07½

DRIED FISH—

Boneless fish, per lb		0 05
Cod fish, 1-lb. bricks		0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs		6 50

WOOL AND HIDES—Wool is being offered very freely by various holders throughout the country in quantities varying from 5,000 to 30,000 pounds, but there are very few sales, as the market is easier owing to the recent decline at London sales, and dealers anticipate a further decline in wool similar to Canadian. Hides are coming in freely and the supply is said to be in excess of the demand.

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11½
Country hides, flat, per lb., cured		0 11½
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Sheep skins	1 65	1 85
Pelts		0 55
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 17	0 18
" washed fleece	0 26	0 27

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 2, 1906.)

Business continues very active with few changes of importance in jobbing prices. Tapioca is quoted this week at another advance of ¼c. per lb. and it is firmly held at the new price.

CANNED GOODS—Cohoe salmon is unobtainable and there is very little sockeye or humpback salmon being offered. Until the new pack is on the market there will be a scarcity of all brands of salmon. It will probably be October 1 before the new pack is available in Winnipeg.

FRUITS.

	Group No. 1.	Groups No 2 & 3
Apples—		
gallons, per doz	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries "	4 28	4 23
gallon, per doz		6 80

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
All groups, per case		3 00

FISH.

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, "	4 10
" cohoes, "	4 85
" Clover Leaf, 1 to 4 cases	6 75
" " " 5 to 9 cases	6 65
" " " 10 to 25	6 55
Lobsters (new), ½-lb. flats, per case	16 00
" " " per doz	2 15
" " ¾-lb. flats, per case	10 50
" " " " per doz	2 70
" " 1-lb. talls, per case	14 75
" " " " per doz	3 90

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " " 2's, "	1 90
" " " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " "	1 85
" 3 " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " "	1 85
" 3 " "	2 40
" 1 " Chili "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

SUGAR—Prices are firm. We quote:

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES—Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS — New apricots will be on the market in a few days. We quote:

Sultana raisins, bulk, per lb	0 6¾
" cleaned, "	0 08
" 1 lb pkgs "	0 09½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09¾
Prunes 100-120 per lb	0 06¾
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
" 40-50 "	0 10
" choice silver, per lb	0 11
" silver, per lb	0 08½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—Prices are steady since the decline noted in last issue. We quote:

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10

Peanuts		0 10½
Jumbos		0 12½
Walnuts, new, Grenobles, per lb		0 15½
" " Marbots "		0 13½
" " shelled, "		0 32
Pecans, per lb	0 15	0 16
Brazils, per lb		0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayennepepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	5 11½	0 15
Ginger, in 10-lb. boxes, per lb		0 13
Mixed spice, in 5-lb. boxes, per lb		0 20
Mace, in 5-lb. boxes, per lb		0 70

WHOLE SPICES.

Black pepper, per lb		0 13
White pepper, per lb		0 25
Cinnamon (ordinary), per lb		0 18
Cinnamon (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves according to quality	0 14½	0 25
Ginger, por lb		0 10
Allspice, per lb	0 08½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" " 4-oz. packets, per doz.		0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60 lb. tins, per lb	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca has been again advanced ¼c. per lb. and is now selling at 7¾c. per lb. in small quantities and 7½c. in large orders. We quote:

Japan rice, per lb., cwt. lots		0 05¾
" " 50-lb. lots		0 05¼
Rangoon rice, per lb	0 04	0 04½
Patna " "		0 04¾
Tapioca, per cwt	7 50	7 75
Sago, per lb.		0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

B. C. MARKETS.

Vancouver, B.C., July 30, 1906.

While northern shipments to the Yukon have not been quite up to anticipations so far, local trade is excellent, so the wholesale trade reports. Retail merchants are also very well satisfied with the volume of business. Up-country trade, in so far as the Kootenays are concerned, is not very brisk, but that is partly owing to the fact that there is a scarcity of labor. Trade with Alberta and the other provinces is very satisfactory and increases every month.

* * *

Extreme warm weather has caused very big trade in fruits, and the grocers say that scarcity and high prices of lemons have caused big sales of lime-juice. In staple goods there has been little or no change. Flour is steady and prices unchanged. Sugar has not changed for some time. In cured meats prices have advanced considerably, owing to short stock and large consumption at this season.

* * *

Circulars are coming forward re eastern canned goods, new season's pack, but the jobbers have not yet bought. One independent eastern packer has been in the market interviewing the trade.

New pack canned salmon is quoted higher, to arrive, than old pack, which is quoted now at $5.75 per case, for old No. 1 sockeye. The price for new pack is $6.

* * *

California dried fruits are not yet quoted for new stocks, but the old pack is held high and nearly cleaned up.

Smoked meats have never been quoted higher. Hams are sold at 18c. and 19c., while breakfast bacon is quoted 19c. to 23c. Dry salt is 14c. and 15c.

* * *

In dairy produce, local fresh creamery still sells at 25c. to the trade, though the supply has not continued to increase. Local dairy is 19c. to 22c. Eastern and Northwest creamery is quoted 22½c. to 23½c. Eastern dairy, 17c. to 20c.

Local fresh eggs are very scarce. They quote at 30c. to 32c., but very few get into wholesale hands. The retail trade is absorbing them direct. Choice selected eastern eggs are 24c. A car arrived last evening and other stock is on the way. The market is well supplied.

* * *

In fruit the market is very active, and large quantities of choice stock are being handled. The general prices are high and of local crop the offerings are yet small.

Watermelons and early Crawford peaches came into the market this week. The watermelons are California goods, and are in fine shape. The local price is $4.50 per dozen, averaging 18 lbs. The reports are that the crop of melons is going to be very large this year. Locally, the stock has been taken up very readily by the trade.

The early Crawford peaches sold at $1.50 to the trade, at which price yellow St. Johns are also selling. Hale's Early bring $1.15.

Preserving peaches are not yet in. Another ten days will bring them forward in large supply. The Okanagan peaches, which all go to the Northwest, will not be moving very rapidly till the second week in August.

Four cars of Washington apricots came into the market this week, and that will cover the season, as no more are expected. They were very good stock, and because of the total eclipse of the California crop were taken up greedily. They sold to the trade at $1.10 and to the consumer at $1.25 per crate.

A few local new apples, mainly yellow transparent, were in the market this week at $1.25 per box. Local plums, yellow peach variety, were also in and brought 50c. to 75c. per crate.

California peach plums and similar varieties brought $1.50 per crate of 25 lbs. Burbanks, Kelseys and Wicksons were $2 per crate. There were three cars of Pioneer brand fruit, packed at Newcastle, Cal., received by the Oscar Brown Co. this week.

Bartlett pears of choice quality have arrived. The first quotation was $3.50 per case, but they have dropped to $3. Valencia oranges of fine quality are in stock, a car having been received last evening. They sell at $6. Lemons are now $8.50 regularly, and in small supply. The price in California has advanced another dollar per case. Bananas have come forward at the rate of three cars per week. They are selling well at 5½c. per lb. Muskmelons are $4.50 per crate.

Potatoes are down to $15 per ton and plenty offering. Of course no Ashcrofts are forward to this market yet. The local stock of dry onions is due to be marketed next week. Meantime Washington stock is selling at $2.50 per hundred, the local likely being 25c. per hundred less when received. Lettuce is $1.25 per crate. Tomatoes are in big demand, and supplied fairly well from local sources, Mount Pleasant, Burnaby and Victoria being the chief. The price is $2.50 and $3 per crate of 20 lbs. Okanagan tomatoes are going forward in limited quantities to Alberta, beginning this week.

Cucumbers are 75c. to $1 per dozen. Cauliflower, local, $1.50 per dozen. Cabbage, local, 2½c. per lb. Green corn is due next week and will sell at 75c. to 90c. per dozen.

* * *

The prospects of an electric railway line in the Fraser Valley on the south side of the river are very bright, Mr. J. Buntzen, managing director of the British Columbia Electric Railway, having announced to a joint meeting of reeves of the municipalities in the district that he would report favorably on the matter to his company. There is a large population in the district, but not a tenth of the land is under cultivation yet, and with the growth of agricultural interests, more especially in fruit and dairying, the advantages resulting from operating such a line would be enormous. The road would run from New Westminster to Chilliwack, and would be nearly 75 miles in length. It would cost over a million dollars to construct.

* * *

The satisfactory results from small fruit-growing in the Kootenays are exemplified by the experience of one man in the Nelson district, who from 3 1-5 acres of strawberries sold over $3,500 worth of fruit. The demand for all the fruit produced in the interior is so great in Southern Alberta that it is far in excess of the supply. While prices are as a consequence high, the market will never be over-supplied, as the area possible to be brought into bearing is limited. This year frost affected the strawberry crop to some extent in the Nelson district.

NOVA SCOTIA MARKETS

Halifax, N.S., July 31, 1906.

There was an unexpected slump in the price of strawberries this week. At the close of last week the price rose to 12 cents per box, as it was thought that the season was about over, but this week several hundred more crates arrived, and as the demand was about over the price dropped to 8 cents for Nova Scotia berries. A large lot of Prince Edward Island berries also arrived, and these helped to further stagnate the market.

* * *

Trade is very good considering that this is usually the dull season of the year. Prices are steady and unchanged in the local market. The recent advance of ten cents in the New York sugar market has not been felt here as yet, though a corresponding advance is looked for locally.

VEGETABLES—The market is well supplied with local grown vegetables, such as carrots, beets, turnips, and potatoes. A strange fact about the market at present is that old potatoes are fetching a higher price than the new crop. The latter are selling at $1 per bushel, while New Brunswick (old) are quoted at $1.25.

FRUIT—There is an abundance of fruit on the market. The steamer Boston, from Jamaica, landed 1,000 tons of cargo, which included sugar, cocoanuts, oranges, and 4,000 bunches of bananas. The latter sold from 60c. to $1.75 per bunch. American apples, Pippins and Williams, are quoted at $6, and Sweet Boughs at $5.50 per barrel. California late Valencia oranges are now quoted at $6 here.

N. B. MARKETS

St. John, N.B., July 30, 1906.

This is usually the quiet season; there is, however, generally a fair business reported. Dealers are disappointed that there is no advance in sugar. In flour the market continues weak. The Maritime Board of Trade will meet shortly in Amherst, N.S. This is one of the fully alive small cities of the Maritime Provinces. More than usual interest has been taken in our Provincial Exhibition, which opens the first of September. The space is now about all taken. The amusement features, which are now so large a part of an exhibition, will be far beyond anything previously attempted here.

* * *

In rice a firmer market is reported. Cream of tartar is slightly higher. Tapioca, which has ruled at extreme price, is hardly as firm. Package hops, in which there was quite a break in prices, are again tending higher.

OIL.—In burning oil the market is very firm. Dealers for some time have been actively engaged booking orders for Fall. In paint oil prices are held at Fall figures. Business is rather quiet. Lubricating oils just a fair sale. In cod oil supplies are coming in rather more freely.

SALT.—This is the active season in Liverpool coarse. Receipts this season have been quite heavy; further cargoes are due. Prices are well maintained. In fine just fair steady business.

CANNED GOODS.—Prices are generally firmer. In vegetables this is particularly true of peas, which last season ruled so very low. There is a fair stock of corn. Salmon are firmly held at the advance. This means high prices. Springs are chiefly sold. In fruits, gallon apples about out of the market. Strawberries firmly held. This is rather a small market for fruits. Oysters high and scarce. Domestic fish unchanged. Pack in general will be small.

GREEN FRUIT.—There is a large business. Bananas continue to be the chief line. Oranges and lemons are high. A fair grade of apples now being received. In berries season is getting late. Strawberries about done. There is still a fair demand for rhubarb. Apricots are not seen and peaches are high. Pears in fair receipt. Melons do not sell largely here.

DRIED FRUIT.—The spot market in seeded raisins is higher; choice are hard to get. For Fall prices are unchanged. Prunes are very scarce here. For Fall prices are rather easier. In Valencia raisins new will cost higher than last season and crop is reported short. Currants are firm; these will also cost, for new goods, higher than last year. This is true of dates, figs and peels. In onions market is getting quite bare. Valencias shortly expected. There are no crab apples.

SUGAR.—Dealers continue to carry full stocks, looking for higher figures. The advance is slow coming. Market seems very firm.

MOLASSES.—The features of the season is the small quantity of Porto Rico which has been imported; the quantity into Halifax is also very small, and the large quantity of fancy Barbadoes or syrup. This last is still somewhat of an experiment.

FISH.—In dry cod prices are rather lower, being nearer a fair value. Some pollock are also being received. There is improved demand for boneless fish, even from the best trade, particularly pure cod. In pickled herring prices are still high, though new fish are more freely received. Smoked are dull. There are still fresh salmon.

FLOUR, FEED AND MEAL. — In flour market is weak and lower prices expected. Oats and oatmeal still high. Cornmeal unchanged. Beans are quiet. Market rather firmer, particularly for yelloweyes. Barley and peas are very dull.

BUSINESS NOTES.

J. A. Rochon, grocer, Hull, Quebec, has assigned.

W. J. Elliott, grocer, Coldwater, Ont., has been burnt out.

U. D. McCallum, general merchant, Saltoun, Sask., has sold out.

Margt. Breen, grocer, London, Ont., has succeeded William Thompson.

Wm. Wood, general merchant, Molesworth, Ont., has sold out his business.

Dolphis Corbell & Co., grocers, Montreal, Que., have dissolved partnership.

Theodore Lacouline, grocer, Chateau Richer, Que., has offered to compromise.

Thos. McCormick, grocer, Arnprior, Ont., has been succeeded by M. A. Lumsden.

J. Down, general merchant, Holmfield, Man., has been succeeded by R. S. Malone.

Peter Fontana, confectioner, Virden, Man., has been succeeded by N. F. Ugland.

Narcisse Boucher, general merchant, Guigues, Que., has assigned to H. Lamarre.

Moffat Bros., general merchants, Edmans, Man., have been succeeded by W. J. Moffat.

S. H. Jones, general merchant, Kenton, Man., has sold out to Miller & Howard.

Angus Mundy, grocer and butcher, Hamilton, Ont., has sold out to John Clendening.

Abramovitch & Sons, general merchants, Winnipeg Man. have assigned to C. H. Newton.

Alex. McLaren, grocer, Pembroke, Ont. has sustained loss by fire, covered by insurance.

The general store of T. Marion & Co., Rapides Des Joachims, Que., has been destroyed by fire.

The assets of Geo. Turcot, general merchant, Laurierville, Que., are to be sold on the 7th prox.

P. W. Dueck, general merchant, Aberdeen, Sask., has been succeeded by the Aberdeen Trading Co.

Manitoba, Saskatchewan and Alberta will appoint a joint commission to consider the beef cattle question.

The assets of Anthime Lemieue, general merchant, L'Islet, Que., were to have been sold on the 31st ult.

The cheese and butter factory belonging to A. R. Tetrault, Nutt's Corners, Que., has been destroyed by fire.

A meeting of the creditors of Z. Raiville, grocer, Casselman, Ont., was to have taken place on the 27th ult.

Thomson & Hodgson, general merchants, Caron, Sask., have dissolved partnership, D. E. Hodgson continues.

Pierre L'Heureux and Philippe Massicotte have registered under the style of L'Heureux & Massicotte, grocers, Grand Mere, Que.

A. Alexander Hopkins and David Brown Hopkins have registered under the style of Hopkins Bros., millers, Coaticook, Que.

The cheese factory belonging to Vanluven Bros., general merchants and cheese manufacturers, Moscow, Ont., has been burnt; loss partly covered by insurance.

T. A. Shamess has withdrawn from the firm of A. Shamess & Co., general merchants, Blind River, Ontario, and the business is continued under the style of A. Shamess & Son.

AN ENTHUSIASTIC AGENT.

W. H. Millman, of W. H. Millman & Son, Toronto, has just returned from Picton, the home of the Old Homestead Canning Co., for which W. H. Millman & Son are the western selling agents. He had been making himself personally acquainted with the recent improvements and additions to the plant. To a representative of The Canadian Grocer he said they were just about completing a huge stone and steel storage warehouse 200 feet by 65 feet and three storeys high. It is absolutely fireproof, not a particle of wood being used in its construction, and is also frost-proof and will enable the Homestead Co. to carry their own insurance.

Mr. Millman is more enthusiastic than ever about the company's plant and the product they are turning out. Another improvement is a great new cooling trough with automatic elevators and carriers. Mr. Millman declares it is the finest plant of its kind in the world. Replying to a question as to the outlook, he said the company was already sold as far as they dare until crops develop further. Mr. Millman says they had not a complaint from a single customer last year and everyone had given a bigger order this season.

EVOLUTION IN GROCERY EQUIPMENT.

Commenting upon recent improvement in grocery store equipment, the Tea and Coffee Trade Journal says:

The introduction of modern fixtures has developed what might almost be termed a craze for displaying goods, and the modern grocers are now vying with one another along this line. The fixtures, therefore, that are popular are those that combine, with convenience and economy in space, attractive display features. The day of the ostentatious fixtures is over, say the dealers in fixtures, and the business of the designers who strive to devise elaborate plans, involving much money and providing few, if any, of the practical requirements of the grocery business, is practically killed. It is not an elaborate show of wood carving, but an attractive showing of goods the modern grocer must have to make business. Elaborate decorations often injure trade more than they benefit it, say the up-to-date fixtures sellers.

Most marked among the improvements in fixtures are those shown by the evolution of the "bins," in which staple commodities are stored. A few years ago the bin was an unsightly thing with a square base and a lid that lifted like the cover of an old-fashioned well. Later some one improved matters a little by inventing the roll-top bin. But it still was unornamental and obtrusive. It was not until the "tilting" bin came that the possible attractiveness of these receptacles was understood.

Improvement has followed improvement in the tilting bin until to-day it combines beauty and convenience and affords the grocer excellent chance for display of goods. This bin works on a pivot and may be easily adjusted to any angle, thus enabling the grocer to reach its contents readily. It can be removed at will and therefore can always be kept clean. A patented false front affords splendid means of displaying the bin's contents. These displays, grocers assert, make many sales for them. The attractiveness of the goods, as seen through the glass front, tempts customers to buy. With the old-style bin there was nothing but a printed sign to tell what the receptacle concealed, and few people believe enough in signs to buy because of them.

According to the present plan of arranging a grocery store, the bins are topped by tea bins, with mirror or display fronts. Above the tea bins the shelves may be extended to the ceiling, if necessary, for the new rolling step ladders, heretofore used only by dry goods houses, are found in every modern grocery.

Even the centre columns, which support the girders in many stores, and which are usually considered unsightly, may now be made pleasing features of the place. These are usually cased in paneled oak or used for display of bottled and canned goods and cereals. The goods are usually built about the columns pyramid style.

Where counters are still used, the space beneath them is now used for barrels of goods. The barrels are hung from swings which allow them to be hung forward without effort, giving ready access to their contents. The utilizing of this space for barrels also prevents the back of the counter from becoming a receptacle for the refuse of the store.

It is now the correct thing to group spices into what is termed a spice nest. This makes them easy to handle and keeps their odors from reaching other goods.

Fixture dealers say that the demand for "full view" show cases—with both ends, top and front made of glass—has grown rapidly in the past few months. These are used for display of cigars, confectionery, etc., and add to the appearance of a store very materially.

The new computing scales are another of the improvements that have added to the comfort of the grocer. These enable him to know almost at a glance the cost of a quantity of goods and this without having to resort to pencil and paper. The new scales are fitted with agate bearings, instead of steel, making them more sensitive and durable.

The roll-top refrigerators continue to grow in popularity. Hundreds of them are now in use. They are attractively built, permit of a display of butter, cheese and other dairy products and require much less ice than the old-fashioned sort.

Invention has done away with the old method of cutting cheese. The computing cheese cutter makes it possible to cut off the exact amount required, thus preventing loss as well as unsightliness.

And a grocer does not need to carry the aroma of coal oil about with him any longer. The new self-measuring oil tanks enable him by the raising of a lever to draw from the tank the quantity desired. The improved measuring faucet will draw a gallon of molasses, in the coldest weather in one minute. It is absolutely accurate and prevents loss from dripping. The electric coffee mill that will granulate and pulverize in rapid fashion is another of the recent additions to the grocer's equipment.

B. C. CANNED FISH CLEAN.

The British Columbia salmon canneries are clean and their methods are clean. That in a sentence is the report sent by the chairman of the Fisheries Commission now busy on the coast in response to the following request from Hon. Mr. Brodeur, Minister of Marine and Fisheries at Ottawa:

"I am informed that the Chicago meat canning revelations have had a disastrous effect on the consumption of British Columbia salmon in Great Britain. Canners and English agents consider the situation serious. As the chairman of the British Columbia Fisheries Commission cannot be reached by wire I desire the sub-division of the committee now on the spot to thoroughly investigate and inspect the canning operations and canneries from a hygienic and sanitary standpoint and make me a comprehensive interim report to form a basis, if satisfactory, to cable to England to remove this apprehension."

The commissioners went thoroughly about their inspection and their report is a cause for satisfaction.

AMEND CODE NEXT YEAR.

Premier has Written so—Business Same Rights as Labor.

Sir Wilfrid Laurier has written to the secretary of the Dominion Wholesale Grocers' Guild stating that the amending of section 520 of the Criminal Code to make the meaning of it absolutely plain would be taken up at the first session of Parliament next year. This is what the guild through a deputation to Ottawa some months ago asked to be done at the last session.

Sir Wilfrid, it is stated, has also expressed the view that the same right of organization should be extended to labor and business interests. At present labor unions are specifically exempted from the operation of the code.

AN ANALYSIS OF MEATS.

Chief Analyst Thos. McFarlane, of the Inland Revenue Department, collected throughout Canada for examination and analysis 322 samples of canned meats, Canadian and American, in about equal numbers. Only four showed signs of decomposition. Boracic acid was the only preservative of which traces were found and in no case exceeded the quantity fixed by the English Parliamentary Committee, 0.5 per cent. There were 51 such samples, 15.8 per cent. No distinction was made between Canadian and American goods.

The Department of Agriculture is making an inspection of the sanitary conditions, but the report is not ready.

A NEW INDUSTRY.

The Montreal city food inspector received a peculiar request recently Some person, a foreigner, evidently, by his accent, telephoned asking whether or not there was any city by-law to prevent one packing horseflesh for exportation to European markets. The food inspector advised the inquirer to call in person when the matter would be discussed. In European countries, some of them, there is at present quite a market for horseflesh for human consumption, and it is thought the person making inquiries has his eye on the future. Should permission to carry on the business of packing and exporting horseflesh be granted it would mean considerable work for civic officials. A whole system of inspection would have to be established and special slaughter houses erected, besides numerous other matters which would require attention.

The "Yacht Club" sardines may be had from H. P. Eckardt & Co.

Buyers of dates should communicate with H. P. Eckardt & Co.

EFFECTIVE ADVERTISING

Publicity for Specialties—Ten Advertising Do's and Dont's—A Grocer Tells How Advertising Helped Him—Some Things to Avoid.

SPECIALTY ADVERTISING.

Give more publicity to specialties. What is to hinder you from running a small ad on, say, coffee essences, condensed milk, lime juice, table jellies, etc.

There is a continuous call for such goods, but some people are apt to forget that their regular grocer has a stock. An ad in the local newspaper once in a while, or a circular sent out periodically, should make it clear to your customers that you can supply such lines as those mentioned above.

TEN AD-WRITING COMMANDMENTS.

No. 1.

Stop!—before you would write. Think! Then when you appreciate thoroughly what you would write—Go ahead!

No. 2.

Don't write all display, or very much display. "All display: no display." The more display is used the less becomes its emphasis, and "emphasis" is its only excuse for existing.

No. 3.

Remember you are not writing to please yourself, nor to meet the approval of the critics. You are after results and "results" is your goal.

No. 4.

Remember that what not to do is always as important as what to do. Sometimes more so.

No. 5.

Don't denounce your competitor. Make sure the goods you advertise are as meritorious as any on the market. Then there'll be no need or, even, desire for denunciation. Poor business is usually traceable to an inferior product which the public condemns as soon as it discovers its shortcomings. Be honest and honorable.

No. 6.

Don't try to produce wonderful ads with an empty head. As a well-fed, well-developed body gives the best physical work, so a well-developed brain produces the best mental work. There is no excuse for poor ads outside of brainlessness.

No. 7.

Be original. The world is just crying for originality, novelty. The successful man will be found to have been original.

No. 8.

Don't waste time. Wasted youth means brainless young manhood. Brainless young manhood means poor earning power, and poor earning power means penniless old age.

No. 9.

Don't quarrel. If you do, a quarrelsome, insidious spirit will creep into your ads—and you will be wondering why your efforts don't bring results like your competitor whose hand is always held out in friendship and good will.

No. 10.

Don't know it all. No one ever did, could or will, and even though you did, it would ruffle the equanimity of the next fellow to have you let him know of it. If the more you know the less you think you know you're safe. The man you despise can give you good ideas. Don't hesitate to take them.—Selected.

A GROCER'S EXPERIENCE.

"My fish department had never done much, and I had never made much of an effort to push it, but when my friend, Billie, the drummer, told me of the clearance sale to be instituted in New York by one of the largest wholesale concerns, obliged to go to the wall because of the extravagant living of the members of the firm, none of whom seemed to have had a definite idea of what their business was doing, I decided to take the trip down there.

"It seems that they had an enormous stock of sardines—the —— brand, which was listed pretty nearly everywhere wholesale at 26 cents. On these I offered a bid of 15 cents—the stock was being sold by auction—and constantly increased my bid a trifle as the price slowly went upward.

"Finally the thing settled down to two of us, the other being a large fish dealer from my own town. I knew him, but he did not know me, it seems. Fortunately for me, too, I had posted myself thoroughly on the market, before starting, so felt confident of my position.

"When he became aware that the bidding had dwindled down to the two of us, I found him looking me over. Evidently he must have come to the conclusion that 'I could not be much,' a small buyer, so he stopped bidding, his intention, presumably, being to purchase what was left at the low price of 21 cents—after I had bought a small lot. This would have been a clever move on his part—if he had sized me up right; but right there is where he made his mistake.

"I quietly told the auctioneer that I would take the entire lot. You should have seen my fellow townsman's face. He was staggered. But it did not take him long to wake up.

How much will you take for the lot?' he said.

"'Twenty-six,' said I.

"'I will give you 23,' said he.

"This I declined emphatically.

"And in the end he bought the lot for 25 cents.

"Now why do you suppose he did this? Simply because I was such an aggressive advertiser. He knew that I would do things when the goods arrived, and wisely decided to save me the trouble.

"It was the biggest day's pay by far I ever earned—and I made it only because of my advertising. Does advertising pay? Well, I guess."

Here we have a man who makes a grand day's pay on the strength of advertising he has done. Because he is known to be a hustler for business he is enabled to make a large profit on a deal without even touching the goods.

Now, is it not possible that you lose a great many good trades because you do not hustle, because you do not advertise sufficiently well?

Remember, the traveling salesmen are a wideawake lot. They know what is and what is not. Rather than tell you of a good thing they would rather tell it to another—if he is a better or more extensive advertiser than you.

He will do this because he knows well you will accuse him of overstocking you, in case the goods do not move well—if you are a poor advertiser, and rather than have you find yourself with such he will say nothing, preferring to let well enough alone.

The consequence is that you lose many desirable bargains. And there is no getting away from the fact that the man who buys cheapest is the man who can afford to sell cheapest; that he is the man who can play up bargains to the best advantage.

Suppose you show the drummer what you can do.

You can do it—and do it well—so just try.

To-morrow was yesterday—the day before that.

Play strong—now.—Brains.

WHAT TO AVOID IN AD. TALKS.

Bad admissions.
Past history.
Irrelevant statements.
Slang.
Cheap comparisons.
Broken sentences.
Time worn expressions.
Trade cant.
Big words.
Incomplete reasoning.
Superlatives.
Repetition.
Complex arrangement.
Poor copy.

A.A.B.

TAKING A HALF-HOLIDAY.

Brampton, Ont., stores are closing Wednesday afternoons during July and August.

TRADE NOTES OF INTEREST

Warp and Woof of a Week's History in Grocery and Allied Business—Movements of Grocers, Happenings Grave and Gay.

A. Sache, grocer, Hamilton, Ont., is dead.

A. Elliott's grocery, Coldwater, Ont., was destroyed by fire last week.

C. Wedin, of Wedin Bros., general merchants, Midale, Sask., is dead.

Joseph Lamothe, grocer, Three Rivers, Que., is offering his business for sale.

Thos. Edwards, merchant, London, Ont., has assigned to C. B. Armstrong.

J. W. Moore, baker and confectioner, Sintaluta, Sask., has sustained loss by fire.

J. J. Burton has opened a grocery store at 570-572 Yonge street, Toronto, Ont.

A. W. Wylie & Co., general merchants, Theodore, Sask., have dissolved partnership.

Peter Anderson, general merchant, Cylross, Man., has assigned to C. H. Newton.

C. S. Barker, general merchant, Whitewood, Sask., has assigned to G. B. Murphy.

A little of anything good always creates a desire for more. That's what a sample does.

E. W. Lowe, representing F. J. Castle, Limited, Ottawa, was in Montreal during the week.

E. E. McMichael, wholesale grocer, St. John, N.B., called a meeting of creditors for the 25th inst.

Anthime Lemieux, general merchant, L'Islet, Que., has assigned, V. E. Paradis provisional guardian.

Mr. Walker, of Hill & Co., Orangeville, Ont., is now the owner of a handsome driving turnout.

Felix Leeberman and Davis Klebanoff have registered under the style of the Standard Cigarette & Tobacco Co.

As usual this season White & Co. are "in it" on California fruit, handling several cars per week at auction.

Although there is a shortage of strawberries, L. Chaput, Fils & Cie. have a full supply of the best western brands.

A project is said to be on foot in Montreal to raise apples, of yearly varieties, near the city on a large scale.

White & Co. are putting out a lot of California late Valencia oranges these days. Their Hollywreath brand is very fine.

W. J. Huff, general merchant, Farran's Point, Ont., has advertised his stock to be sold by auction on the 1st prox.

A new vinegar factory has been opened in Ottawa. The output is now 75 to 100 gallons a day and it will be doubled shortly.

L. Wallace, of Wallace Bros., Woodbridge, is getting things in shape preparatory to indulging in a few holidays. He has gained considerably in health since his accident.

Messrs. Laporte, Martin & Cie., Limited, have secured the agency in Montreal for Carton's H. P. sauce, and report good sales.

The catch of eastern salmon this season is the largest on record. Fishermen attribute it to the work of the Government hatcheries.

An English syndicate is seeking to purchase the oyster beds of the British Columbia Native Oyster Co. at Bluenden Harbor, B.C.

B. Robertson, of Geo. Robertson & Son, was a visitor to Montreal the beginning of the week. He spent considerable time with the trade.

J. W. Windsor, Montreal, is offering the first Canadian sardines in a key-opening can. This is something the trade has been wanting a long time.

Every employe is an advertisement of one sort or another. If he cannot be a good advertisement he has no right to be a bad one.—Music Trade Review.

Fire, caused by the explosion of a coal oil stove, destroyed the large butter and cheese manufacturing plant of Mr. Treault, Nutt's Corners, Que., last week.

The Canadian Canners, Limited, have issued a neat and nicely printed price list for their jams, jellies, orange marmalade, baked beans, catsups, meats, relishes, etc.

U. S. Consul E. H. Plumacher, has informed the Department of Commerce and Labor, Washington, of an alleged method of extracting alcohol from the bulb of the coffee bean.

The E. D. Marceau Co., Limited, Montreal, are offering some splendid values in teas this week. Some special shipments have just been received, while other lots are on the way.

Wm. Galbraith & Son, Montreal, are offering special value in choice Barbadoes molasses this week, ex wharf to save storage. They guarantee the quality or will furnish samples.

John M. Kirk, of the Robt. Greig Co., Toronto, dropped in on The Grocer's Montreal office last week. Mr. Kirk was on his return from a very successful trip in the Eastern Townships.

Jobbers and wholesalers would do well to communicate with L. Chaput, Fils & Cie. for prices on spot tomatoes. The new crop will not be too large owing to the largely increased demand.

Laporte, Martin & Cie., Limited, have just completed arrangements with the Societe Nouvelle de Roquefort, France, for direct shipment of fresh Roquefort cheese, ship September and October.

George M. Fielders, of Sunlight Soap, was a caller at the Montreal office of The Grocer on his way home from a trip to Chicoutimi and the Lake St. John district. Mr. Fielder reports good business.

Peas and mushrooms are very high in France owing to dry weather. The crop is reported to be short about fifty per cent. Messrs. L. Chaput, Fils & Cie. were fortunate in securing a large quantity from L. A. Price, one of the largest shippers of vegetables in France.

Russia has imposed retaliatory duties on tea from India and Ceylon as a result of the prohibition of Russian sugar by Great Britain under the agreement reached by European nations at the Brussels Sugar Convention.

Frank Kelusky, brother of John Kelusky, general merchant, Bancroft, Ont., was married last week to Miss Haase, daughter of Mrs. Bertha Haase, also a general merchant in Bancroft. The wedding was largely attended.

British India's total trade for the year 1905-6 ending March 31, was $1,041,431,000. The imports of merchandise totalled $363,525,000 and the exports $513,902,000. Imports increased 31 per cent. and exports 25 per cent.

Robert Greig, of the Robert Greig Co., Toronto, called at the Winnipeg office of The Canadian Grocer on Friday morning of last week. Mr. Greig left for the west on Saturday night, it being his intention to go through to the coast.

S. M. Warriner, general merchant, Stouffville, took his bowling team to Jackson's Point, Friday, and won out against the locals. They've beaten everything they've tackled thus far and are looking for larger fields to conquer.

Widnes, in Lancashire, Eng., has a municipal gas plant and sells gas at 30 cents per 1,000 cubic feet to small consumers and 22 cents to 26 cents to large. It is a town of 30,000 and the profit on the gas works last year was $22,887.

The boiler in Farmers' Pride cheese factory, Summerstown Station, Ont., blew up and wrecked the whole building last week. Stewart Casselman, of Morrisburg, aged 18, a helper in the cheese factory, was severely scalded about the face.

H. E. Boulle, the greatest olive oil shipper of Marseilles, has agreed to be represented in Canada by Laporte, Martin & Cie., Limited, Montreal. Already a large consignment, certified as to purity by the French Government, is on the way.

Grocers should drop a line to Laporte, Martin & Cie., Limited, for quotations on French macaroni, vermicelli alphabets 1 lb. and loose, of the celebrated Marge & Fils brand. The Canadian agents are under contract for a large quantity. Prices are very reasonable.

J. J. Bridgetts, of the Hills Brothers Company, New York, was in Montreal on a friendly visit the latter part of last week and the early part of this. He called upon the trade in a friendly way in company with Mr. Thos. Montgomery, of Thos. Montgomery & Son.

The sea-borne merchandise exported and imported, of the port of Hamburg, during 1905 amounted in all to 17,374,218 tons, with a value of $1,268,161,000. As compared with the preceding year, this shows an increase of 1,500,000 tons in volume and of $123,900,000 in value.

Hunt Bros., millers, grain dealers and coal merchants, London, Ont., have been incorporated under Dominion charter. The share capital of the company is $140,000.

Messrs. L. Chaput, Fils & Cie., of Montreal, have made heavy purchases of Japan teas, new crop, at very low prices, and they are in a position to meet all requirements of customers at attractive figures. A large Chinese lantern is being given away with every five half-chest order.

On demand of Messrs. Laporte, Martin & Co., Louis Aunais, grocer, Montreal, has been caused to assign. Their claim against him is $693, and they allege that he has left the province. L. A. Delorme, member of the firm, has been appointed provisional guardian pending a meeting of the creditors.

T. H. Ellis, of T. H. Ellis & Co., grocers, etc., Mount Forest, Ont., is contemplating a holiday. "He'll take a long trip if the walking's not crowded," said a crockery traveler to The Grocer the other day. "T. H. is one of those fortunate people who can adapt themselves comfortably to all sorts of circumstances."

Mount Forest, Ont., old boys, come back for the annual romp and frolick between August 1 and 6 this year. J. S. Ireland, grocer, is taking an active part in the preparations now going on. His store turnout in a new dress will be a feature in the procession on the opening day. Mr. Ireland says business has been good with him all season.

C. A. Phair, general merchant, Lillooet, B.C., has issued a picture post card. The picture is entitled "Big Game Shooting" and shows a pile of heads and horns in front of the Phair store with this explanation: "Spoils of a three months' trip: 6 Rocky Mountain rams, 10 Rocky Mountain goats, 2 caribou, 1 grizzly bear, 1 black bear, 1 stag.

Peter Small, division court bailiff, Toronto, and formerly a locally renowned Liberal politician, is dead. For 10 years after coming to Toronto and until his appointment as bailiff, he was in the grocery business. Before coming to Toronto he was a hotel keeper and general merchant in Adjala, Simcoe County, Ont., where he was born.

Geo. H. Bradwell, Quebec representative of Sutcliffe & Bingham, Limited, Manchester, was married at Christ Church Cathedral, Montreal, this week, to Miss Elizabeth Shaw, of Manchester, England. After the wedding Mr. and Mrs. Bradwell left for a trip up the Saguenay, after which they will go as far west as Niagara Falls.

J. H. Christie, for three years manager of the grocery department of the E. J. Coles Co., Woodstock, Ont., has purchased a grocery, china and crockery business in Wingham. Mr. Christie and his family have made many friends in Woodstock and in business circles Mr. Christie is recognized as a man of marked ability, sure to make a success of the new venture.

"There is a demand, now being supplied by the United States, for about 10 carloads per annum of clothes pegs, and it is suggested that Canadian firms might profitably compete for this trade," Canadian Commercial Agent W. A. McKinnon at Bristol, Eng., writes: "The pegs now come packed five gross in a box, and the price would approximate 1s. 9d per box c.i.f., Bristol."

E. W. Gillett Co., Limited, Toronto, have opened an office in Montreal. Mr. A. A. Carrick is manager of the new branch, the office being room 508, Coristine building. The opening of this branch in Montreal will enable the company to carry on its Montreal and Quebec business with much greater facility. The company already possess warehouse accommodation so that now they are quite ready to meet the wants of the trade.

F. F. Adams, of Adams & Rogers, grocers, Cardinal, Ont., was a visitor at the Montreal office of The Canadian Grocer last week. Mr. Adams is one of the most progressive grocers in Cardinal and his firm is known as a most reliable and up-to-date one in that part of the country. He reports trade in grocery lines very active. Mr. Adams has long been a subscriber to The Grocer and says that he finds in it much information that is very useful to him in business.

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, is again back at his desk after a serious attack of appendicitis, which kept him confined to his house over three months. While not yet in complete health, Mr. Montgomery is able to get down to business every day for a while. He has been receiving the congratulations of his many friends in the trade on his recovery. Mr. Montgomery leaves to-day on a short trip to the seaside for the benefit of his health.

F. Houlihan, of Houlihan & May, retail grocers, Sherbrooke, Que., was a caller at the Montreal office of The Canadian Grocer last week. He is one of the brightest grocers in the Eastern Townships, and as senior partner of the firm, has done a great deal towards placing it in the enviable position it now holds. Succeeding T. W. Fuller & Son, this firm has not only held the old trade, but built up a very considerable new patronage of the best class. While in the city Mr. Houlihan spent considerable time calling upon the trade.

NOT GETTING OUT OF ALBERTA.

James Turner & Co. are advised that a report has been circulated in Alberta that they are withdrawing from that province. This report, the firm assert, is without any foundation, as such a move was never contemplated, in fact, they are taking steps to increase their traveling staff, which they have quadrupled inside of the last four years. With the trade they have enjoyed in the west, which they followed up, even in advance of the railways, having commenced doing business in Winnipeg via St. Paul and Red River cart to Winnipeg in 1869, and extended their business with the construction of the C.P.R. through to the coast, it is hardly likely that they will ever consider in any way withdrawing from the territory.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

854. Cheese, etc.—A Manchester provision firm desire to correspond with Canadian shippers of cheese, butter and eggs.

864. Apples.—A Manchester firm of fruit dealers wish to correspond with Canadian shippers of apples.

867. Eggs, etc.—A Belfast provision broker is open to represent Canadian shippers of eggs, cheese, bacon, oatmeal, linseed cakes and feeding stuffs.

868. Apples.—A Lancashire firm of fruit merchants and commission agents is desirous of corresponding with Canadian exporters of apples.

870. Ginger ale, etc.—A Scotch firm manufacturing ginger ale and aerated waters desires to get into communication with Canadian importers.

883. Eggs—A South African produce agent wishes to import about 600 dozen of fresh eggs per week, and asks for quotations f.o.b., nearest port.

884. Apples—A South African produce agent wishes to import first-class eating apples. Quotations to be f.o.b., nearest port.

897. Butter—A large South African firm of cold storage merchants desire quotations from Canadian shippers of high grade butter.

899. Evaporated apples—A Dutch firm is anxious to correspond with Canadian exporters of evaporated apples.

OPENED OFFICES IN TORONTO.

The Peterboro Cereal Co., of Peterboro, Ont., have opened an office at 71 Jarvis street, Toronto, which will be the headquarters of their sales department. Mr. H. B. Collier will be in charge and will direct the company's corps of travelers from this office. The new packages, Household at 25 cents, and English at 10 cents, will be pushed vigorously. In connection with their cereal interests the company will direct the sale of Kkovah jellies, manufactured by Suttcliffe & Bingham, Manchester, England, who have the sales agency for Canada Flakes in Great Britain.

BLOTTER FOR GROCERS.

W. H. Gillard & Co., Hamilton, have issued to the trade a unique and artistic blotter reminding their customers that the firm's mail order department will look after their interests during the travelers' holidays. The back of the blotter carries a pleasing lake view, with fishing and bathing details and a big boat landing at the Hamilton wharf. It's a good ad for Hamilton as well as the firm.

PREFERRED CREDITOR DEFINED.

Willie—Pa, what is a "preferred creditor?"

Pa—A preferred creditor, my son, is one who doesn't care whether you pay him back or not.—Philadelphia Ledger.

FREIGHTS AND CHARTERS

Continued Activity in Grain Shipments at Montreal—American Trade in Meats Going by the Canadian Port—Larger Shipments of Butter —Changes in Rates.

Shipping has been rather active during the past week. Conditions have been better than it was thought in some cases they would. The volume of the trade passing has not materially increased but shipping companies report very bright prospects for trade two or three weeks hence.

Canadian meats are rather slow. Trade with the other side is light in this line as it has been for some time past. There is considerable export trade in American meats through the port of Montreal.

Hay shipments have also been light. This fact is not surprising considering the state of the markets in the U. K. The present state of the market there precludes any better business.

Flour business has been very good in some quarters, while again reports are made to the effect that it is on the way to being quiet. On the whole, however, export shipments have been good.

Perhaps in grain, more than anything else, there has been a continued activity. Each day large quantities are going forward. One day last week something like seventy-seven thousand bushels of grain were transferred from the harbor elevators to the Montfort, which sailed July 28 for Bristol. This was a record days' transfer.

Manitoba oats are coming forward for shipment in very heavy lots.

Cheese exports have been heavy. The markets have been in such condition as to permit better business than formerly.

Up to last Saturday good business has been transacted in butter. Shipments might have been larger, but were very good considering what they were a few weeks ago.

The Jacona, R. Reford & Co. agents, sailed for Leith with cattle and a general cargo, cleared July 27. The Manchester Trader for Manchester with a general cargo, cleared the same day.

This week four changes will be noticed in the rates. Flour to London, Antwerp, Bristol and Glasgow has been advanced.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	10/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs	7/6	*10c.	*11c.	11/3	*9c.	8/9	10/6	11/6	10/	12/6	.....	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/9	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Evaporated, in barrels or boxes, "	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
" Prunes and other dried fruit in boxes, 2,240 lbs	15/	20/	20/	20/	21/	15/	.....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern	1/3	1/6	2/	2/	1/6	1/6	.....	.....	.....	.....	.....	2/3
Smalls, of less than ¼ ton weight or measurement.	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

JAPAN'S PROGRESS.

U. S. Consul-General Henry B. Hiller reports from Yokohama marked development in Japanese industrial undertakings. He mentions especially the canned meat and canned fish industries, cotton yarn business, electric railways and the petroleum industry. The Hoden Petroleum Co. paid 30 per cent. dividend, distributed $12,500 in bonuses, added $15,000 to the reserve and carried forward the balance of $334,900, their net profits.

GETTING A BIGGER FACTORY.

The F. F. Dalley Co. for the American Business in Buffalo.

Frank Menzie, sales superintendent for the F. F. Dalley Co., Hamilton, was a caller at the Toronto office of The Canadian Grocer this week, chuck full and bubbling over as usual with general good humor and enthusiasm about the way 2 in 1 shoe polish is going.

The company's American factory at Jersey City for the manufacture only of 2 in 1 is not big enough and premises have been secured in Buffalo. They are now being remodelled and the company expect ultimately to do all their United States manufacturing there. The manufacture of shoe finders' supplies also will be undertaken at the Buffalo factory.

On August 11 the Dalley Co's traveling staff of 18 or 20 mighty bright chaps will take a day off, and chaperoned by Mr. Menzie will spend the day on the Niagara & Buffalo Electric Railway System, from Queenston to the Falls, down the other side to Lewiston and back to Buffalo. The private car Oronto has been secured and it is fitted with ice boxes and other adjuncts to a complete larder.

The company recently secured the services of Mr. Williams, a consulting chemist of great ability, formerly with Winer & Co., and he is fitting up a fine laboratory at the Hamilton Works.

As a line on how 2 in 1 is moving Mr. Menzie stated he had taken an order from a New York firm for 261 gross, one gross for each of their 261 stores. W. H. Thompson and F. D. Menzie, of the traveling staff are now in Omaha and are meeting with fine success.

NO SULPHITES HERE.

The medical officer of the Borough of Bethnal Green, London, Eng., analyzed six samples of American canned meat goods, one of French, and six of colonial and English. Four of the American he found free of living organisms. One contained a quantity of sulphites. One, an old can of ham, contained living organisms. The French sample contained a quantity of sulphites. Four of the English and colonial samples were free from any improper matter, one contained numerous micro-organisms, the result of improper sealing, and in one, 7.8 grains of boracic acid to the pound was found. The analyst reports that the finding of sulphites in the samples leads to the inference that the meat, before being canned, was partly decomposed, and was dipped into sulphurous acid or sulphite to prevent the smell being noticed.

S. B. Campbell, brother of Jas. B. Campbell, has taken a position on the staff of th Acme Can Works, Montreal. Mr. Campbell has for the last sixteen years been interested in British Columbia mining and real estate and still retains a large interest in the west.

Gold Standard
Gold Standard
STRAWBERRY
JELLY
POWDER
JELLY POWDER
THE TEN MINUTE DESSERT
The daintiest, best flavored and most easily prepared of summer desserts.
Put up in twelve delightful fruit flavors. We recommend Raspberry, Strawberry and Pineapple flavors as being particularly delicious.
Jellies made from Gold Standard Jelly Powder are so pure, healthful and easily digested, that they are constantly recommended by physicians for the sick-room.
Try Them Next Time.
All Grocers Sell Them.
THREE PACKAGES FOR TWENTY-FIVE CENTS.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

SITUATION VACANT.

A YOUNG man with three years experience in a general store would like to have position of salesman in country store in British Columbia. Address Box 109, CANADIAN GROCER, 511 Union Bank Building, Winnipeg. (29)

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

TRAVELLER—Headquarters, Vancouver, wants good grocery line on commission. Box 121, THE CANADIAN GROCER, Toronto. (33)

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

FOR SALE—A first-class general store business in country town; doing an annual business of $22 000; good reason for selling. Apply A. M. Smith & Co., London, Ont. (32)

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

WANTED.

FRUIT—Wanted, by producer, direct dealing with retail firms. Select plums, peaches, apples. Box 8, Winona. (31)

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

POTTED TONGUE

Put up in tins of 10 lbs. each, ready for use or for slicing on the counter. In the present high market this is a very enticing line at our price. Order a sample in your next express shipment

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

CORONA PURE LARD

IN 1 LB. BLOCKS
50 lbs. to Box

QUALITY GUARANTEED

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A CLEAN PACKAGE

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The Montreal Packing Co.,
MONTREAL, P.Q. Limited

IT'S SETTLED

that the "go-ahead" grocer looks to us for his supply of

Breakfast Bacon, Hams, Butter, Lard, Eggs, Cheese, Sausage, Etc.

He knows his orders are in sure hands and that he will always be where custom is "hot."

Try the "go-ahead" style.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The situation on cheese remains practically unchanged. Prices during last week became firmer and showed a general advance of about 1-4c per pound, but this was mainly due to the previous decline in prices, which brought out new orders. At the present time of writing, the market may be called steady to firm from the seller's standpoint, who paid the advance at late country markets, but cable orders are scarce and bidding prices of British importers are careful and below our current market quotations.

However, it is our duty to state facts as far as known, regardless of any interests for either higher or lower prices as far as the near future is concerned. The facts are that there seems to remain a good consumptive demand in Great Britain, that we have no accumulation of stocks on this side of the Atlantic, and that the make of cheese is shrinking. These are all arguments against a decline in prices. Against this we have to acknowledge that present ruling prices are so high that it is hard to make anybody in the trade sufficiently "bullish" to buy more than pressing demands, and hold for an advance, in other words, there is a general lack of confidence that prices are safe for storing purposes.

The storing of cheese costs money; cold storage, insurance, interests on money and shrinkage in weight are very important items, and, to meet these expenses, the market needs to advance materially before a profit could be realized. Yet, last year's prices, at this date, were almost up to our present basis, and, as they paid holders in the end, and as we have considerably less stocks in Canada and a presumably larger consumption of cheese in the U. K., it may turn out all right after all to keep a few cheese for the demand later on.

According to the Montreal Board of Trade figures, our receipts last week were 121,816 boxes of cheese and 34,875 packages of butter against 111,418 boxes of cheese and 42,254 packages of butter for the same week of last year, or a total since May 1 of 993,256 boxes of cheese and 305,909 packages of butter, as compared with 954,481 boxes of cheese and 362,246 packages of butter for the corresponding period of last year.

The exports from Montreal last week were 106,671 boxes of cheese and 20,751 packages of butter against 112,756 boxes of cheese and 39,705 packages of butter for the same week last year, or a total since May 1 of 966,221 boxes of cheese and 157,794 packages of butter, as compared with 865,631 boxes of cheese and 232,583 packages of butter for the corresponding period of last year.

According to these figures we received since May 1 38,775 boxes of cheese more and 56,337 packages of butter less than last year, while our shipments show an increase of 100,590 boxes of cheese and a decrease of 74,789 packages of butter as compared with the same period of last year, in other words, our stocks of cheese in Montreal, if the receipts were correct, would be to-day 61,815 boxes less than a year ago and our stocks of butter would be 18,452 packages more than last year.

At any rate, these figures show a small increase in the make of cheese, a large decrease in the make of butter, a large decrease in the stocks of cheese in Montreal and a substantial increase in the stocks of butter.

This leaves us in a most peculiar position and demonstrates clearly the fact that cheese is a necessary article of food in the U. K., while butter is a luxury, especially when we consider the relative prices of both these products of milk. Cheese is dearer than butter, yet the latter shows an accumulation while the former shows a decrease in stocks on this side of the Atlantic. It might be said that Canadians rule the British markets on cheese and at the same time they have very little influence on the state of the butter market.

OUR LONDON LETTER.

By Our Own Correspondent.

There has been very little change in the position of the London provision markets. The firm attitude of cheese sellers has been encouraged by the fact that supplies from Canada have not been so large this week, whereas the consumption appears to continue unabated. And this in spite of the fact that the holiday season is here, and folks are leaving the metropolis in thousands.

The supplies of Canadian butter in this district continue to be very small, although slightly larger quantities are finding their way to the northern distributing centres. Quite recently there has appeared in a publication interested in Canadian trade, a paragraph to the effect that some importers around Leeds prefer to handle Canadian cheese in 60-lb. and 80-lb. weights. While it may be possible that a few men prefer to handle such sizes, the rule should be for Canadians to ship a 56-lb. cheese unless asked otherwise. There should be a recognized standard in this respect. It must be borne in mind that the smaller shop-keepers, who form so large a portion of the retail sellers of cheese, are often unable to stock more than one or two cheese, and a large one is apt to be inconvenient, both from a point of economy and clumsiness. Even the largest houses generally find the 56-lb. cheese the easiest to handle. As for quality, it would be well if Canadian makers could turn out an article with less solidity about it. That is to say, a cheese that would more easily fall apart under the knife—something with greater curdiness. Of course, the color of a cheese is always an important factor in its sale, and the whiter and fresher it looks the better. Sometimes it happens that Canadian cheeses have too deep a color, which, upon the cheese being cut up, becomes yet darker. This is not desirable.

With the prosperous times Canadian farmers are now experiencing, and the bright outlook for all branches of the Canadian dairy industries, it may well be expected that next season will see greater supplies of butter and cheese sent to this market than ever before. This is as it should be. There is room for it all. Now that the Canadian butter season is so near, it becomes increasingly evident how keen importers in Britain are to cultivate the acquaintance of Canadian shippers. Week after week the Canadian commercial agents are forwarding the names of interested men to their headquarters.

What is being done to help on this interest in the Old Country? It is all very well to say that Dominion shippers know where to put every ounce of butter and cheese they have on hand, but such confidence, in the face of keen competition, can not be wise policy. The produce trade is always of a very uncertain nature on account of varying productions and fluctuating prices. It is eminently desirable that the British public should be educated up to the point of asking for Canadian butter. Why? Simply because competitors have adopted such methods. Sweden and Denmark are extensively using the street hoardings in order to tell Englishmen that their butter is alright. They are creating a larger demand for their products, and they are seeing to it that their products do not prove disappointing. This is the kind of energy that makes trade. Of course there are men, even in the provision trade, who, ignorant of the efficacy of publicity, declare that it is impossible thus to make a demand, but facts are against them. A very great deal, however, rests with the shopkeeper, for with him rests the decision whether the public is to have what it asks for, or not.

There are obstacles, but obstacles were not made to be shied at. There was a time when the United States held such a hold on the British produce trade that Canada's chances of supremacy looked pretty small. Now that is all reversed. Moreover, with magnificent dock accommodation in London, and the co-operation of progressive and quite modernized steamship lines, everything is in favor of more perfect trade with the Old Country.

PROVISION SITUATION.

With the pork packers operating about half time and rumors of some suspending operations for a time completely, the statement that from 2-3 to 4-5 of the present output is going into domestic consumption seems plausible. The demand, especially from the Northwest, is very heavy. Prices for the raw and finished product continue to rise, while in the Old Country they fell away 3s. per cwt. Said a prominent packer yesterday, "We are now about 4s. to 5s. 6d per cwt. higher in cost than the present selling price in the Old Country." He thought 40 per cent. a very large estimate of the proportion of total output going into domestic trade.

The scarcity of hogs has now been felt 15 months and for eight or ten weeks, what the packers call the "very extreme" price has been ruling. At any rate it is the highest to extend over any lengthy period, that packers of 15 years experience can remember. The price this week is $7.65 to $7.75 f.o.b. country points. At the Toronto cattle market, fed and watered, it is $7.90 to $7.95, and off cars at the factory $8.15. Receipts at Toronto this week have been a shade heavier. October, it is expected, will see a considerable increase in the number of hogs marketed.

NEW CANNING FACTORY.

Work has been started on a new $150,000 meat canning factory in Montreal for Wm. Clark. The building will be constructed of pressed brick, cement and steel. The interior walls are to be of enamelled brick and the floors of the operating rooms of cement. It is to have 175 feet frontage on Amherst street and 130 on Wolfe street. There are to be four storeys in the front and three in the rear, and the building is to be ready for occupation this Fall.

COW TESTING.

How One Man Wastes Energy—1,000 lbs. of Milk Per Cow.

The Ingersoll, Ont., Cow Testing Association has the distinction of being the first this year to touch the 1,000 lb. mark as an average milk yield of all the cows. The report just to hand is for the 30 days ending June 21: Number of herds, 18; cows, 288; average yield of milk per cow, 1,004 lbs.; average test, 3.2 per cent.; average yield of fat, 32.9 lbs.

Two members of the association own cows giving over 1,600 lbs. of milk each. In strong contrast is a cow that yielded only 400 lbs. of milk during the 30 days. It was one of a herd of 13 cows whose average yield of butter fat was 24.3 lbs., the lowest in the association. One herd of 20 cows yielded an average of butter fat of 40.7 lbs.

The report of the Mansonville, Que., Association shows only one cow giving over 1,000 lbs. of milk in the 30 days ending June 27. One herd of 15 cows yields an average per cow of 852 lbs. of milk and two other herds not half that, 419 lbs. and 407 lbs. respectively. There were 16 herds with 262 cows and yielded as follows: Milk, average 589 lbs.; fat, average 22.6 lbs.

St. Camille, Que., association has reported 23 herds including 182 cows. One herd falls as low as 17.3 lbs. of butter fat per cow for the 30 days ending July 2. It comprised 10 cows. Another containing five cows has an average butter fat yield of 34.4 lbs. Its owner has just as good a cash income from his 5 cows as the owner of the other who milks and feeds 10 cows. "This," says the report, "looks like energy going to waste." The average yield of milk per cow for the association is 688 lbs., and of butter fat 26.2 lbs.

St. Felicieu, Que., association test for 30 days ending July 2 is reported as follows: Herds, 9; cows, 70; average yield of milk per cow, 614 lbs.; average butter fat, 23.4. This is the first report from the Lake St. John district where seven associations are now organized. The report says: "The records of this comparatively new and rapidly developing section will be followed with much interest. These figures show less variation in the yield than in any other association so far, the records being on the whole very uniform. The average herd test runs fairly high, sustaining the present reputation of the Lake St. John dairy cows; but for this time of year too many cows are yielding less than 500 lbs. of milk per month.

NOTES.

The value of canned meats exported from the United States in June, 1906, was $461,100, against $797,127 in June, 1905.

Litigation involving the assets of the Packenham Pork Packing Co., Stouffville, which went into liquidation some time ago, has resulted in favor of the liquidator, Osler Wade, and the creditors will now be paid in full.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Since last report there has been practically no change in the market. Compound lard is in very good demand, there being in some quarters much more inquiry for it than for the pure article. Hams and bacon are in good demand on all sides. Present rather high prices, while having the effect of making buyers cautious, have not been the means of keeping down the trade to any great extent. Prices are steadily maintained.

Lard, pure tierces	0 12½
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb.	0 09½
" " ½-bbl., per lb.	0 09½
" " tubs	0 09½
Cases, 20 3-lb. tins, per lb.	0 10½
" 12 5-lb. tins "	0 10
" 6 10-lb. tins "	0 09½
20-lb. wood pails, each	1 88
20-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 16½
Hams	0 14½ 0 16
Extra plate beef, per bbl.	12 50 13 00

BUTTER—The market is steady to firm, a fair demand having been experienced for the best butters. Shipments have been fairly large, although receipts are much less than a year ago, on account of the milk being made into cheese in preference, owing to the high prices obtainable for the latter article. In consequence holders are very firm in their views and will not sell under market quotations.

Choicest creamery, saltless	0 22 0 22½
Choicest creamery, salt	0 22½ 0 22½
Medium creamery	0 21½ 0 22
Western dairy	0 18 0 18½

CHEESE—Prices have again advanced but the demand so far has not been encouraging at the high figures asked. Shipments last week were over 100,000 boxes, so that the goods are going forward almost as quickly as they come in. The market is quiet and nearly at top notch as to prices, so that many in the trade anticipate a small decline, although no radical reduction in values is expected.

Ontarios	0 11½ 0 11½
Quebecs	0 11½ 0 11½

EGGS—Strictly fresh gathered eggs bring good prices in the market at present, but very few lots are coming forward. Farmers are too busy with their hay to make any trips to the city unless absolutely necessary. Partly in consequence of this, eggs arriving are not of as good quality as they might otherwise be, being held too long before being delivered. Selects are quoted at 20c., although in more than one case 21c. has been obtained. No. 1 are selling at 17c.

IN NEW BRUNSWICK.

PROVISIONS—In pork and beef, barrels, there is little change. Business is very quiet. Pure lard after being a little easier, has been again advanced. Prices continue high. Smoked meats are high. Refined compound unchanged; a good steady sale. In fresh meats, particularly beef, business is not active. Mutton has a light sale. Lamb is lower, but cheap lamb not expected. Veal and pork are scarce.

Mess pork, per bbl	$21 00 $23 00
Clear pork, "	20 00 23 00
Plate beef, "	13 50 15 00
Domestic beef, per lb	0 06 0 08
Western beef, "	0 07 0 09
Mutton, "	0 06 0 08
Veal, "	0 07 0 08
Lamb, "	0 10 0 11
Pork, "	0 08 0 10
Hams, "	0 13 0 14
Rolls, "	0 10 0 13
Lard, pure, tubs, "	0 12½ 0 13
" " pails, "	0 12½ 0 13½
Refined lard, tubs	0 09½ 0 09½
" " pails	0 09½ 0 10

BUTTER—Butter prices are slightly firmer, owing to the hot weather receipts not as large.

Creamery butter	0 22 0 25
Best dairy butter	0 18 0 20
Good dairy tubs	0 16 0 18
Fair "	0 14 0 16

EGGS—Prices are slightly higher; a fair inquiry.

Eggs, strictly fresh	0 20 0 25
" fresh	0 18 0 20
" case stock	0 16 0 17

CHEESE—Cheese are still high and market firm. Local output not large.

Cheese per lb	0 14½ 0 15

TORONTO MARKETS.

The market continues to advance and the feeling is very firm. The upward tendency is felt specially in long clear, roll bacon, hams, backs and lard in pails. The demand, however, continues very heavy. The northwest is taking phenomenal quantities. Street hogs are higher.

Long clear bacon, per lb		0 12½
Smoked breakfast bacon, per lb		0 16
Roll bacon, per lb	0 12½	0 13
Small hams, per lb	0 15½	0 16
Medium hams, per lb	0 15	0 15½
Large hams per lb	0 14½	0 15
Shoulder hams, per lb		0 12
Backs, plain, per lb	0 17	0 18½
" pea, med	0 18	0 19
Heavy mess pork, per bbl		22 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb		0 11½
" tubs "		0 11¾
" pails "	0 12	0 12½
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	12 00	12 50
Beef, hind quarters	8 00	9 50
" front quarters	4 50	5 25
" choice carcases	6 50	7 50
" common	5 50	6 00
Mutton	0 08	0 10
Yearling lamb	0 09	0 11
Hogs, street lots	10 65	10 85
Spring lamb	0 13	0 15

BUTTER—The situation remains practically unchanged. Prices have remained steady for three weeks.

	Per lb.	
Creamery prints	0 21	0 22
" solids fresh	0 20	0 20½
Dairy prints, choice	0 18	0 19
" tubs choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—There is a firmer tone in response to the movement in the country, but prices here vary considerably.

	Per lb.	
New cheese, large	0 12	0 12½
" " twins	0 12¼	0 12¾

EGGS—The supply has slightly increased this last week, but shrinkage continues heavy and selling prices here are unchanged. Selected eggs are a couple of cents dearer and don't pay at that on account of the number that revert to "bakers."

Eggs (new laid)	0 18	0 19
" bakers'		0 16

POULTRY—Ducks are now beginning to come on the market freely. They are selling at 10c. live weight, and 2c. more dressed. Chickens are selling at 15c. to 16c. live weight for young ones and 9c. to 10c. for old birds. Dressed, they come a cent higher.

WINNIPEG MARKETS.

BUTTER—Creamery butter is in better supply and the market is easier. We quote:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " (western)	0 21

Local produce houses are paying 13c. to 14c. per lb. for dairy butter delivered in Winnipeg.

CHEESE—

Finest Ontario, large	0 12½
" Manitoba, large	0 12
" " twins	0 12
" " small	0 12

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 16
Bacon, " " "	0 19
Backs, " " "	0 16
Hams, light, 10 to 12 average	0 15
" medium, 14 to 16 average	0 14½
" heavy, 20 to 30, for slicing	0 14½
" heavy skinned, 20 to 30 for slicing	0 14½
Picnic hams, light, choice, 6 to 8	0 11½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 15½
" " clear bellies 12 to 14	0 15
Clear backs, b bacon light	6 14½
" b bacon 12 to 14	0 14½
Spiced rolls, long if in stock	0 15
" short	0 13
Dried beef ham, sets	0 11½

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 12½
" " " smoked	0 13½
" " " boneless backs	0 12½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	22 00
" " " per ½ bbl	11 50
Standard mess pork, per bbl	22 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	4 00	2 10	1 60	1 10
Pig's tongues	14 50	7 50	4 00	3 00
Boneless bocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb				0 03½
" hocks, " "				0 04

EGGS — Produce houses are paying 17½c. per dozen for fresh eggs delivered in Winnipeg.

GONE INTO LIQUIDATION.

D. Fafard & Co., produce merchants, Montreal, have gone into liquidation, with liabilities amounting to $700. Twenty-six tons of hay constitute the assets.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing, can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

SEARCHLIGHTS OF COMMERCE

Commercial Travelers of To-day and of the Days That Were—A Comparison of Methods and Habits— Keen Business All the Time.

The modern commercial traveler—the diplomatic, unobtrusive, gentlemanly, keen, present day "knight of the road"—is, of his kind, a remarkably interesting example of "the survival of the fittest," for truly the great army of business getters now is peculiarly adapted to the requirements of twentieth century people and methods.

Had Mark Twain served time as a "drummer" he could easily write an equally interesting and intensely exciting and amusing companion book to "Old Times on the Mississippi," under the title of "Old Times on the Road." A book, and a goodly sized one, would undoubtedly be required to convey to the uninitiated any intelligent idea of the old-time traveler's personality and achievements. Ability to successfully absorb unlimited liquid refreshment, smoke continuous strings of brightly banded cigars, loudly retail "the latest" stories, play unlimited poker and clothe his anatomy in raiment likening unto Solomon in all his glory, very often constituted a prominent portion of his most essential qualifications. In his expense account items for "entertaining" and "sundries" predominated, and as long as he "got business" the amount of such expenditure was rarely questioned. His customers, established and prospective, were wined and dined, smoked with and entertained in royal style. He was a "hail fellow, well met," everywhere; patronizing or obsequious as occasion seemed fit, sent forth to conquer large orders from the established—and flirt with the unacquired—country trade, mostly by the method in vogue of prodigal spending and showing the aforesaid "trade" a few pointers in the art of high life.

With the growth of the business world and consequent competition, however, new ideas crept in and have to a great extent supplanted the old plans of campaign. Modern-headed men decided that good goods could be sold on their merits—that liquor, cigars and the like were unnecessary and foreign to the issue, with the result that a new brand of commercial travelers handle the cream of the trade, to the mutual satisfaction of both sellers and buyers. And the change has been helped along not a little by an awakening on the part of the buyers to a grim realization of the fact that it was really their own money they were being feted with, and that just as sure as fate it came out of their own pockets, one way or another, in the long run.

The traveler of to-day is the searchlight of the ship of commerce, lighting up with far-reaching rays the channels of safe and easy business navigation, or quickly bringing to observation any dangerous or obstructive element. He is, or should be, the long distance eyes and ears of headquarters, and in this age of the measurement of brains against brains he must surely have a clear head and be extremely "smooth" to constitute a success. He must be strictly business from start to finish for the retail merchant has wearied of the rehashed story and blarney talks and much more appreciates valuable news and business pointers from a man he can thoroughly respect. His reports are regular and comprehensive and there is no reckless extravagance in his expense accounts. His real worth is measured largely by his sobriety—a point, by the way, that is considered first and foremost by the wisest heads of the best business concerns on this continent. And right here let us divert for a moment from the traveler specially to say that if any brainy, clever man, in any position, has cause to wonder why some fellow employe — possibly one who is comparatively slow and non-progressive —gradually but surely is promoted up the ladder of success, higher than himself, let such a man take an inventory of his habits and see if they are such as to warrant the perfect confidence of his employer. Let no man allow his sensible nature to be deluded by any foolish "yellow streak" that may be in him, into believing that the use of saloon side doors or breath perfume conceals the fact that he is more or less saturated with liquor, because it is always apparent to the person not so addicted, and to their abhorrence of a depraved habit is added disgust at puny efforts for concealment. If it is not a manly and approved of thing to drink intoxicating liquors and prostitute the brains publicly, sneaking around back doors and otherwise attempting to dodge the issue certainly won't help to gain respect. It would make a good many men squirm if they knew how thoroughly their employers are acquainted with their habits. Not only the banks, railroads and other big institutions, but merchants of every class nowadays avail themselves of means of quietly ascertaining how far they feel they can trust their employes, and sometimes for weeks and even months every movement and if possible every word is recorded by an apparently invisible agency. This system is no injustice to employes. If their way of living is clean and good it is most beneficial; if otherwise, they can blame nobody but themselves for results.

And all this relates just as directly to the present day traveler as any one on earth. Note well the respect of employer, merchant, fellow traveler and people generally for the man who exhibits sober habits, gentlemanly deportment, and honesty in all his dealings, for such is the eminently successful commercial traveler of to-day.

To such men too much appreciation and consideration cannot be shown by employers, for it is within their province to make ten-fold returns for every dollar awarded them, and furthermore, a few words of encouragement and praise when deserved goes a long way towards inducing forgetfulness of many weary days and nights of fatiguing travel during intensely hot or cold, dusty or wet weather, in all manner of conveyances — of unavailing efforts to obtain rest in ramshackle, bug-ridden "hotels," of luxurious repasts on lunch counter sandwiches and railroad coach drinking water—and last but not least, of priceless, lost forever days and nights spent away from loved ones and comforts at home.

H. G.

C. M. A. ITINERARY ARRANGED.

The itinerary of the Canadian Manufacturers' Association members' tour has finally been arranged. Special C.P.R. sleeping cars will leave Montreal and Toronto on Friday, September 14, arriving in Winnipeg Sunday, September 16. The association convention will be held the three following days, and on Thursday the excursionists will leave for Regina, Moose Jaw and Calgary. They will arrive in Montreal and Toronto October 4, the whole trip occupying twenty-one days.

Following is the itinerary:

Leave Toronto 9.30 p.m., Sept. 14.
Leave Montreal 9.40 p.m., Sept. 14.
Arrive Winnipeg 8.40 p.m., Sept. 16.
Convention—Sept. 17, 18, 19.
Leave Winnipeg 1 a.m., Sept. 20.
Arrive Regina 1 p.m., Sept. 20.
Leave Regina 4 p.m., Sept. 20.
Arrive Moose Jaw 5.15 p.m., Sept. 20.
Leave Moose Jaw 7.15 p.m., Sept. 20.
Arrive Calgary 10.15 a.m., Sept. 21.
Leave Calgary 3 p.m., Sept. 21.
Arrive Banff 6.30 p.m., Sept. 21.
Leave Banff 5.30 p.m., Sept. 23.
Arrive Vancouver 7.30 a.m. Sept. 24.
Leave Vancouver 1 p.m., Sept. 24.
Arrive Victoria 6 p.m., Sept. 24.
Leave Victoria 8 a.m., Sept. 26.
Arrive Vancouver 12 noon, Sept. 26.
Leave Vancouver 11 p.m., Sept. 26.
Arrive Revelstoke 4 p.m., Sept. 27.
Arrive Glacier 7 p.m., Sept. 27.
Arrive Calgary 7 a.m., Sept. 28.
Arrive Edmonton 2 p.m., Sept. 28.
Leave Edmonton 1 a.m., Sept. 29.
*Arrive N. Battleford, Sept. 29.
*Leave N. Battleford, Sept. 30.
*Arrive Kamsack, Sept. 30.
*Leave Kamsack, Sept. 30.
*Arrive Dauphin, Sept. 30.
*Leave Dauphin, Sept. 30.
*Arrive Neepawa, Sept. 30.
*Leave Neepawa, Sept. 30.
Arrive Winnipeg, 7.30 a.m., Oct. 1.
Leave Winnipeg 11.50 a.m., Oct. 1.
Arrive Kenora 5 p.m., Oct. 1.
Leave Kenora 7.30 p.m., Oct. 1.
Arrive Fort William 8 a.m., Oct. 2.
Leave Port Arthur 6 p.m., Oct. 2.
Arrive North Bay 11.59 p.m., Oct. 3.
Arrive Montreal 6.30 p.m., Oct. 4.
Arrive Toronto 7.30 a.m., Oct. 4.
*Time announced later.

FRUITERS ABROAD.

James Langskill has sold his grocery on Bloor street west, Toronto, and will assume his duties as president of White & Co., fruit importers and commission merchants, to which position he was elected at the beginning of the year. On Saturday, he and W. H. Desjard, the enterprising manager of the firm will leave for a week's business trip in the eastern states.

Adelit Beaudoin, grocer, 92 Fulford street, Montreal, has gone into liquidation with liabilities amounting to about $9,000.

A. E. Hopkins, representing O. S. Fellowes, Middletown, N.Y., manufacturers of solder saving machinery, was a visitor to Montreal this week. Jas. B. Campbell, of the Acme Can Works, did the honors in introducing Mr. Hopkins to interested trade.

WINDOWS AND INTERIORS

Is the Counter to be Done Away With?—Evolution of Grocery Interiors — A Bright Grocery in Walkerton, Ont.

INSIDE THE RED FRONT.

The Red Front Grocery, Walkerton, Ont., owned by J. W. McIntyre, is, on the inside, a pretty attractive store, unless the photograph from which the accompanying illustration was made is very much of a prevaricator. The grocers who live on the line of discovery, and that's where every food stuff man ought to be, will study every picture of a store interior in search of a new idea. There isn't any store in this country that cannot be improved. If anyone gets an idea from this picture, write and tell Mr. McIntyre about it. There should be a greater community of interest in the grocery trade.

PUT ON A GOOD FRONT.

"Old Country grocers pay more attention to window dressing than we do here," remarked an Old Country clerk now working in Toronto. This is borne out by the following advice by a Leeds (Eng.) firm :

"It is as important to have 'Invitation' written all over the outside of your shop as to have fresh goods, new styles, and brightness inside. People must see the outside ; you've got to get them inside. So make your first impression good, and it will count in your favor when money is being spent.

"A well dressed man is generally taken for a successful man and a shabby sign is in the public mind a sort of index to the quality and quantity of goods on sale and the service to be rendered. The great public associates a shabby shop front and dull sign-work with decreasing trade, old stocks and cobwebs. In days gone by a man could do business in a cellar or on a box, but those days are gone. You know who you are and what good things you have to sell. The public don't. You've got to tell them, and the first talk with them is from your own shop front."

THE COUNTER GOING.

"I believe it will only be a short time until the counter will be abolished from every up-to-date grocery store in America," says J. J. Frederick, in a recent issue of Eli Grocer, of St. Louis. "Already many eastern stores are operating successfully without the old-time fence between themselves and their customers; there is one St. Louis grocery that is doing a huge business, although it is counterless.

"Grocers who have cut out counters tell me that the innovation has improved business very materially. For one thing, they say the absence of the counter enables them to display their goods much more advantageously, while it brings them in closer touch with their patrons. Customers are able to view the shelf goods at close range, and if these are attractively arranged they tempt the viewers to buy.

"The place of the counter is taken either by a counter in the rear where all orders are filled, or by sliding shelves, such as those that add to the usefulness of roll top desks, arranged at intervals along the walls. The sliding shelves serve all the purposes of the counter and can be pushed back out of sight when not needed."

NEW PLAN OF WINDOW DRESSING

Here is an interesting method of window dressing applied by a Bradford, Mass., grocer, and described in the New England Grocer :

"First he fills the window with soil about four inches deep front, fifteen inches deep back. In the centre, away back, he places a large fern, while at each end of the window he places a small-sized century plant. Potted flowering plants in bloom are at various times bedded in the soil. Cut flowers, arranged with much taste, are added during the season. . . With the hours this busy, hustling grocer works he found it impossible to keep the windows clean. Flies would in a few hours spoil his best efforts along the old line. Mr. Taylor's arrangement of flowers (potted and cut), ferns, mosses, grasses, etc., were flanked by rows of large bottled pickles and olives, while lower down, facing the windows, were arranged the smaller bottled goods, stove polish and fancy labeled goods usually found in an up-to-date twentieth century grocery. Once each week the display is changed and windows washed. Potted plants, ferns, mosses, etc., were carefully watered and another window arrangement made."

A Walkerton, Ont., Grocery.

WALKER BIN AGENCIES.

The business of the Walker Bin & Store Fixture Co., of Berlin, Ont., is increasing so rapidly in the west that it has been found expedient to open distributing agencies in the west. Stuart Watson, 433 Main street, Winnipeg, is the agent for Manitoba, and the H. W. Laird Co., Regina, will handle the business for Saskatchewan and Alberta. Prompt attention will be given all western business.

FLOUR AND CEREAL FOODS

Harvesting Begun in the West—Quality of Ontario Wheat Very Good and the Yield an Average, if not More—Probable Revival in Oatmeal Trade.

Cutting wheat has commenced in the Northwest and grain men believe that the weeks to come will witness the harvesting of another record crop. Ontario Fall wheat is now practically all cut. The quality is declared to be excellent, but there is some difference of opinion as to the quantity. Certainly it is a good average, but some incline to the view that it will be a little better than that.

The outlook for the oatmeal and cereal milling in Canada is now very bright. The Canadian oat crop promises very well, while that in the States is poor. It is still a fortnight too early to speak positively of the Canadian crop, but if indications are realized there will be a marked revival of business this Fall, both in the domestic and export trades. Many inquiries are now arriving from the Old Country.

Present trade in oats and cereals is very dull. Not much business is passing in flour.

MONTREAL MARKETS.

GRAIN—Nothing new has developed in grain since last week. The market has been quiet and very little trade has been done in any quarter.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½ to 0 42½
No. 4 white oats "	0 41
No. 3 yellow corn "	0 69
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Only fair business is being done in flour at present. Export demand has fallen off greatly and very few shipments are being made in consequence. Locally, business is rather good, but would stand considerable improvement. Prices are unchanged.

Winter wheat patents	4 40 4 70
Straight rollers	4 00 4 20
Extra	4 10 4 40
Straight rollers, bags, 90 per cent.	1 75 2 00
Royal Household	4 70
Glenora	4 20
Manitoba spring wheat patents	4 70
" strong bakers	4 20
Buckwheat flour	2 00 2 10
Five Roses	4 70

ROLLED OATS—Rolled oats remain unchanged. Very few firms are doing more than a very small amount of trade, demand being very slow.

Fine oatmeal, bags	2 20 2 4[illegible]
Standard oatmeal, bags	2 40 2 50
Granulated " "	2 40 2 50
Rolled oats, 90-lb. bags	2 20 2 25
" 80-lb. bags	2 10
" bbls.	4 55 4 70
Choice boiling peas	1 00 1 10

FEED—Owing to the very large demand for bran and shorts, prices have been advanced about one dollar. This rise has been caused partly also by the fact that many mills throughout the country are not at present running, owing to poor business obtainable. Feed flour has also been advanced. Dealers are asking $1.40.

Ontario bran	17 50 18 00
Ontario shorts	21 00 22 00
Manitoba shorts	21 00 22 00
" bran	17 50 18 00
Mouillie, milled	21 00 24 00
" straight grained	25 00 28 00
Feed flour	1 40

HAY—Locally, the hay market has not changed a great deal since last report. Very little is coming forward, farmers being busy with their new hay and not inclined to take the time to make deliveries. Prices are unchanged, although in some instances there is considerable latitude, according to the quality of the article offered. Figures hereunder, however, are about the average obtained.

In the U. K. the market is no worse, but perhaps a little better. The scarcity in London has induced some buying which has relieved the situation in Liverpool somewhat. In the former city 61s. is quoted, and in the latter 56s. The Manchester market is very weak at 52s., while in Glasgow conditions are improving, while prices quoted are 63s. to 64s.

No. 1	10 00
" 2	9 00
Clover mixed	6 00 6 50
Clover, pure	5 00 5 50

TORONTO MARKETS.

GRAIN—Ontario millers took considerable Manitoba wheat last week, but this week trade is not so active on the decline. New Ontario red is selling for export at 72c. and the prices of the little old wheat remaining is fixed by that.

(F.o.b. Georgian Bay points.

Manitoba wheat, Northern No. 1	0 83½
" " " No. 2	0 81½
" " " No. 3, nominal	0 79
Red, new " per bushel 78 per cent. points	0 72
White new " " "	0 72
Mixed, new " " "	0 72
Spring, nominal " " "	
Goose, " " "	
Barley, No. 1, " " "	
" No 2. " " "	0 48 0 50
" No. 3x, " " "	0 45
" No. 3, " " "	0 42
Oats, white, " " "	0 39 0 40
" mixed, " " "	0 36 0 39½

FLOUR—Prices on Manitoba patents are steady. Ontario flour has declined in keeping with the price of new grain. Just a fair business is moving.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags	4 50
" " No. 2, " " "	4 10
Strong bakers	3 90
Ontario 90 p.c. patents, No. 1 " "	3 30 3 25
Straight roller " "	3 20 3 15

CEREALS—Prices are unchanged and the demand continues light.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 5 05
Rolled wheat in boxes, 100 lbs.	" 2 40
" " 50 lbs.	" 1 25
Rolled oats, standard, carlots, per bbl., in bags	" 4 50
" " " " in wood	" 4 75
" " " " for broken lots	" 4 80

CEREAL NOTES.

John F. Morrissey, representing Schultz, Baujan & Co., millers of Winter wheat at Beardstown, Ill., recently visited Winnipeg for the first time and was greatly impressed with the growth and possibilities of the western metropolis.

There is a demand in Great Britain for about 50 tons of banana flour arriving. Its chief importance is as a diet for children and invalids, for which there is said to be no question as to its value. H. M. Stanley, the explorer, spoke in high terms of its efficacy in gastritis, and the testimony of physicians in India and in the West Indies proves its value to those suffering from dyspepsia. The method of manufacture consists of drying and reducing to powder. The supply is uncertain. In London from $7.50 to $8.75 is charged per 112 lbs.

The Royal Commission to investigate regarding the grain trade has been instructed to take into consideration all matters connected with the grain inspection and the Manitoba grain act, and is given power to visit grain-growers and elevators all over the wheat-growing area, to inquire into the methods of handling the grain at the various stations, farmers' elevators, companies' elevators, the distribution of cars, methods of grain dealers in Winnipeg, Toronto and Montreal, the system of Government inspection and collection of fees, selection of grades, and the methods of handling the grain at Fort William and Port Arthur and other lake ports, at Montreal, St. John, Halifax, and in the Old Country.

HAY VERSUS GRAIN.

This week in Windsor, says a correspondent of the Toronto Globe, farmers got 56 cents a bushel for corn, but one man, County Councillor T. J. O'Neil, has long held the theory that it was more profitable to feed it. He kept an elaborate and careful calculation. In a sum of money Mr. O'Neil took home the other day from a sale of hogs at about seven cents a pound he figured he had been paid an equivalent of $1.25 a bushel for his corn, or nearly double the market price for the grain.

INDIAN TEA AND COFFEE.

The tea planters have been subject to vicissitudes of different kinds—agricultural, commercial, and fiscal—in recent years, but the last year has been much more full of promise. In 1905-6 the total exports were 214,000,000 lbs., or about 2,000,000 lbs. more than in 1904-5, while the value showed an increase of 5 per cent. This advance in price, the accompaniment, it may be presumed, of an improvement in quality, is encouraging to a long-depressed industry. England bought rather less black tea from India in 1905--6, but foreign consumers increased their direct purchases from 43.8 to 47.2 million lbs., the principal buyers being Canada, 14.95 million lbs.; Russia, 9.7 million lbs., and Australia, 7.75 million lbs. Scientific experiments for improving the cultivation and preparation of Indian tea are in progress. On the whole, the tea outlook is extremely good. The coffee industry, which has also been long depressed, is recovering from the effects of plant disease and Brazilian competition. The exports of coffee in 1905-6—viz., 360,000 hundredweight—were the highest for 16 years.

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a " breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

Household Canada Flakes

25c.

A beautiful piece of Decorated China in every package

Already has proven a great success.

Numerous repeat orders of five-case lots.

The package is an attractive novelty.

We want you to share in the hustling sale.

Order to-day.

Single Case, $5.00 5-Case lot, $4.95 freight prepaid

MONEY-MAKING

WALL PAPERS

Judging Wall Papers by the standard of price alone will always be unsatisfactory.

It is vastly more important to consider the profit-earning possibilities of the different makes submitted for your approval.

We have learned the way to make our wall papers so pleasingly attractive, that quick sales and good profits are assured to the dealer handling them.

When our salesman turns over our samples you will recognize profit-earning possibilities not to be found in other makes.

Your order will be filled to your satisfaction.

STAUNTONS LIMITED

Makers of Superior Wall Papers

TORONTO, Ont.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
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IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

Granose Flakes
are a delightfully crisp and appetizing breakfast food. They retail in large cartons at 15c.
Our advertising has introduced them into thousands of homes in Canada.
Once tried the consumer will not do without them.
If you have not got them in stock write to
The Battle Creek Health Food Company, Limited
Canadian Factory and Office, LONDON, ONT.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Pot and Pearl Barley
"Gold Dust" Wheat Cereal "Steel Cut" Graham Flour
THE CANADIAN FLOUR AND CEREAL MILLS
(Write for Quotations and Samples) MARKHAM, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
Commission
Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS. You do not care to buy largely of cereals in summer.
We ship five sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

DECREASE OF TAPIOCA.

The Grocer is in receipt of a letter from one of the largest importing houses in Montreal on the subject of the tapioca industry. Some very interesting facts are given therein which tend to explain the existing situation in tapioca. Our correspondent says :

"Referring to the subject of the tapioca industry as recently reviewed in your columns, we have before us several letters from correspondents in Singapore which may, perhaps, prove interesting to your readers.

"These letters confirm what we have already made public, viz., that the cultivation of tapioca is to a great extent being abandoned in favor of the planting of rubber. This fact is due in part to the increasing demand and consequent good markets to be found for the latter article, but apart from this the cultivation of tapioca is being relinquished voluntarily, and is also being discouraged by the Government in the colony on account of the way it exhausts the soil. Around the Singapore district they take three crops of tapioca, but in Malacca the planter is only allowed to take two crops off the ground. After these crops of tapioca are raised the land is left absolutely useless for practically a generation, one of our correspondents stating that he knows of land which has been waste for 50 years and probably more from the planting of tapioca. The concensus of opinion is that for some time to come people will go on planting more rubber and less tapioca, unless of course there should be a fall in rubber through over-production, or some insect pest or other cause. While this is the general opinion it must be admitted that in some districts in the colony itself there has been a revival of tapioca planting, possibly attracted by the high prices ruling for the past twelve months. This, however, refers to some districts only, and we think will not by any means counterbalance the pretty general decrease in the planting of tapioca. In Malacca, however, which used to be a great source of supply, all the available land has been used up, and on what is left that could be used, it is naturally preferred to plant rubber or such permanent crops. In fact, no increase is expected in cultivation in the native states. We think it is possible that there may be some reduction before this year is out, from the present high prices ruling, but we are satisfied that we shall not see for several years to come anything like previous low prices which have been ruling."

From the foregoing it will be seen at once that the present situation in the tapioca market is not at all surprising. Stocks locally were cleaned up long since and jobbers have been unable to obtain any new orders.

WHAT INDUSTRY DID.

Thomas Shaw, the new lord advocate of London, is a self-made man. The son of a baker, he earned his living as a lawyer's clerk while attending the university. His industry was tremendous, and the soundness of his scholarship may be judged from the fact that he contributed the article on Talleyrand to the Encyclopedia Britannica. He is a notable fly-fisher.

prove successful a considerable number will come next year.

From the Government fish hatchery at Ottawa there were shipped this year about 1,500,000 fry. They went to various lakes and rivers in different parts of Canada. The varieties comprised brook trout, salmon trout, grey trout and Atlantic salmon.

The balance sheet of the B. C. Packers' Association, submitted at the recent annual meeting, showed $483,000 of surplus. It was resolved that two years' dividends on preferred stock, which had fallen in arrears, should be paid, the last payment having been up to November 20, 1903. As it will take $87,000 to satisfy these preferred dividend claims for each year the total amount to be paid will be $174,000, leaving still a cash balance of $309,000.

The Ontario Superintendent of Agricultural Societies states that from reports received from vegetable growers the indications are that beans will be a light crop in all sections, and will be a complete failure in some owing to the blight and the ravages of anthracnose. Onions will be a fair crop, in spite of the maggot. In places celery will be exceptionally good, and will be fairly plentiful on the whole. In low-lying districts potatoes have suffered from the rot. The ouput of early tomatoes in the Niagara district will be enormous. In the Kensington district the blight has about ruined the onion crop.

MONTREAL MARKETS.

GREEN FRUITS—Excellent business is being transacted in fruit at present. The warm weather has caused the demand to increase very considerably. All lines are in request. Bananas seem to be particularly favored, very many orders being received daily. New apples are now arriving more freely and prices are lower in consequence. Peaches are also coming in more freely. Prices have not changed much otherwise since last report.

Late Valencia oranges, per box		5 75
Dates, per lb		0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100		3 40
Pineapples		4 00
Apples		7 00
New apples, baskets		1 10
Old lemons, per box		3 75
New lemons		5 00
Limes, per hundred		1 25
Peaches, per box	1 75	2 00
Plums, "	2 00	2 50
Canteloupes, per crate		5 00
Watermelons, each	0 30	0 35
Cherries, per basket	1 00	1 50
Jamaica oranges, per bbl		7 00
Egyptian onions, per 112-lb. bag		1 75
Blueberries, 22 quart boxes		3 00
Raspberries, per box		0 10
Jamaica grape fruit, box		6 50

VEGETABLES— Dealers are quite satisfied with the amount of trade passing in vegetables. There is an active demand which keeps all lines moving. There can be no doubt but that the recent very warm weather has had a great deal to do with the large business being transacted. Old stock is becoming pretty well cleared up. Green peas are now about done, as are old carrots and old turnips. Canadian asparagus is now off the market. Good demand is

CALIFORNIA FRUIT
Fancy Bartlett Pears and Crawford Peaches
are now arriving in large quantities. You should be handling a share of this fruit if you are not. FRESH DAILY.

Lemons
We predict higher prices. Good Hard New Lemons at present prices will soon look cheap.
Our Weekly Price List mailed to any responsible dealer.

WHITE & CO., LIMITED
TORONTO and HAMILTON

"THEY HAVE TO BE SHOWN"
Is the only way to convince *The Stubbs Marshall Mercantile Co.* that better Watermelons grow than they are now ready to ship—*they're from Missouri.* Jobbers please enquire.
W. B. STRINGER & CO., - Sole Agents - Toronto

FOREIGN AND DOMESTIC FRUITS
Of All Kinds. Peaches, Tomatoes, Pears, Blueberries, Bananas, Oranges, Lemons, etc. Ring Us Up. FIVE PHONES.
THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. TORONTO Wire, Phone, or Mail your Orders

EGYPTIAN ONIONS Fine Stock at a Snap, $1.50 per sack.
LEMONS 360s at $3.50 per box; 300s at $4.00 per box.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS,
ORANGES AND LEMONS
And all kinds of
FOREIGN AND DOMESTIC FRUITS
Send us your order
HUGH WALKER & SON
ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.

reported for new corn, which is quoted at 20c. a dozen.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz.	....	1 00
Savory, per doz	....	1 00
Green peppers, per basket	....	0 75
Montreal cabbage, per doz	0 35	0 75
" tomatoes, boxes	1 25	1 50
Turnips, bag	....	0 75
New turnips, per doz	0 25	0 50
Water cress, per doz	....	0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 20	0 25
New potatoes, per bbl	2 50	3 00
Carrots, per bag	0 75	1 25
New beets, per doz	....	0 50
New carrots, per doz	0 15	0 25
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Green peas, per bag	0 75	1 00
New corn, per doz	....	0 20

FISH—Trade is very fair in fish at present. Fresh Gaspe salmon are about finished, the season being nearly over. A few small lots are still to be had, however. Fresh B. C. salmon is arriving daily and very good demand is reported. Halibut is more plentiful and price is lower than last week. Fresh dore and pike continue scarce. Brook trout are out of the market. Fresh mackerel are arriving daily and are of good quality. Inquiries for this line are numerous.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 09
" grass pike " "	0 08
Lake trout " "	0 09
Whitefish " "	0 09
Weakfish " "	0 08
Dore, per lb. " "	0 10
Gaspe salmon "	0 14
Fresh B.C salmon .... "	0 12
Fresh mackerel "	0 10
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddocks, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, " Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, 100-lb. cases, per case	6 00
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES
We are now booking orders at opening prices. Please ask us for prices.
W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

TORONTO MARKETS.

GREEN FRUITS—Raspberries, owing to the hot weather and rain, will not last more than another week and probably this week will nearly finish them. Lawton berries are beginning to come in and there are prospects of a good crop. Early Canadian peaches and pears are coming to market and selling from 30 to 50c. a basket, allowing a wide range of quality. The imported fruits are in good supply and prices are rather lower than a week ago. Canadian early apples are considerably lower. Generally, fruit is moving in large volume and the demand was never better.

Oranges, late Valencias, 96's, 112's, 288's	5 00	6 00
Lemons, Messina, 300's 360's, per box	4 00	5 00
Limes, per crate	....	1 25
Apples, new harvest, per basket	....	0 30
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 25	2 25
Red bananas per bunch	2 20	2 50
Red currants, basket	0 90	1 [illegible]
Raspberries, basket	0 09	0 10
Pineapples, Floridas, 24's to 30's	3 00	3 50
Cherries, eating, per basket	1 00	1 25
" cooking, per basket	1 00	1 40
Gooseberries, per basket	0 65	1 25
Plums, California, per crate	2 00	2 25
Apricots, " "	2 50	2 75
Peaches, " "	1 25	1 75
Pears, eating, per box	....	3 50
Georgia peaches, 6 basket crates, per crate	2 25	2 50
Canadian peaches, per basket	0 30	0 50
" pears, per basket	0 30	0 40
Watermellons	0 30	0 40
Cantalopes, per case, 45	5 00	6 50
" per basket	0 90	1 10
Blueberries, per basket	1 00	1 40
Black currants, per basket	1 00	1 25
Lawton berries, per box	....	0 12
Southern grapes, 6 bgsket crates	....	3 00

VEGETABLES—The vegetable gardens are now putting forth their maximum quantities and there is an ample supply of pretty nearly everything. Corn is well started and the price has dropped to 10c. and upwards. Potatoes are a cheaper and promise a good average crop. Beans, cucumbers, tomatoes, turnips, cauliflower, celery and squash are all cheaper. Tomatoes are expected to take a quick dip. The hot weather is bringing them on very quickly.

New potatoes, Ontario, per us	0 80	0 90
Onions, Egyptian, per sack 100-115 lbs	....	1 00
" green, per doz. bunches	....	0 12
" Spanish, per large case	....	3 25
Cabbage, new Canadian, per doz	....	0 50
" per barrel	....	1 25
Wax and green beans, per basket	....	0 30
Green peas, per bush	....	0 40
Beets, new, per doz. bunches	0 20	0 25
Carrots, Canadian, per doz. bunches	0 20	0 25
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 10	0 25
Cucumbers large, per doz	1 25	1 50
" per bushel	....	1 00
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	1 00	1 25
Rhubarb, 1 doz. bndls	0 20	0 25
Spinach, bush	0 25	0 40
Watercress, per doz. bunches	....	0 25
Egg plant, per basket	....	1 00
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, new, per doz	0 25	0 35
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 45
" Canadian " "	0 50	0 75
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 50	0 75
Green corn, per doz	0 10	0 15

FISH—The trade has declined to the usual mid-summer proportions and prices are unchanged. No new sorts are listed.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20

It's Time You Enquired
About My Raspberries

The kind of Raspberries I offer you Grocers and Fruit Dealers are the kind you can offer to your patrons, knowing beforehand they will be accepted.

My contract calls for an extra large supply of

RED AND BLACK

I want you to see this fruit I want you to sell it.

Instruct me to book you a quantity.

E. D. Smith's Fruit Farms, Winona, Ont.

J. V. DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

IF YOU ARE ONE OF THE FEW WHO DON'T HANDLE

MELAGAMA MOTHER'S FAVORITE TEA

WRITE US QUICK——————IT WILL PAY YOU

We also carry a full line of bulk Teas and will be pleased to send you samples and quotations, you will find our prices right.

MINTO BROS. *Importers and Blenders, F. J. WHITE, Manager* TORONTO.

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

1906 Age cannot wither, Nor custom stale, its infinite variety. 1906

CANADIAN NATIONAL EXHIBITION

AUG. 27 TORONTO SEPT. 10

ONTARIO

LARGER, MORE INSTRUCTIVE AND MORE ENTERTAINING THAN EVER

AN UNEQUALLED ART LOAN EXHIBIT HORSE AND CATTLE EXHIBIT POULTRY AND PET STOCK EXHIBIT

MAGNIFICENT EDUCATIONAL EXHIBIT OF PROCESSES OF MANUFACTURE IN NEW $100,000 BUILDING.

THE FINEST PROGRAMME OF AMUSEMENTS EVER PRESENTED, INCLUDING "IVANHOE" WITH EXPERT TILTERS BROUGHT EXPRESSLY FROM ENGLAND

HIS MAJESTY'S HOUSEHOLD BAND OF THE 2nd LIFE GUARDS

Will play twice daily on the Grand Plaza (free), 11 a.m. and 4 p.m.

NO UP-TO-DATE CANADIAN WILL MISS THIS EXHIBITION

TO AVOID THE GREAT CROWD, COME FIRST WEEK

FOR ALL INFORMATION APPLY TO

LIEUT.-COL. J. A. McGILLIVRAY, K.C., President.

J. O. ORR, Manager and Secretary CITY HALL, TORONTO, ONT.

EVERY HOUSEHOLD

uses stove polish and, it being an article of everyday use, the quality is sure to "show up," if

JAMES' DOME BLACK LEAD

is being used you can depend on its quality. Always the same. Gives a good bright polish, contains no grit, makes no dust.

W. G. A. LAMBE & CO., Canadian Agents.

The grocer who pleases all his customers
Is the grocer who makes
"Profit Progress"

How can a grocer please all his customers unless he pleases all their tastes? You may not be selling

Southwell's Jams and Marmalades

and yet a great number of your customers want these goods. Do you think the "other kind" will please these customers? Do you think they can be talked out of their Southwellian Conviction?

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

THE SUMMER SEASON
brings
A DEMAND FOR THE BEST
IN YOUR STORE

STEWART'S
Chocolates and Confections
ARE THE BEST

PURE Materials.
Absolute Cleanliness.
Perfect finish.

New and beautiful packages for the Summer trade.

PRICES RIGHT

THE
STEWART COMPANY
LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Canadians are proud of their country
We are Proud of our Canadian-made

Chocolate

There is this to say of

MOTT'S

brands

"Canada's Best—the World's Best"
"DIAMOND" and "ELITE"

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. R. HUXLEY, WINNIPEG

We beg to advise the Grocers of the Dominion that we are making the finest

MILK CHOCOLATE

produced in the world, and are using pure Canadian Milk.

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO

BISCUITS AND CONFECTIONERY

The Grocer Himself Determines the Quality of His Trade—The Best Display is Essential to Handling Profitably the Best Goods.

Confectionery is a luxury and grocers should remember that. It is a trade to be cultivated and the merchant can, as he pleases, confine his trade to cent goods and cheap chocolates or he can have the best class of confectionery business with the highest priced goods. It is much a matter of display and advertising. Of course a modern plate glass show case with its several shelves is best, but a lot may be done with an ordinary counter show case. Dump into a show case a lot of cent suckers with wooden sticks pointing every way, next to that some wrapped goods and then some popcorn, flanked by paper bag prize packages, the display completed with a few trays of cheap chocolates, and you have a combination that would mean nothing to the young man seeking something nice for his best girl. It wouldn't attract any one but the undiscriminating youngster anxious to spend a cent that was burning his fingers. Every grocer has seen small displays of high-class confectionery. What looks better when properly arranged? The manufacturers go to much expense to make their products look tempting. The grocer who does not handle the goods in the same spirit is wasting their money and losing money himself. Nothing is more tempting than a good display of high grade confectionery and there need not be much of it, either.

BIG TRADE IN PEANUTS.

The sales of peanuts in the United States amount annually to eight or ten million dollars. Some dealers sell as much as a million bushels.

The seeds of the peanut are planted like beans, and when the vines have come up and the nuts are ready for harvesting the farmer takes a cultivator especially made for the purpose and starts down the long rows. On either side of this cultivator are two long knives which sink into the ground sufficiently to cut the tap root of the vine. The same process is gone through with on the other side of the vine. The main root being thus severed and the ground loosened, the vines are lifted into shocks like corn. They are cured by allowing them to stand in the sun for about ten days, when colored women and children are sent into the field to pick the nuts from the vines. An average picker will pick about five bushels a day, for which they are paid at the rate of 10 cents a bushel.

It is not known how peanuts first came to this country. Both Africa and Asia claim the distinction of being the home of this vegetable. Its first record in the United States dates back to 1850. In 1861 the crop amounted to about 50,000 bushels, but it was the circus that really made the peanut a valuable article of commerce. At the present time the crop amounts to about 11,000,000 bushels annually. Virginia and North Carolina still maintain their lead, but Tennessee now raises about 800,000 bushels, though of an inferior quality. Of the ordinary variety about 22 pounds make a bushel.

REMOVED TO HUNTSVILLE.

Walter Bates for a number of years in the grocery and confectionery business in Lakefield, Ont., has removed to Huntsville, Ont., succeeding Gilmour Bros. Mr. Bates has purchased the property he now occupies which besides the store and dwelling contains a bake-shop, where three men will be constantly employed making IXL home-made bread, the brand that has won such a good name for itself in his section of the country. Both Mr. Bates and his brother in Peterborough, Fred Bates, have been regular subscribers for The Canadian Grocer for a long time. Mr. Bates says: "while in the grocery business I bought many articles through seeing them advertised in The Canadian Grocer, including 'Bowser' coal oil tank, 'National' cash register, 'Dayton' scales, 'Wilson' confectionery scales, gasoline lamps, silent salesman, spice tins, gum machine, etc." Mr. Bates has had 20 years experience as a baker.

CONFECTIONERY NOTES.

There is talk of the establishment of a new biscuit factory in Toronto.

Canadian soda biscuits, classed under the heading of bread by the Customs Department, are meeting with much favor in Trinidad, the Canadian commercial agent writes, and fill a want amongst a class of people who look for a choicer article than the "cracker" of local manufacture which is in general demand by the masses.

TWO WAYS TO MAKE TEA.

Probably there's more than one right way of making tea. Here are two, each given by experts of big tea houses:

To brew a perfect cup of tea use only an earthen or china teapot—never metal. Scald the pot with hot water before using. Allow a teaspoonful of tea for every two cups required, pouring the boiling water on the tea. Never let the tea steep more than three minutes. The water should be boiled as quickly as possible, but thoroughly boiled.

Always make tea in a jug—Warm the jug. Put in a teaspoonful of tea for every two cups. Pour on fresh boiling water and set on the back of the stove for five minutes. Then pour the liquor off the leaves through a strainer, into the teapot, and serve.

HOW MUCH IS SUCCESS WORTH IN YOUR STORE

Have you a little time to experiment and the "pushiveness" to get value quickly?

Are you a seeker of "built-up-trade" goods with no desire to have to "talk up" sales?

To either

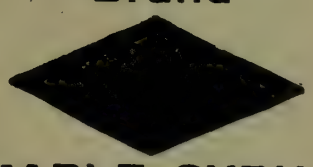
offer a splendid inducement.

Given an opportunity by the right man they will draw trade from quarters where only "kickers" were supposed to dwell. Brought into a store where "others" are supposedly ensconced, "Perfections" will give a good account of themselves.

Which grocer are you?

THE Mooney Biscuit & Candy Company, LIMITED.
Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

THE PRODUCTION OF BANANAS

Growth of Banana Trade—The Different Varieties— Yield Upwards from One Hundred Bunches per Acre—Canadian Imports.

How many bunches of bananas were sold in other than tropical countries thirty years ago? Or what is of more interest to Canadian merchants, how many bunches were used in Canada at that time. The answer to both these queries would, when placed beside the figures which represent the consumption to-day, show the tremendous growth of the banana industry in this short time, a little over a quarter of a century.

Bananas originally grew wild in certain tropical places, but afterwards were transplanted in different districts, until now they are grown, more or less, in almost every tropical country. There are certain parts of the world, however, where the fruit reaches greater perfection than it does anywhere else. In Central America the fruit produced is probably the best in the world. The bananas reach a greater size, grow in greater variety, and are all round a better fruit. In Cuba and the West Indies large plantations are cultivated, and the industry has a hold as far north as Florida. These are the only banana cultivating countries worth mentioning.

Many Varieties.

There are are over one hundred and fifty different varieties of banana grown in the districts mentioned. In Central America there are many plantations, covering anywhere from one hundred to ten thousand acres. The bananas grow from one to one hundred and seventy-five bunches per acre. The plant is grown in rows quite a distance apart. Each plant is cut down when it yields, thus permitting the growth of another bunch. When the whole stalk is cut down new ones spring up from the roots, the most healthy stalk being allowed to live, the others being killed. The stalk cultivated, in the course of ten or twelve months, produces a bunch of bananas, and then the same process is gone through again. The stalks are as large as a good sized tree, being from one foot to one foot and a half in diameter, and the leaves are in the neighborhood of ten feet long and two feet wide.

Large Shipments.

In the more cultivated portions of the country the bananas are sent to the shipping point by rail, or by boat, but when it is impossible to ship them in this way they are carried, bunch by bunch, by native women. At the shipping point the bananas are loaded on to the vessel by natives, or by loading machines made specially for the purpose. In the old days all shipments were made by sailing vessels, but it was found that these were too slow and entailed too much loss in time and money to make the industry a successful one. Gradually improvements have been made until at present vessels capable of carrying 40,000 bunches per trip are in the service. Refrigerator vessels are used also.

Arrived in northern markets, the fruit is shipped by rail, or vessel, to smaller markets, whence it is distributed to its final destination—the fruit and grocery stores. It is a common sight in several southern cities to see trainloads of this fruit going north every day.

Canadian Imports.

Canada imports in the neighborhood of one quarter to three quarters of a million bunches annually. In 1890 only about 100,000 bunches were sold here. The fruit is shipped to Canada, chiefly to Montreal, from New York, Philadelphia, Boston and Baltimore.

Nearly all the wholesale fruit houses are compelled to handle bananas, so great is the general demand for them,

"EAGLE" brand
Condensed Milk

Trade is Won and Trade is Held

BY

BORDEN'S BRANDS

Goods that are made as scientifically and hygienically perfect as BORDEN'S must please your customers and make for profit for you.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

"PEERLESS"
Evaporated Cream
(Unsweetened)

SHIRRIFF'S
ON EXTRACTS
STANDS FOR
SUPREMITY

The Goods
that are Rated Highest.

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

but there is only one house in Canada which handles them exclusively.

When the banana industry was in its infancy only the best fruit stores handled this fruit; nowadays every fruit and nearly every grocery store in the country has always in stock two or three bunches, or more, and the trade is growing every year, to such an extent in fact, that it is quite reasonable to expect the million mark will be reached in the course of a few years.

HOW TO MAKE ICED TEA.

An Expert Gives Directions for the Delicious Beverage.

Iced tea when properly made is a delicious Summer beverage. James A. McGuane, New York manager of the Salada Tea Company, gives the following excellent advice relative to the making of iced tea. The information was intended to be imparted to customers, and was contained in a letter to a president of a grocers' association.

"I am taking the liberty of making a few remarks about iced tea, which is used more or less extensively at this season of the year and which is made badly ninety times out of one hundred. In the first place, hot tea should never be poured on ice, and in the second place no artificial means should ever be used to cool it, until it is to be served. When tea is to be served iced it should be made two or three hours in advance and allowed to cool gradually; then the ice and lemon added just before being served. It will be worth your while to experiment in this yourself a little. Try pouring hot tea on ice and you will find a great deal of the flavor is gone. Then put some hot tea in your refrigerator and you will discover that it will soon begin to ferment and get more or less milky, which, of course, means spoiled.

"The right way to make this healthful, delicious and refreshing Summer drink is as follows: Use about one-quarter more of the dry leaf than you would when making tea to be served hot. Pour on boiling water and allow to steep five minutes (do not allow it to remain longer on the leaves — all the good can be extracted in that time). Pour off and let it cool gradually. Never use any artificial means of cooling until it is time to be served. Then ice and lemon can be added. The better way, though, is to put cracked ice and a slice of lemon in each glass. When iced tea is to be served it should be made two or three hours in advance, or time enough for it to get cool gradually.

"Claret iced tea is a most delicious and refreshing Summer drink, and it is made as above, adding a tablespoonful or less of claret to each glass. Put the claret in last; it will remain on top until stirred and gives a beautiful appearance.

"Don't pour hot tea on ice. If you do it will lose its delicious flavor.

"Don't put hot tea in the refrigerator to cool. If you do it will spoil in short order.

"Don't use a cheap tea for iced tea. It is poor economy at all times, and particularly when you are going to use it iced.

"Tea when properly made and poured off the leaves will keep for two or three days perfectly if kept in a moderate temperature."

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

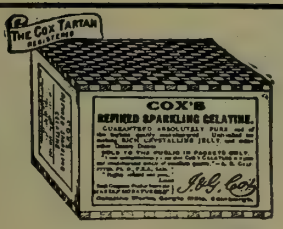
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

UPTON'S

Jams, Jellies
and
Orange
Marmalade
are easy to sell.



Sixty Years of Popularity

COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

You can find Granby all right

That's where J. Bruce Payne resides, and from there he sends out his remarkable

500 CIGAR OFFER

You get 500 of the fastest-selling cigars on earth, and if you change your mind can get your cash back. Guess you won't miss this offer!

J. BRUCE PAYNE, LIMITED, Mnfrs., - - Granby, Quebec, Canada

T. & B. trade was once like the acorn.
Now it is like the oak.

T. & B. influence is felt wherever a smoker dwells.

T. & B. is a household word with grocers.

T. & B. is a boon to grocers.

Get some of ***T. & B.*** "oak" trade.

THE GEO. E. TUCKETT & SON CO., Limited

HAMILTON, CANADA.

TOBACCO AND CIGARS

Cigar-Band Collectors—The Source of Meerschaum—The Making of Cigars—Tobacco Leaves—A Cigar Factory Opened at the Capital.

Cigar band decorating is growing steadily in favor with the younger element, who have the fever for collections of any and every sort to a serious degree.

Just why it stays in favor so long would be hard, indeed, to say; but the fact itself remains.

Trays are its most popular form of expression—ash trays and queer placques for using in dens and such places whose furnishing is allowed to take in all sorts of oddities without question.

The work is all done by original groupings of the pretty bands, pasting them upon the under side of a glass plate. Then, when the plate is well covered, felt is covered with paste, and while in its moist state, is stretched until it takes on the shape of the glass, fitting without a wrinkle, and is trimmed off evenly at the edges.

Occasionally a photograph is applied to the centre of the plate the bands forming a sort of illuminated frame for it.

Besides cigar trays and plates, a number of other things are decorated with the bands. Odd-looking steins, for instance—which cannot be used, except as a fanciful bit of furnishing, as the felt lines them—are made, and the quaintest of tobacco jars; and, for a man's room, photograph frames to hold the picture of the maiden of his "pipe dreams," a graceful tribute to the "great god nick o' teen," whose devotees are so widely scattered, and many of them so fanatical as worshipers.

THE SOURCE OF MEERSCHAUM.

The following particulars of the meerschaum industry of the district of Eskischehir, Asia Minor, which, it is stated, supplies the whole of the meerschaum consumed throughout the world, are taken from the Bulletin Commercial (Brussels):

The chief sources of meerschaum production are found within six hours' journey from Eskischehir, the Sepedschi, Saricu, Odbscak Konigli and Jarmalar mines giving the best yield; but there are still nearly 2,000 points where meerschaum is extracted from the sea. The industry gives employment to about 4,000 persons, mainly Kurds and Persians.

The methods of working are primitive, and no attempt is made to secure immunity from accidents, although these occur from time to time. Batches of from three to fifteen workmen are set to sink a well about one metre in diameter, and no propping up is effected until they strike—at a depth of 20, 40, or even 60 metres—a bed of the red clay in which is found meerschaum mixed with serpentine, in pieces ranging from the size of a hazel nut to that of an apple. The extraction of these pieces is often attended with great difficulties, but the work is carried on day and night.

Once a week retail traders from Eskischehir visit the mines in order to purchase the raw material. This is brought into the town and passed through three cleansing operations; the clay adhering to it is then carefully removed, and the irregular pieces are rounded. The meerschaum is next examined by the wholesale merchants who have to possess considerable experience in order to distinguish the various qualities of the pieces, to calculate the number of these to a case (the product being sold by cases or boxes, not by weight), and to estimate their value.

When purchased by the wholesale merchants the meerschaum is humid, heavy and of a yellowish tinge. It has, therefore, to be dried, either in the sun or in a kiln, according to the season of the year; this causes two-thirds to waste away, but turns it a snow-white color. It is afterwards rubbed with hot water and sand, and finally polished with wax.

The meerschaum is then ready to be placed on the market, the pieces being sorted into four classes, according to quality and size, viz., Svia-Malay, Birimbirlik, Pembeli and Dockme. Each of these classes is in turn divided into eleven categories. When sorted the pieces are wrappd in cotton wool and packed in boxes of different sizes containing from 32 to 40 pieces of the first, or 75 to 90 pieces of the second quality; 100 to 200 pieces of the third quality fill a large box, which would contain from 200 to 400 pieces of the fourth quality.

TOBACCO NOTES.

The Joseff Tasse Cigar Co., Montreal, have assigned and creditors meet today. Arthur Wilks was appointed provisional liquidator.

A cigar factory has been opened in Ottawa by a Montreal man, and in a short time he expects to employ 25 hands and make 5,000 cigars a day. The present output is 2,000 a day.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

THE MAKING OF CIGARS.

(Continued from last issue.)

Ordering Room.—The process of drying out is liable to have left the outside leaves of the tobacco a little too dry for packing, and, therefore, the trucks with their load are taken out and placed in what is known as the ordering room. Here the tobacco strips are subjected to a current of humid air at a temperature of from 92 to 95 degrees, for a period of from fifteen minutes to half an hour. The trucks are then wheeled out and the contents removed and packed in paper-lined cases, after which the cases of tobacco are placed in storage for from three to five months, in order to allow the tobacco to make a further exchange of aroma. The product is then ready for shipment to the cigar factories.

A most notable feature in this stemmery is its absolute cleanliness, the free circulation of fresh air, the absence of dust, and the clean personal appearance of the people who are employed. Another feature that will be appreciated by smokers is the fact that the tobacco leaf in the stemmeries rarely comes in contact with the hands of the workmen. Machinery takes the place of human hands wherever possible, and this of course aids in keeping the finished product free from anything objectionable.

The manufacture of little cigars and cheroots by machinery was studied in a factory employing 1,750 hands, the largest single cigar factory in the world. As in the hand-made cigar, the whole operation is performed by hand, so here it is done entirely by machines, which handle the tobacco and go through the operations of bunch-making and wrapping with more than human dexterity and accuracy. The total annual output of this one factory reaches the figure of 250,000,000 cigars and cheroots.

As the tobacco reaches the factory in a comparatively dry condition, it is taken from the cases, dipped in water, and set upon a casing board to drain. It is left in this condition over night to insure distribution of the moisture, and is then shaken out and taken to the stemming department, where nearly 200 stemming machines are employed. In these machines the stems are stripped from the leaf. They consist of a pair of rotating cylinders, of the same diameter and carried on the same shaft, which are so placed that their abutting inner ends leave just sufficient space for the stem of the tobacco leaf to pass through. Engaging and projecting through the abutting edges is a circular rotary knife, which, as the tobacco leaf is drawn over the cylinders, neatly cuts out the stem, the two halves of the leaf or "strips" being wound on the cylinder. The process is repeated until fifty leaves have been passed through the machine and neatly laid one above the other in two piles or "books," as they are called, of fifty leaves each. The stems drop into a box below, and are ultimately sold as fertilizer. Both the binders and wrappers are stripped by this method. The books of fifty binders are now cut up into suitable lengths for the particular size of cigar that is to be made.

Automatic Bunch Machine.—In making the "bunch" (the rough cigar, before the wrapper is rolled on) in the ingenious machine for that purpose, the binders are carried in a box in front of the operator, and the filler is loaded into a large circular hopper at the back of the machine. The girl operator spreads two pieces of binder on a horizontal rubber rolling belt, and the requisite amount of filler falls from the hopper and is pushed down into the binder by means of a rectangular plunger. Then the belt, by a swift movement, rolls the bunch, which is picked up by the girl and placed in a wooden mold, which is provided with pockets for twenty bunches.

The bunches are then loaded in their molds onto trucks, each of which carries 250 molds, or 5,000 bunches. The trucks are wheeled to a hydraulic press and subjected to a pressure of 1,500 pounds to the square inch, the whole time occupied in pressing this number being half a minute. The capacity of the bunching machine may be understood from the fact that these 5,000 cigars represent about one day's output of a single bunch-maker. The molds are now taken to a machine, which cuts off the long ends of the bunches, after which they are carried, still in the mold, to the automatic rolling floor.

Automatic Rolling Floor.—The most ingenious invention in this establishment is the machine for rolling the wrappers on the cigars. The wrapper is spread over a die and held down upon it by suction, acting through a large number of holes with which the die is perforated. A knife, formed in the peculiar cucumber-like shape of the wrapper, rises through the die, and a roller passes over the wrapper, pressing it on the knife and cutting out the desired piece. Then another arm or carrier, which is connected by a flexible air hose with the curved suction pipe, picks up the wrapper by air suction. As it does so, a loop of wire rises from a little pot of paste, and pastes the end of the wrapper. Meanwhile another arm has brought over a bunch and placed it within a nest of three rotating rollers, which open to receive it. Next a needle comes forward, disengages one end of the wrapper from the carrier, and holds it against the large end of the bunch until the latter has made a turn and a half. Then, as the traveling carrier sweeps across the roller nest with its contained bunch, the wrapper is transferred and rolled on the bunch. Next the arm which brought over the bunch picks up the finished cigar, and places it between two rotary knives which cut it to length. As each cigar is rolled, the bunches, which have been placed on a feeding chain, are moved forward by the space of one bunch; and each bunch is picked up by mechanical fingers, taken over to be wrapped, and returned to the chain, without any human handling whatever. Here again machinery performs even more perfect work than is possible by human hands, and absolute cleanliness of the finished product is insured.

Humidors.—A marked feature in the manufacture of the product of this factory is the care that is taken to keep the cigars in the proper moist condition, which is done by storing them for a certain length of time in humidors. The humidor is a room of special construction, with brick floor and walls, in which the temperature and humidity are maintained at a desired degree. Cigars are liable to become too dry in the process of manufacture, hence, as soon as the wrapping has been done they are taken to the humidor, where they are drawn back to perfect packing conditions. From the humidor they are taken to the cigar packers, where they are carefully sorted according to color and packed in boxes of twenty-five, fifty, and one hundred. The packed boxes are placed in large presses, and left there over night. The next morning they are returned to the humidor, where they remain for a period of from three to six weeks, at the end of which time they are ready for shipment to the dealers.

BUSINESS CHANGES.

Ontario.

Canadian Castile Soap Co., Limited, Berlin, obtained charter.

Geo. Bailey, baker, Haileybury, has been succeeded by S. Stahl.

James Langskill, grocer, Toronto, has been succeeded by H. G. Doyle.

S. Barkoff, general merchant, Renfrew, has removed to Pembroke

Mrs. Beaudre, confectioner, Keewatin, Ont., has sold out to Mrs. Wadon.

J. J. Cracknell, grocer, Toronto, has been succeeded by Helen M. Butler.

S. W. Beswick, general merchant, Galetta, is selling out to J. A. Cameron.

M. C. Drew, general merchant, Barwick, Ont., has sold out to T. B. Wilson.

Jones & Clark, general merchants, Exeter, have sold out to Coward & Clark.

Davis & O'Connor, general merchants, Temagami, have been succeeded by J. Sands.

Reid & Co., general merchants, Hawkestone, Ont., have assigned to W. M. Harvey.

Lapier & Mayhew, general merchants, Earlton, Ont., has been succeeded by Thos. Briscoe.

McArthur & Ewing, wholesale produce and commission merchants, Toronto, have dissolved.

W. B. Crawford, general merchant, Ottawa, assets to be sold; Royal Trust Co. appointed curators.

Quebec.

Euclide Gagnon, grocer, Montreal, has compromised.

M. Gauvin, grocer, Ancienne Lorette, Que., deceased.

E. Gagnon, grocer, Montreal, offering compromise.

H. Boulay & Co., general merchants, Sayabec, demand of assignment.

Thomas Cote, general merchant, St. Hilarion, balance of assets sold.

J. H. Richer, general merchant, Notre Dame De La Paix, assets to be sold.

J. B. Legault & Co., grocers, Point Gatineau, Que., assets sold by bailiff.

C. H. Clark, general merchant, Waterville, Que., has sold out to C. C. Shaw.

F X. Nadon & Co., general merchants St. Agathe Des Monts, assets to be sold.

C. C. Shaw, general merchant, Avondale, N.S., is opening a branch at Waterville, Que.

Blaquiere & Arseneau, general merchants, Avignon, Que., V. E. Paradis, provisional guardian.

Adelard Laberge has registered under the style of A. Laberge & Co., hay and grain, Montreal.

J. B. Plourde, general merchant, Mount Carmel, has assigned; Alf. Lemieux, provisional guardian.

C. D. Fontaine has registered as manager of C. D. Fontaine & Co., general merchants, Wickham West.

Andre Guertin & Donis Guertin have registered under style of Guertin & Co., grocers, Montreal (Maisonneuve).

British Columbia.

W. Townsend, grocer, Vancouver, is advertising business for sale.

Manitoba, Alberta and Saskatchewan.

O. Couture & Co., grocers, St. Boniface, Man., have sold out to J. R. Cote.

H. F. Harmer & Co., Limited, general merchants, Qu'Appelle, Sask., incorporated.

McIntyre & Edwards, grocers, Regina, Sask., have been succeeded by S. W. Hunter.

Jacob Goldenberg, general merchant, Broomhill, Man., has assigned to C. H. Newton.

Wm. Dickson, general merchant, Holland, Man., has been succeeded by J. J. Pickard.

Campbell Bros., general merchants, Minnedosa, Man., have sold out to Calder & Co.

P. W. Martin, general merchant, Westbourne, Man., has removed to Gilbert Plains.

W. L. McInnis, (Est. of), general merchant, Strathclair, Man., stock sold to Manson & Son.

Smith & Shea, general merchants, Fielding, Sask., have been ucceeded by James McGregor.

J. C. Anderson, (Est. of), general merchant, Solsgirth, Man., stock sold to W. A. Manwaring.

Mrs. E. S. Lebedinsky, general merchant, Moose Jaw, Sask., has assigned to W. S. Willoughby.

TAKE YOUR DISCOUNTS.

Discounts are certain profits. Also, dealers who take their discounts are favored in many ways. This source of economy, which also insures prompter shipment of goods, is the beginning of success. In addition to making a good reputation, it enlarges your fortune and brings greater business opportunities. This custom is an index of business ability. Every business man desires prompt attention. Dealers who wish to get better service should form the discount habit and they will have their goods when requested, can have additional goods on short notice, and many other courtesies which are not valued in currency.

Every Business a Good Business

USE THIS CORNER STONE WHEN BUILDING UP YOUR BUSINESS

¶ Every business is a good business — how good depends upon how ingeniously effective and economic are the general business and office methods employed. "Office methods" is a broad term which includes accounting in a retail store.

¶ It all means that you must not blame your business for your troubles if you refuse to adopt modern methods—if you refuse to instal the Copeland-Chatterson Systems for Business.

¶ The Copeland-Chatterson System of accounting in a retail store consists of one active book, which does the work of a number of books intelligently, and without any undue effort on the part of the accountant.

¶ This one book is labelled "Monthly Account System," and stands in practice for just exactly what the label says. It is the only active book the merchant requires. He knows through it, at the first of each month, just where he stands, and his customers know just what they owe him.

¶ It 's labor-saving condensed and refined too, for one writing charges the goods and makes out the invoice. On any day selected, therefore, the statements can be promptly sent out to customers. Then you have recapitulation Sheets, Ledger Sheets and Purchase Sheets all indexed.

The Copeland-Chatterson Co. Limited

Devisers and Manufacturers of Systems for Business

Liverpool, London & Globe Building, - Montreal
141 Bannatyne Avenue, East, - - Winnipeg
14 Citizen Building, - - - - - Ottawa

Works Brampton, Ont.

General Offices Toronto

Maconochie's Sweet Pickles

Mixed and Gerkins

For two years we have been working to produce a perfect Sweet Pickle, our efforts have been crowned with success, the Pickle is now on the market—Ask your Jobber for it. The Combination :

Small Selected English Garden Vegetables
Pure and Mature Malt Vinegar
Pure High Grade Italian Honey

Your profit ? We have looked after that—just as handsome as the pickle is sweet.

Agents in Canada :

McLAREN IMPERIAL CHEESE CO., Ltd., Head Office, Toronto
For Ontario, Quebec and N.W.T.

J. HUNTER WHITE, St. John, N. B., ***For New Brunswick***
SEETON & MITCHELL, Halifax, ***For Nova Scotia***
MARTIN & ROBERTSON, Vancouver, ***For British Columbia***

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 2, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 20 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17	
In 10-box lots or case		0 16
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ¼ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" " in pepper boxes, according to size	0 02	0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins,"	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4⅛ doz. to case, per doz.	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ⅛'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoas, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 50	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 37
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
38 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

NO ARGUMENT IS NEEDED TO SELL

BRAID'S BEST COFFEE

A TRIAL POUND being placed with your customer, you can figure on that customer's Coffee Trade, which is something worth having when he uses a high-class article.

BRAID'S BEST is the mark of QUALITY

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Menthal "Pepsin' Gum, 40 5 cent pkgs. to the box	$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 25 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	2 10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06¾

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60	1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09	0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09¼
Tubs	0 09¼
Cases, 3-lb. tins	0 09¼
" 5-lb. "	0 09¼
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case or 1-lb. containing 60 packages per box, $3 60.
Case of ½-lb. (containing 120 pkgs.) per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

GOOD TRAVELLING

There may be no royal road to success, but a road can be built that may be travelled with royal ease. For many years such a highway has been in process of construction for the grocer, illustrated in the development and perfection of

WOOD'S COFFEES

The grocer of to-day profits by the high reputation and great popularity they have achieved. Do not forget that there is more money in pure, honest, high quality, uniform Coffees than in haphazard mixtures, however cheaply bought, however dearly sold.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

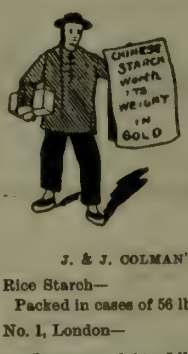
pkgs., cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½



OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.

Blue, white or assorted.

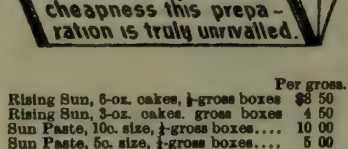
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

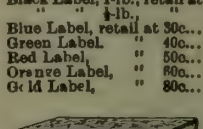
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

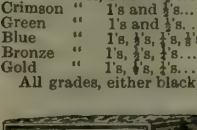
	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 29	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

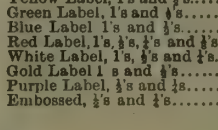
Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 23
Green Label. " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 56



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label, 1's and ½'s		0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 26
Japan, 1s	0 19	0 26

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 52½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

"Don't make the same mistake twice"

You may have bought Baking Soda which has not had color, quality or strength, and of which your customers have complained. This is likely to happen to any business man; but to continue buying the same quality that caused trouble is poor judgment.

You are always ABSOLUTELY sure of getting the best soda on earth when you order.

"COW BRAND"

DWIGHT'S
BAKING SODA

BAKING SODA

Every jobber in Canada sells it.

CHURCH & DWIGHT, LIMITED
Manufacturers
MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, - ONTARIO

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages: Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

COME IN AND SEE US

We would like every grocer visiting Toronto to make time to call and look through our Show-Rooms. We have made up several special lines to help "pay expenses" but apart from them want you to see just what goods we have.

Won't you try next time?

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

What About Your Requirements?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents:

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, AUGUST 10, 1906. NO. 32.

The sale of

Robinson's Patent Barley

will draw to your store the trade of every woman now running to the druggist for this healthy food—why not get her trade and make this profit yourself ?

If you have never handled it drop us a post card and we will mail you sample and tell you all about it.

Raised on it.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

As necessary as the grocers' scales!

Benson's "Prepared" Corn and
Edwardsburg "Silver Gloss" Starch

are called for by the consumer because they have been tried and proved THE BEST.

No matter from what town or city people move to any other town or city, it is *Edwardsburg Starches* they will ask for.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

Profitable Soap Lines Easy to Sell

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand ?

Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

The Master Mechanic's Extraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen, and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada.

It is a profitable line to handle.

It is one of the excellent soaps manufactured by

ALBERT SOAPS, LIMITED, MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S. SCUDDER M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

Hannah's Scotch Pickles

Are sound and crisp. They are preserved in genuine Malt vinegar ; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more ? (10, 16, 20, 30 and 40-ounce bottles.)

LOW PRICES

Quality Tells !

"Shell" Castile Soap

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—7 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

"SHELL BRAND"
(LA COQUILLE)

ARTHUR P. TIPPET & CO., Agents
8 Place Royale, Montreal
20½ Front St. East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOS, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

J. H. MAIDEN
425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

OLD HOMESTEAD CANNED GOODS
Picton, Ont.
W. H. MILLMAN & SONS
Western Agents
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

A sure, easy and satisfactory way to make money

Sell

RETURNED
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Cat Book No. 59
Page No. 87
easy

½-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers

—WE GUARANTEE EVERY TIN—

THE EBY, BLAIN CO., LIMITED Coffee Importers— **TORONTO**

AN IMPORTANT LINE

Blue Ribbon Tea

THE PUBLIC SAY : "THERE IS MERIT IN IT."
THE TRADE SAY : "THERE IS MONEY IN IT."

YES : GOOD MONEY IN IT.

SAMPLES and PRICES on APPLICATION.

BLUE RIBBON TEA CO., Limited

12 Front Street East, TORONTO.

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK
This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO. TORONTO, CAN.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"
(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

CHINESE Starch
The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.
OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.
The top is walnut, the front and sides oak.
Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.
Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

GET A REPORT ON THEM

Ask any of your friends in the trade how they found their customers satisfied with the

OLD HOMESTEAD BRAND CANNED GOODS

Every one of them who has given this popular brand a trial in his store will tell you it was **the best seller he ever had in stock.**

The strong point about the Old Homestead Canned Fruits and Vegetables is their fine flavor. No other canned goods on the market begin to equal the delightful flavor of Old Homestead goods.

Partly the soil on which they are grown, partly the proximity of the fields to our factory, partly the light and cleanliness everywhere manifest about our premises, partly the experience and care of our processor—contribute to make Old Homestead Brand what it is, the Standard of Canned Goods Excellence in Canada.

If you have never sold Old Homestead Brand you are missing a good thing. Make a trial. Make it now. Ask your jobber or write us direct.

The Old Homestead Canning Co.

Picton, - Ontario

TEAS COFFEES SPICES

Arriving ex Str. "Athenian," from Yokohama

50 H/chests Condor I Star Japan, fine brown leaf, choice liquor - - - - - - - at **25c.**
7 H/chests Siftings Condor 29 - - - - at **8½c.**
24 " Dust " 39 - - - - at **7½c.**

Arriving ex Str. "Shinamo Maru," from Yokohama

56 H/chests Condor V Japan - - - - - at **25c.**

Arriving ex Str. "Empress of Japan"

116 H/chests Condor Japan XX - - - - at **18c.**
25 x 40-lb. Boxes Condor Japan II - - - - at **37½c.**
25 x 80-lb. H/chests Condor V - - - - at **25c.**
6 H/chests Condor No. 29 Siftings - - - - at **8½c.**

Arriving ex Str. "Bucrania," from Colombo

50 x 25-lb. Boxes Ceylon Black Pekoe, S. - - - at **13½c.**
25 x 25-lb. " " " " - - - - at **16c.**
25 x 50-lb. H/chests Ceylon Green Hyson I, natural - at **17½c.**
27 x 40-lbs. Boxes Ceylon Green Pinleaf Gunpowder - at **22½c.**

ASK FOR SAMPLES. IT PAYS.

COFFEES. For leaders try

Condor Blend Coffee - - **30c.**
Old Crow Blend Coffee - - **25c.**
EMD Blend Coffee - - - **35c.**

Three Grades. One Quality—the Best for the Money. **Freight paid on 50-lb. Trial Orders.**

The E. D. MARCEAU CO.

LIMITED

MONTREAL

From "The Times," Niagara-on-the-Lake, July 27th, 1906.

An Industry of Which Niagara is Proud

The Delhi Canning Company an Example of Modern Cleanliness

Upon invitation of the management of the Delhi Canning Co., (Branch No. 13, of the Canadian Canners, Limited) THE MAYOR, COUNCIL AND OTHER LEADING CITIZENS INCLUDING THE REPORTER OF THIS PAPER PAID THEM A VISIT ON Wednesday, and although they were not expecting us until later in the week we found everything in spick and span condition. PLEASED COMMENTS BEING HEARD ON EVERY SIDE AT THE CLEAN CONDITIONS PREVAILING EVERYWHERE THE MANAGEMENT STATING THAT THEY INTEND TO LIVE UP TO THEIR MOTTO OF QUALITY AND CLEANLINESS, NO MATTER, WHAT THE COST.

We found about 50 women working on beans and raspberries AND A CLEANER LOOKING LOT ONE WOULD NOT WISH TO SEE, the forewomen stating that she was enforcing the Rules laid down to her by the management which were that every woman must be clean and tidy about her person, this they were greatly aided in doing by being provided with small towels which they had attached to their belts, they were stringing the beans and taking out any little particles that were left among the raspberries by the pickers, after this they were never touched by human hands, the rest being done by modern machinery, even being filled into the cans by what the Canners term a "Rocker," nothing but fresh clean water being used. HAVING A HEALTH INSPECTOR ALONG WITH US THE NEXT THING WE EXAMINED WAS THE SANITARY CONDITIONS AND FOUND EVERYTHING IN THIS CONNECTION ALL RIGHT THE SEWERAGE AND DRAINAGE BEING FIRST CLASS, HAVING A GOOD WATER PRESSURE.

The foreman stated that they washed their floors, etc., down twice a day, and as the floors slant to the centre and are connected with the sewer they were able to keep the factory clean with very little trouble. The toilet arrangement for both men and women were found to be also first-class, in fact, as good as you would find in a modern house. We next went back to watch the machinery AND COULD NOT HELP BUT NOTICE HOW THE MODERN MACHINERY AIDS IN PUTTING UP GOODS CLEAN. The beans after being strung by the women were put in perforated pails and blanched by boiling water then taken out and dipped into clean cold water, they are next Rocked into the Cans by MACHINERY. ALSO TINNED, CAPPED, COOKED AND COOLED BY MACHINERY, IN FACT THE MANAGEMENT STATED THAT MOST ALL THEIR GOODS WERE NOW PUT UP BY MACHINERY THOSE THAT WERE HANDLED BY HANDS, BEING THOROUGHLY CLEANSED BY STEAM BEFORE GOING INTO THE CANS. Just as we were leaving our ATTENTION WAS CALLED TO A LOAD OF BEANS AND RASPBERRIES WHICH HAD JUST BEEN BROUGHT IN AND IT WAS EASILY SEEN THAT THE QUALITY WAS FIRST CLASS, EVEN BETTER THAN WE WERE ABLE TO PROCURE FOR OUR OWN TABLE. WE WERE THEN CALLED INTO THE OFFICE WHERE SAMPLES WERE OPENED AND THE REMARK WAS MADE BY SEVERAL THAT THEY WERE AS NICE AS THEIR OWN WIVES PUT UP. After leaving the factory THE TOPIC OF CONVERSATION WAS THAT IF ALL THE CANNING PLANTS WERE LIKE THIS AND THE PUBLIC WOULD PAY THEM A VISIT THERE WOULD BE VERY LITTLE PREJUDICE AGAINST CANNED GOODS.

The remarks as above are equally applicable to each of our **THIRTY FACTORIES.** In ordering Canned Goods it will pay you to stick to brands as follows, viz : **"CANADA FIRST," "AUTO," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "KENT," "LYNN-VALLEY," "MAPLE LEAF," "LION," "GRAND RIVER," "WHITE ROSE,"** etc.

"QUALITY and **CLEANLINESS,"** our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

CANADA'S PRIDE

SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

HANDLING PAYING GOODS

Every retailer should aim to sell goods that will pay him.

PATERSON'S WORCESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME,
AGENTS, MONTREAL.

STILL MORE HARD-PAN EVIDENCE

The total exportation of Japan Teas to Canada during the past season (according to shippers' statistics) amounted to only 3,700,000 pounds. The Government returns are not out yet, so we cannot vouch for these figures.

A short time ago the importation of Japan Teas into Canada was considerably over 10,000,000 pounds. In the meantime, the consumption of Tea has greatly increased. But, since the introduction of "SALADA" Ceylon Green Teas, Japans are rapidly disappearing, which is as we prophesied when we introduced them five years ago.

"SALADA" Ceylon Green Teas are sold in Sealed packets only.
Same form, style and prices, as the Famous Black Teas of "SALADA" Brand.

When You Please CUSTOMERS

it means great advertising for your store.

GILLETT'S CREAM TARTAR

IS ABSOLUTELY PURE AND IS SURE TO PLEASE YOUR CUSTOMERS.

PUT UP IN

¼-lb., ½-lb. and 1-lb. and 5-lb. pkgs.

10-lb. wooden boxes
35-lb. wooden pails
100-lb. kegs
360-lb. barrels

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

DRINK DRINK DRINK

and yet more of it

That's the cry of everyone these scalding summer days. Favorites in the running are :—

Lytle's Lime Juice
Lytle's Lime Juice Cordial
Lytle's Raspberry Vinegar

Progressive grocers keep well stocked

The T. A. Lytle Co. Limited
TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, –

We wish to impress upon you the fact that **Winnipeg** and **Calgary** are the largest commercial centres in **The Great West.** We are in daily touch with all the wholesale grocers at the following points: Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), and Edmonton (2). We have large and commodious premises at Winnipeg and Calgary and are doing one of the largest brokerage businesses in this territory. We sell exclusively on commission and handle all lines sold by the wholesale grocers from A to Z.

If you are not represented in this territory we will be pleased to have you communicate with us; we secure business for a large number of the leading Canadian and United States houses and we can do the same for you.

If you wish to have your goods pushed among the wholesale grocery trade, write us, forwarding samples and prices.

We store in **Winnipeg** and **Calgary** all classes of goods and distribute cars at a moderate rate.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal or Mill Feed, write us for c.i.f. prices any port.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Think of Perfection, then think of as near to Perfection as human hands will ever get—then you have

"RIVERDALE BRAND"

Lessons from the failures of others were before us when we launched The Lakeside Canning Company.

One of the most important lessons was the essentialness of a never-go-wrong sanitary system. **That, we think, we have got.**

Another lesson was the essentialness of using pure spring water for all syrups. **That we rigidly do.**

Another lesson was the essentialness of having the very, very latest machinery. **That we have got.**

Don't wonder at Riverdale Brand superiority. Just acknowledge it and remember it

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the sate side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. **That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best

Profit satisfactory

Business increasing

You can't wish for more.

All jobbers.

SYNONYMS OF EXCELLENCE

REINDEER | **JERSEY**

Sweetened

Unsweetened

Every user of Milk and Cream knows and appreciates these reliable brands.

Every store-keeper gets more than a good profit when he sells these brands.

Satisfied customers and increased business result.

TRURO CONDENSED MILK CO.

TRURO, N. S.

If you judge teas on their merits, that is looking to genuine cup quality, purity, fragrance, healthfulness, you will find

JAPAN TEAS

always your safest buying—Japan Teas cannot be imitated, equalled nor excelled—They stand absolutely in a class by themselves knowing this don't buy anything claimed to be "just as good"—

WRITE THE

Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
LIME JUICE
FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
SWEET CIDER
BANANA CIDER,
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

Stop to Think

JUST A MOMENT

You Sell

Matches

Do you make as much money on them as you would if you sold OUR MAKE?

You don't know our brands, do you?

Write for Price List.

A post card (1c.) will bring prompt reply.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market— and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

We want to increase the Coffee end of your business.

Let us co-operate with you for awhile and see what happens.

Chase & Sanborn

The Importers, - MONTREAL

SOMETHING NEW!

FIRST Canadian Sardines in ***KEY OPENING CAN***

Golden Rule Brand have it

GET PRICES FOR NEW PACK.

If you can't buy from your Jobber write us direct. *PROMPT SHIPMENT.*

J. W. WINDSOR, - MONTREAL

SELLING AGENTS FOR CANADA

SPANISH ONIONS (in Crates)

RAISINS (Valencia and Sultana)

CURRANTS

(also Cleaned, in Half-Cases and 1-lb. Cartons)

For Import—
We represent only Reliable Shippers.

THOS. BELL, SONS & CO.,

MONTREAL

FIRM ESTABLISHED 1750

Purnell's
Pure Malt Vinegar

Brewed from the Finest Grown English Malt,
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.

Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. Gorham & Co. - - HALIFAX, N.S.
R. Jardine, - - - - ST. JOHN, N.B
F. Hanzard, - - CHARLOTTETOWN, P.E.I.
A. J. Hughes, - 1493 Notre Dame Stree , MONTREAL
J. Westren, - - 630 Ontario Street TORONTO
Bickle & Greening - - - HAMILTON, ONT.
J. Carman, - - - - - WINNIPEG, MAN.
C. E. Jarvis & Co., - - - VANCOUVER, B.C.

Successfully Making Stove Polish

For forty years we have been successfully making stove polish that pleases the housekeeper. It is natural that we should know what they want and how to make it right. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish please the housekeeper and sell themselves without talk and bring the customer back for more. These are the stove polishes that it pays you to handle, with a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

24

Delicious Dessert for

10 Cents

GREIG'S WHITE SWAN RENNET TABLETS

Each making one pint Junket. 24 in a tube.
To retail at 10 cents.

JUST THE THING FOR WARM WEATHER

3 DOZ. TUBES IN A DISPLAY TRAY.

The Robert Greig Co., Limited
WHITE SWAN MILLS
TORONTO

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works
MONTREAL

TRAVELLERS' HOLIDAYS

Orders entrusted to us during the travellers' holidays (Aug. 4th to 18th) will have our usual prompt and careful attention. Write, or phone or wire at our expense. Your orders will be appreciated.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

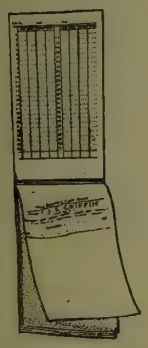
If You Want To Have $'S
YOU MUST HAVE SYSTEM

The Crain Monthly Account System is the recognized system for the retail trade. No retail shop is complete without it. It saves time. It saves money. It saves worry. Accounts are always ready to render. We are at your service and would be pleased to give you further information. Write us.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

TORONTO	MONTREAL	WINNIPEG
18 Toronto Street.	74 Alliance Bldg.	Sylvester-Willison Bldg.



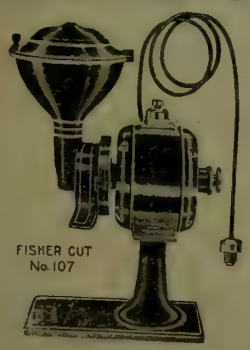
COUNTER CHECK BOOKS

"GET THE BEST"

—SAMPLES ON APPLICATION TO—

The Carter-Crume Company, Limited
TORONTO, ONT.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

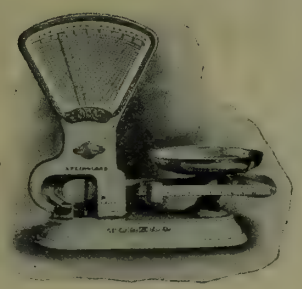
Quaker Canned Goods

There has been considerable discussion lately over canned goods, almost entirely over meats, but intentionally or unintentionally, canned fruits and vegetables have to a slight extent crept into the discussion. The highest authority in the United States on pure food, Professor Wiley, places canned vegetables as more healthy than the fresh vegetables usually sold on the market ; and it is easy to understand why such should be the case. Now, we have just finished packing peas, and the process is perfection itself as far as purity and a fresh article is concerned, and the same system and results apply to about all canned vegetables and fruits, but we will take peas as an illustration—and remember, it is Quaker peas, we are talking about. Whether it is one, two or a five-acre field doesn't matter, the results are the same. This year we had 550 acres under contract with the farmers, and all within a radius of three miles of the factory. Now, we had three men on the road constantly, almost night and day, watching daily every acre of these peas, and when they were just at the right age for canning ordering the farmers to cut and draw. As soon as the farmers are instructed they enter the fields, with mowing machines rapidly cut the peas down, vines, pods and all, when they are loaded on to wagons and conveyed to the factory where they are immediately, vines, pods, and all, threshed by what are known as "viners," but which are simply threshing machines built purposely for threshing green peas. After being threshed they are carried forward automatically by conveyors through various machines, blanchers, washers, filling machines, cappers, right into process or cooking kettles, where they remain for nearly an hour under a pressure of 240 degrees of heat, or over 30 degrees higher than boiling water. This intense heat kills every germ and prevents any possibility of any particle of life being retained in the cans.

It frequently happens that in two hours after the peas are growing green in the fields they are in cans, and our aim in any event is to have them in cans the same day they are cut in the fields. Now compare this with the fresh or more generally stale peas you buy on the market. Every housewife knows that the podded peas you buy on the market are frequently of the stale variety, often forty-eight hours old before they are cooked and the flavor largely evaported, and with the slight cooking they receive there is always the danger of germs or other imperfections that is not possible in canned goods after the scientific processing and cooking they receive.

The Packers of Quaker Canned Goods

TOLEDO COMPUTING SCALES



Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be deemed as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

A Strong Combination in Cheese

The Standard Computing Cheese Cutter

The most accurate and complete Computing Cheese Cutter made, giving money values and weights at the same time.

The Standard Cheese Cabinet

A Cabinet of the highest quality in every detail.

WRITE FOR FOLDER AND SPECIAL PRICE

THE WALKER BIN & STORE FIXTURE CO., Limited
BERLIN, CANADA.

Western Agents: E. H. BRIGGS CO., Ltd., Winnipeg

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

During the travellers' holidays we invite you to

WRITE, WIRE OR PHONE

At our expense

All orders shipped same day as received

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's

"Edinburgh"

Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

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WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

68 McGILL ST., MONTREAL

We control the sale of

"CANADA'S PRIDE" CANNED GOODS

FOR MONTREAL

The Best in the Dominion.

Tartan BRAND

SIGN OF PURITY

"For the next two weeks, while our travellers are on their holidays we are at your service. Your mail orders will be appreciated, but if the mail is too slow,

phone at our expense No. 596

and reverse the check. Will give orders our best attention."

Special quotations during holidays

Long Distance Phone 596 **BALFOUR, SMYE & CO.** HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

Thank you

for your courtesy during the week. Our "order department" is at your service the coming one by ***mail, phone*** or ***wire.***

LUCAS, STEELE & BRISTOL
SELLING AGENTS
HAMILTON, - ONT.

"QUEEN BRAND PEAS"
Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SWEET WRINKLE and SIFTED JUNE GOLD LABEL FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"ANTITIS PEPPER"
The New Pepper
Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

PRIDE——VICTORY

We take pride in making

NICHOLSON'S MINCE MEAT

We take satisfaction in seeing its victory

The White Olive of Profit is yours

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

There you are!

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

TRAVELLER'S VACATION

Commencing on August 4th and continuing until August 18th our Ontario men will be on their summer vacation.

While they are away the retail grocer will be compelled to supply his trade, and will want to keep up his stock.

To assist, we are making especial arrangements for handling intelligently and promptly all business of this nature.

Our telephones are 1265—422—1816 Call us up for quotations and if in need of goods, at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

WHOLESALE GROCERS

STRAIGHT POINTERS ON CANNED GOODS

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

OTTAWA GROCERS' OUTING

A Record Attendance and a Very Enjoy able Time at Arnprior on Monday—Interesting Programme of Sports—Music by the Guards' Band.

Monday was Civic Holiday at the capital and the Ottawa Retail Grocers' Association celebrated by holding their annual excursion and picnic to Arnprior.

They were all out — the Ottawa retail grocers, their families, and their friends. The "all" covers a lot, as it means a united and well organized and active body of busimen, men who leaving the cares and worries of business behind them, recked not whether sugar went up or down 10c., or worried about the short pack of tomatoes and other goods. They were out to enjoy themselves and it goes on record that they did. Despite the heavy drawback of the heavy Barnum & Bailey's circus counter attraction,—and what will worry the heads of families more than the importunities of the chil-

F. W. FORDE, President.

dren around circus time—despite the baseball and other local sports scheduled for the city amusements— despite all these handicaps, the grocers turned out some 1,000 strong, and entraining at the G.T.R. depot, hied themselves to Arnprior.

There in McLaughlin's Grove—without a doubt the most ideal picnic ground and grove in the land—they disported themselves in the happiest manner. There were three trains from Ottawa and these were loaded to the trucks with happy passengers. The citizens of the lumber town on the Madawaska swelled the crowd in the afternoon by several thousand more, and altogether when The Grocer sized up the crowd, no less than three thousand people were on the grounds. There was nothing to mar the day. The weather, which had looked threatening in the morning, cleared up and though it was warm it was an ideal picnic day. The participants entered into the various sports and games with the greatest interest and enjoyment. It is a credit to the committees and management that every event on the programme was run off on schedule time—a feature often missing from similar sports. In this respect the Ottawa retail grocers can lay claim to uniqueness. Every event on the long programme was set down for a certain time and finished without delay. With one exception this was the case this year, the baseball match between Arnprior and the Ottawa Columbia team, which was scheduled for 10.30 did not come off on account of the non-appearance on the grounds of the Arnprior team. The silver cup naturally was awarded to the Ottawa team, which played an exhibition game with a pick-up team in order to satisfy the visitors.

All of the features were interesting, among the most being the great Comfort Soap race, in which thirty-six married and marriageable young ladies participated. The winner of the race was proud of her gold watch and the winner of this event will win a prize worth striving for. The dancing booth was well patronized and demonstrated that the young ladies of Ottawa are in the first rank in stepping the light fantastic.

The band of the Governor-General's Foot Guards furnished a splendid programme of music under one of the grand old pine trees that adorn the grove.

The refreshment booths, of which there were three, supplied the hungry and thirsty visitors with the necessaries. A number of the larger hotels down town, such as the Campbell House and the McPhee House, also catered to the hungry ones.

The committee of sports and attractions, of which A. G Johnson was chairman, consisted of E. Lamoreaux, T. W. Collins, C. McLean and E. Scannell, and all these gentlemen worked like the proverbial beaver to have things run off quickly and in order. D. Halliday and his megaphone were a great force in getting the crowds into line for the races and H. Moffatt and his lonely little pistol sent 'em off on the crack. Fred W. Forde, president; Herb. Booth, vice-president, and Veteran H. C. Ellis, secretary of the Grocers' Association were here, there and everywhere with help, advice and hard work. It is no wonder with an executive of this calibre that everything went off in a manner that would put many a professional event to shame.

The city travelers as well as country salesmen were on hand helping to make things pleasant. Among those noticed were Gerald Fitzgerald and John Hawkin, of the F. J. Castle Co.; Robt. Kennedy, of Forbes Bros., Montreal; J. Walker and H. Gamble, of the Weston Co, Toronto; John J Casey, of the Empire Tobacco Co., Montreal; W. J. Corby, of Corby & Foulkes, Ottawa; M. McCann, of E. E. Plain & Co., Ottawa; R. B. White, of J. G. White & Co., Ottawa; F. D. Cockburn, manager Montreal branch Comfort Soap Co., and Thos. Scott, the pleasant-faced Comfort Soap salesman in the Ottawa Valley.

Treasurer C. J. Provost was a busy man at the gate, and Mr. Davidson and Hunter Scott were able and willing lieutenants. Among the other active workers were noticed Mr. Warnock, George Shouldis, president of the Bakers' Association, who is always hand and glove with the grocers and a prime favorite and worker. "Say Corby," of Corby & Foulkes, was a striking figure and seemingly popular, judged by the frequent greetings he received.

The games were finished promptly on schedule time and the return journey to Ottawa made at 6.35 and 7.15, the latter being the special. "A perfect day, a happy time and a contented return" sums up the Ottawa retail grocers' annual picnic. The Grocer is indebted to

H. C. ELLIS, Secretary.

the committee for the invitation to join them and their friends in the pleasant event, and wishes them as good and, if possible, a better time in 1907.

List of Sports.

The prize winners in the sports were as follows:

Girls' race, 12 years and under, 100 yds., open—Clara Ashfield, Annie Howe and Gladys Lewis.

Boys' race, 12 years and under, 100 yards, open—H. Ashfield, W. Lewis and R. Duncan.

Boys' boot and stocking race, 100 yds., open—H. Evoy, A. Corle and Clarke Woods.

Boys' race, 12 to 16 years, 100 yards, open—Dan Sullivan, H. Ashfield, and Clarke Woods.

Grocery drivers' race, 100 yards—Fred Dougal, N. Cardinal and E. Cote.

Hop, step and jump, open—Barney Quinn, H. Howard and A. Ingraham.

Lady employes' race, 100 yards—Miss Erwin, Miss Plaunt and Miss Atkinson

One hundred yards dash, open— E. Williams, H. Howard and B. Quinn.

Young ladies' race, 75 yards, open—Clara Ashfield, Dora Bratton and Annie Howe.

Half mile race, open—E. Williams, A. Ingraham and R. Girouard

Comfort Soap race, 100 yards— Dora Bratton, Miss O'Connell, Mrs. J. W. Lewis, Mrs. J. W. Davis, Gertie Ingraham and Miss O'Hara.

Three-legged race, 100 yards, open—B. Quinn and A. Williams, J. Elliott and H. Ashfield.

Fat men's race, 100 yards, open, 200 lbs. and over—B. Quinn, E. Lintell and C. McLean.

Quoit match, open—T. J. O'Neill, W. Woods, T. Wheeler.

Pole vaulting—H. Howard, G. Houlahan, A. Ingraham.

Waltzing competition—M. Shea, Ottawa, and Miss Sadie Mullen, Hintonburg, first; H. Cooke and Ollie Carriere, Ottawa, second.

Grocery clerk's race, 100 yards—Ray Halliday, J. Larkin and R. Meekin.

Committee men's race, 100 yards—P. Lameraux and T Collins.

Merchants' race, 150 yards—J. Vaughan, T. Collins and E. Lameraux.

Commercial travelers' race, 150 yards—J. Walker and J. J. Casey.

Married ladies' race, 100 yards, open—Mrs. J. W. Davis, Mrs. J. W. Lewis and Mrs. Ingraham.

Sack race, 75 yards, open—B. Heron, H. Fawcett and E. Cote.

In the tug-of-war between the grocery clerks and the drivers the latter were victorious.

List of Donors.

Following is a list of those who donated prizes: W. M. Lowney Co., Montreal; Balfour & McLaren, Hamilton; Chas. Gurd & Co., Montreal; Christie, Brown & Co., Toronto; The Ozo Co., Montreal; Pure Gold Mfg. Co., Toronto; The N. K. Fairbank Co., Montreal; Lever Bros., Toronto; Walter Baker & Co., Montreal; Sultana Mfg. Co., Montreal; The Canadian Shredded Wheat Co., Toronto; James Pyles & Sons, New York; Queen City Oil Co., Ottawa; Ogilvie Flour Mills Co., Montreal; Chase & Sanborn, Montreal; Verret, Stewart & Co., Montreal; J. D. McGregor, Ottawa; C. E. Plain & Co., Ottawa; James Ashfield, Ottawa; St. Lawrence Sugar Refinery, Montreal; C. H. Cochrane & Co., Ottawa; Lerner & Moyneur, Ottawa; Ottawa Cold Stores, Ottawa; A. Huckles & Co., Ottawa; Clark Mfg. Co., Ottawa; J. M. Lavoie Co., Ottawa; Mooney Biscuit & Candy Co., Ottawa; Robertson Bros., Ottawa; Comfort Soap Co., Toronto; R. Irvine, Ottawa; The MacLean Publishing Co., Montreal and Toronto; D. Stewart Robertson & Son, Ottawa; Joseph O'Mara, Palmerston; St. Lawrence Starch Co., Port Credit: The Cowan Co., Toronto; The Robt. Grieg Co., Toronto; The McCormick Mfg. Co., London; United Factories, Toronto; Henri Jonas & Co., Montreal; E. W. Gillet Co., Toronto; Church & Dwight, Montreal; Fels & Co., Philadelphia; Bovril, Montreal; Marriott & Acres, Ottawa; American Tobacco Co., Montreal; H. J. Heinz Co., Pittsburg; W. H. Dunn, Montreal; H. N. Bate & Sons, Ottawa; the Fleischman Co., Montreal; J. Freedman, Ottawa; J. G. Whyte & Son, Ottawa; Provost & Allard, Ottawa; The Lake of the Woods Milling Co., Ottawa; A. Eugene Landriau, Ottawa; D. S. Perrin, Ottawa; Weston Biscuit Co., Ottawa; Snowden, Forbes & Co., Montreal; F. J. Castle Co., Ottawa; Mrs. A. E. Slinn, Ottawa.

'TWAS THE CLERKS' DAY OFF

Guelph Association Hold Their Annual Excursion and Picnic to Berlin and Enjoy a Very Pleasant Outing—a Record Attendance.

The Guelph, Ont., Clerks' and Salesmen's Association hold an annual excursion and picnic to Berlin. The event this year took place on Thursday, July 26 and with fair weather and every detail satisfactorily carried out, was unanimously agreed to be the best ever. The attendance numbered 850, also a record, and no accident marred the day's enjoyment.

The principal entertainment for the afternoon was the programme of sports held before the grand stand in Victoria Park. R. S. Cull and J. J. Roberts acted as starters, and J. P. Downey, M.P.P., Fred Hendley and G. O. Phillip were judges. All the events were contested in a fine spirit.

What the Athletes Won.

The winners and prizes were:

Potato race—1st prize, umbrella, value $4, donated by Thornton & Douglas, H. King; 2nd prize, half dozen ties, value $3, donated by E. & S. Currie, Toronto, R. Robinson; 3rd prize, pipe, value $2.50, donated by McHugh Bros., C. Barber.

Ladies' 50-yard race—1st prize, 5 lbs. Almara tea, donated by H. P. Eckhardt Co., Lyndon Hooper; 2nd prize, two boxes chocolate, value $2, donated by Bean & Westlake, L. Steele; 3rd prize, 1 tin lard, value $1.25, donated by J. & A. McHardy, L. Ritchie.

100 yards boys' race—1st prize, $2.50, by W. R. Brock & Co., Toronto, Smith; 2nd prize, $1.50, by W. R. Brock & Co., Toronto, W. Watson; 3rd prize, $1, by W. R. Brock & Co., Toronto, W. Howe

Quick on the Needle.

Ladies' needle-threading race—1st prize, opera glasses, value $6, donated by Hugh Guthrie, M.P., Miss L. Steele and Mr. C. Peer; 2nd prize, chateline bag, value $3, donated by R. S. Cull, Miss L. Ritchie and C Worthington; 3rd prize, parasol, value $2.50, donated by D. E. Macdonald & Bros., Miss F. McCullough and Mr. O. Warner.

100 yards open—1st prize, $3, by J. J. Roberts, L. Watt; 2nd prize, $1.50, by J. C. Roberts, L. Hood; 3rd prize, 50 cents, by J. J. Roberts, J. Brohman.

Donkey race—1st prize, 4 shirts, value $6, donated by Williams, Greene & Rome, E. Carter and C. Henderson; 2nd prize, 2 shirts, value $3, donated by Williams, Greene & Rome, C. Barber and O. Warner; 2nd prize, 4 lbs. coffee, value $2, donated by Todhunter & Mitchell, A. Webb and T. Wilson.

Cigarette race — 1st prize, umbrella, value $5, donated by J. P. Downey, M.P.P., Miss R. Ridler and Mr. F. Ireland; 2nd prize, jardiner, value $3, donated by J. A. McCrea & Son, Miss O. Northmore and Mr. A. Northmore; 3rd prize, box cigars, value $2.50, donated by J. Tilk, Miss A. Northmore and Mr. C. Henderson.

100 yards, for clerks only—1st prize, $5, donated by Christie, Brown & Co., R. Robinson; 2nd prize $3, by Christie, Brown & Co., W. Hood; 3rd prize $2, by Christie, Brown & Co., H. King.

On Their Hands.

Wheelbarrow race—1st prize, 100 lbs. flour, value $3, donated by the James Goldie Co., A. Webb and T. Wilson; 2nd prize, one dozen handkerchiefs, value $2.50, donated by Caulfield, Burns & Gibson, W. Hood and W. Sheridan; 3rd prize, 3 lbs. baking powder, value $1.50, C. Henderson and J. Philpots.

Backward race—1st prize, 1-2 dozen ties, donated by E. & S. Currie, H. King; 2nd prize, 12 boxes jelly powder, two bottles Sheriff's extract, W. Sheridan; 3rd prize, 10 shines, donated by A. Simpson, C. Barber.

Employers' race— 1st prize, lamp, value $5, donated by Gowans, Kent & Co., L. Watt; 2nd prize, box cigars, value $3, donated by Canada Paint Co., C. Worthington; 3rd prize, 5 lbs. Red Rose tea, value $2, donated by Red Rose Tea Co., W. Sheridan, R. O'Connor.

Ladies' tea race (run 50 yards, pick up packages of tea and keep all you gather up; tea donated by Red Rose Tea Co.— Maggie McLean, Lyndon Hooper, Grace Hewert, Olive Northmore.

100 yards, clerks only— 1st prize, toilet set, value $5, donated by C. C. Smye, Hamilton, R. Robinson; 2nd prize, 5 lbs. tea, value $3, donated by Balfour & Co., Hamilton, G. Hefferman; 3rd prize, side of bacon, value $2, donated by Mathews Packing Co., Brantford, W. Colson; 4, A. Northmore.

100 yards dash, grocery clerks only—1st prize, toilet set, value $5.50, donated by Kerry Gow, Hamilton, W. Hood; 2nd prize, two tins of coffee, donated by Todhunter & Mitchell, A. Northmore;

3rd prize. 3 bottles Heinz pickles, value $1.50, donated by J. A. McCrea & Son, John Oakes.

A Prize Dancer.

After supper dancing in the pavilion was the order of the evening and Blanchfield's orchestra furnished excellent music. A prize for the best lady dancer, given by G O. Phillips, proprietor of the Walper House, Berlin, went to Miss Eliza O'Connor. The return train left at 11.30 p.m. and all got home safely, tired but happy.

FIXING FREIGHT RATES.

Some time ago the Wm. Davies Co., Toronto, applied to the Railway Commission to have the freight rate on pork products from Toronto to Montreal reduced from 19c. per cwt. to the old rate, 16½c. The board have ordered a maximum rate of 18c. including terminal charges. The order provides that it shall not be compulsory on the railway companies to reduce the rate below 18 cents per cwt. as a consequence of any reduction because of competition below the normal rate of 30 cents per cwt. on similar products from Chicago to New York.

This is to be the basis for rates from other Ontario points to Montreal as follows: Peterboro, 17 cents; Hamilton and Brantford, 18 cents; Aylmer, Ingersoll, London and Stratford, 19 cents; Petrolia, Palmerston, Harriston and Collingwood, 20½ cents.

Commissioner Dr. Mills dissented from the order in the matter of restriction.

ONTARIO APPLE CROP.

Mr. Carey, Government fruit inspector, stated yesterday that the apple crop east of Toronto will be a very light one this season and that it will be light also in the Georgian Bay district where, he says, apple cultivation is going back on account of the scab that is affecting the apples in that neighborhood. He stated that east of Toronto the farmers are putting in 100 trees to one that is going in west of Toronto. He instanced one place, a mile and a half from Newcastle, where the farmers have planted continuous fields of apple trees.

PERSONAL AND TRADE NOTES.

M. C. Nicholl, Cobourg, Ont., was in Toronto this week.

Ed. McDowell, Oshawa, called on the trade in Toronto this week.

John T. Joyce, grocer, Owen Sound, is away on a month's holidays.

H. P. Long, of Little & Long, Orono, Ont., was in Toronto last week on business.

J. W. Shire, commercial traveler, Owen Sound, is spending a few days in Toronto.

D. Robinson, Tara, Ont., was in Toronto last week calling on the wholesale trade.

Geo. Sanderson and F. Omrod, of John Sloan & Co., will holiday together in the north.

F. W. Forde, Ottawa, has returned from a three weeks trip to Banff and the Rockies. An enjoyable time was spent by him. Mrs. Forde remained west for a few weeks longer.

Capt. Jas. Adams, of Davidson & Hay, is visiting friends in Buffalo, Cleveland and Detroit.

J. B. McRae, of T. Kinnear & Co., will spend his holiday at home with his family in Galt.

L. J. McConky, Bradford, Ont., is taking a trip west to see the country and visit relatives.

R. C. Blackburn, of Davidson & Hay, is spending his holidays at Breezes Island, Stoney Lake.

S. E. Qua, of Davidson & Hay, is visiting friends in Buffalo and Detroit during his holidays.

A. Hill, of Davidson & Hay, is taking advantage of the holidays to be home at Guelph for a fortnight.

Mr. Burk and daughter, Dundas, Ont., returned home last week after an extended holiday trip.

A. D. Leslie, of Davidson & Hay, is enjoying the high altitude of Lake Simcoe at Roache's Point.

Woodley Musson, of Geo. Musson & Co., tea importers, is spending a few weeks vacation in Rochester, N.Y.

F. M. Tait, of John Sloan & Co., is spending the two weeks holidays with his family at Fern Lake, Muskoka.

Robert Keys, of T. Kinnear & Co., is putting in his holidays very enjoyably with his family at Southampton, Ont.

R. Pratt, of the Red Rose tea Ontario selling staff, is spending with his family a three weeks vacation at his old home Wolfville, N.S.

J. W. Elliott, grocer, Coldwater, who was burned out last week, is getting temporary premises ready and is about ready to do business again.

Allan Deans, of Galt, spent Sunday and Monday with friends in Berlin and Stratford. Berlin is included just to keep the inquisitive guessing.

Jack Canning, head salesman for Deans & Walker, Galt, is spending this week at Goderich and Stratford, taking part in two old boys' reunions.

Miss E. Lillian Stephenson, demonstrator for Red Rose tea, returned Saturday from a three weeks health-getting sojourn at Jackson's Point, Ont.

Jason S. Creed, of Montreal, Canadian agent for Lipton Limited, was in Winnipeg last week on business and called at the office of The Canadian Grocer.

J. W. Boesbery, of the Eby, Blain Co. has gone with Mrs. Boesbery to Detroit and Chicago and will spend a week of the holidays at Waukesha Springs, Wis.

H. Brett, Phil Brown and W. H. Maxwell, travelers for John Sloan & Co., are spending their holidays at the Thousand Islands and on the lower St. Lawrence.

C. Newman, of Davidson & Hay, is occupying his holiday adding a new coat of decoration to his Summer house at the Beach, Toronto. Here's power to his elbow.

John B. Campbell, of Campbell & Pinkerton, Pinkerton, Ont., is now dividing his time between business and Southampton, with its fishing, boating, bathing and good company.

W. B. Smith, of Davidson & Hay, is in the garden of Eden. That is what he calls the Niagara fruit district and he thinks it is the original or a good copy of it, at any rate will be when they grow figs there.

W. L. MacKenzie, of the grocery brokerage firm of W. L. MacKenzie & Co., Winnipeg, went east late in July on a month's vacation. Mr. MacKenzie will visit in Toronto, Montreal and Halifax before his return.

Some of the travelers between Toronto and Owen Sound struck hard luck last week with civic holidays. They found nothing doing in Orangeville Monday, Owen Sound Wednesday and Dundalk, Flesherton and Markdale on Friday.

B. Trudel, manager of the tea department of L. Chaput, Fils & Cie., Montreal, is enjoying a few weeks vacation at St. Tite, P.Q., where Mr. Trudel and friends own a lovely lake and outing grounds.

The citizens of Ayr, Ont., are arranging a grand picnic for August 15 to celebrate the opening of a new village park recently purchased by the municipal council. Prominently associated with the celebration are C. K. Morton, J. G. Watson, D. McCool and oth?r merchants.

J. B. Poirier, of Montreal, was in Winnipeg last week in the interests of the Beach Calculating Machine Co. Mr. Poirier was a prominent Retail Grocers' Clerks' Association man in Montreal and although now in another line of business still takes a keen interest in association work and in The Canadian Grocer.

Geo. H. Campbell, Toronto manager for Red Rose tea, is spending a few weeks with his family at Long Branch, Ont. Despite the fact that every day finds him at business during the usual hours, he is taking on a fine copy of a Muskoka tan. Geo. E. Taylor, of the same company, is also at Long Branch.

Dr. Pearson, medical health officer, of Brantford, Ont., has reported to the board of health that preservatives are being used in fresh meat in that city. For some time he has been secretly conducting tests and has found that sulphur, sulphurous nitrate and borax have been used, as well as starchy matter, presumably an adulterant.

John Haydon, of John Sloan & Co., spent the week end at Chautauqua Park, Niagara-on-the-Lake, where his friend, C. Kloepfer, Berlin, has a cottage this Summer. Mr. Haydon attended the Mount Forest Old Boys' home-coming celebration and will spend a few days at Kingston and Belleville and down the St. Lawrence.

Fred Rose has joined the Toronto traveling staff of Red Rose tea. He is well known to the grocery trade and the similarity of his name and that of his tea strikes them at once as something in the manner of a pun. When they hand it to him, as most of them do, without any diffidence or needless delay his answer is ready, "I'm thinking of dropping the F." He'll soon be known to the trade as Red Rose. He has taken the place of Geo. E. Taylor, who has undertaken some special advertising work.

W. Collins, one of Perkins, Ince & Co.'s Toronto travelers, has returned from two weeks holidays in Algonquin Park. He says that's the paradise of all kinds of outdoor holidaying, God's own country, the last resort of nature and nature lovers. Wood, lake and stream are as the ages have left them. Of his piscatorial feats Mr. Collins would not talk, not because there were none to talk about, but, as he said, "Fishing! Why, if I told you about it you wouldn't believe it, so what's the use?" So delighted was Mr. Collins with his sojourn in the wilds that he talks of organizing a large company of travelers to go camping in the Algonquin next Summer.

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McLaren's, W. D., Montreal.

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
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Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

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Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

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Balfour & Co., Hamilton.
Battle Creek Health Food Co., Battle Creek, Mich.
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Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol. Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin

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Goodwillie's—Rose & Laflamme, Montreal
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Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
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Kyle & Hooper, Toronto.
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Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
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Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
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Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

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Capstan Mfg. Co, Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
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Holbrook & Co., London, Eng.
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Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

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Nickel Plate Polish Co., Chicago.
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Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
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PACKING OF PEACHES.

If the grocer who usually supplies a prominent Toronto financier with peaches could have seen him Saturday on the Niagara Wharf buying half a dozen baskets of 50-cent early clingstones at a dollar a basket because the top layers were large and he thought they were Crawfords, he would have regarded it as a huge joke. It illustrates the unsatisfactory basis of the fruit trade in Ontario. The millionaire had a perfect right to buy them and to cart them home. The probability is he blames the grower and will buy his next peaches at the grocer's.

That is but one instance. A workingman with his wife and family was standing at a fruit stall in Toronto. They were on their way to Island Park for an afternoon out and husband and wife were debating whether or not to buy a basket of early peaches. They were 35 cents.

"We can't afford it," said the little woman.

"Oh, its only 35 cents and we don't go often. You can can what are left to-night. I'll help you," replied the good-natured man.

They got the peaches and got on the boat and the children danced around anticipating a treat. It was agreed they might have two each. The wife took out one, it was green; another and it was green and in a minute or two they knew they had been gulled.

That kind of thing hurts trade and until a more systematic basis is established for the fruit trade of Ontario there will continue a good deal of dissatisfaction and ill will. There is no reason why dealers should not buy Ontario peaches with the same sense of security they buy oranges or any other kind of California fruit. They ask for a certain size at a certain price and get it. One Niagara Grower has installed a grader and is sending to market under his own name two sizes of peaches and guarantees the fruit uniform in size. The grocers want his fruit. His neighbors want to borrow his machine. He is a pioneer in introducing business and system into the fruit trade. What a boon it would be to the grocery trade if peaches were packed of a uniform size throughout the package and they could be ordered according to size. The consumer would gain, too, and first-class peaches would be less expensive because they would not then as now have to make up the losses caused by poor and unsystematic methods. Of course, the remedy is in the grocer's hands, but if the grocers had a strong provincial organization they could do much to accelerate the movement.

NEWFOUNDLAND'S TRADE LOOMING.

The Governor-General's visit to Newfoundland with the rumored intention of preparing the way for the admission of the Ancient Colony into the Canadian Confederation is encouraging to the hopes of that increasing member of Canadians who actively desire to see the island, politically as well as geographically, a part of the Dominion. Commercially, the ties of common interest are being strengthened. The American consul at St. John's has submitted a report designed to bestir American manufacturers to take a greater interest in Newfoundland. He says:

"During the past decade Newfoundland's imports have grown from $5,986,861 to $10,279,293, while its exports have risen from $6,638,187 to $10,669,342, an expansion of the total trade from $12,625,044 to $21,148,635. During these ten years the imports from Britain have increased from $1,975,754 to $2,654,908, those from Canada from $2,231,641 to $4,105,569, and those from the United States from $1,973,721 to $2,750,114. In the year before last imports from the United States had reached their high-water mark of $2,991,022, and those from Canada $3,423,225; but it will be observed that the former have declined nearly $250,000, while the latter have increased almost $700,000.

"An analysis of the trade returns of the colony show that in the great majority of instances the import of commodities from Canada had increased at the expense of the United States, a fact attributable in part to the friction arising out of the fishery dispute between Newfoundland and the United States.

"There is need for vigorous action by American manufacturers if they would hold this growing and profitable market. The prosperity of the island is so staple and its trade conducted on such conservative lines that insolvencies are rare and its chief commercial concerns enjoy a high rating with credit agencies. The financial standing of the colony is such that its treasury reports a surplus of $134,000 for the last fiscal year, making the sixth successive surplus in as many years, out of which the Government has set aside a cash reserve of $450,000 and employed the remainder in adding to the appropriation for public services. The revenues, which are almost altogether obtained from customs duties on imports, have grown in amount in each succeeding year, despite the removal of taxation from fishing, farming, and mining requisites and from flour, molasses, and kerosene oil, staple necessaries of the masses of the people."

BACK TO INDOLENCE.

A good story is told of one of Toronto's wealthy young men. Some years ago, through the death of his father-in-law, he came into a position of affluence. He immediately threw up the position he occupied as clerk and spent his days in indolence except when participating in military functions or performing military duties.

A year or two ago he got tired of his life of indolence and decided to go to work again as of old. He went into a general store in Lindsay and worked as a clerk, even at times sweeping out the store.

This went on for six months without his having drawn a cent of pay. At the end of the six months his desire for the old indolent life mastered him and he decided to return to it. He announced the fact to his employer and suggested that he and the latter toss up as to whether he should be paid double the amount that was owing him or nothing. His employer accepted and won, so that he worked six months without a cent of pay.

EDUCATION FOR GROCERS.

Thirty years ago or a little more a gentleman now prominent in the wholesale grocery trade came to Canada from Great Britain, a young man and a thoroughly trained grocer. When he tried to get a position as a grocery clerk he was laughed to scorn. For two years he turned his hand to any kind of labor he could get, then by the good offices of a friend he was given a chance in a retail grocery at a mere apology for a salary. He knew a chance was all he needed. He quickly made good and in a few years was so indispensable that his employer not feeling able to further increase his wages made him a partner rather than lose him. That was 30 years ago; to-day Canadian grocers and provision dealers are sending to the Old Country for clerks.

The Grocery World, an American journal, under the caption "The Quality of Grocery Clerks," says:

"When one notes the calibre of some of the grocery clerks that offer themselves as competent help, the old-fashioned apprentice system acquires a value which makes one wonder that it was ever abandoned. Under the apprentice system a boy was bound to his employer for a term of years and became actually a part of his household. He was there not for the wages he received—for as an apprentice he received little or none—but to learn the business.

"And he did learn it in a way that not one modern clerk out of one hundred does. In England the apprentice system was used with retail clerks to a much greater extent than it has ever been used here, and the result is that English grocery clerks know much more about the technique of the grocery business than American clerks do. This is not altogether the fault of our clerks, but of the system under which they pretend to learn their business."

The system in Canada is as inefficient as across the line and it is high time some other mode of training was adopted. The Toronto Technical School is about to inaugurate another method if the grocery trade will evince sufficient interest to make the attempt appear worth while. Before arranging a course of lectures by experts, Principal Dr. Packenham wants to be assured of an attendance of thirty or forty.

The need for technical education in the grocery trade is past question. Everyone who will attend the course of lectures should drop a post card to Dr. Packenham, principal of the technical school, Toronto, and tell him so.

SHOO FLY!

This is fly time.

How many grocers can say, "There are no flies on my business?"

There's nothing much more discouraging to the eye and the appetite than a numerous company of flies in familiar association with food stuffs.

You can find houses with scarcely a fly in them; but they're clean and nothing is left lying about for the flies to feed upon.

There are stores without flies, too. The writer was in one this very day. It was a big store where an enormous business is done. But it was clean. Spilled sugar, molasses, tea, dried fruits and meal were not left to be tramped into the floor. Boxes were not stacked about in a way to make cleaning tedious and annoying.

The trick is to prevent flies, not catch them. If the flies are bad take the fly pad cure, but first clean up and make the place as uninviting for the flies as possible. No time spent keeping a grocery clean is wasted. If a grocer intends staying in the business a clean shop is his most valuable asset and will return usurer's interest on the value of the time spent on it.

CANADA'S COFFEE.

The prospect of higher prices for coffee, due to the paternal care of the Brazil planters by the Government expressed in the Valorization Act, will not cause Canadians much anxiety because they are not a coffee-drinking people. Yet it is interesting to note that during the decade from 1895 to 1905 Canada's consumption of coffee as measured by the imports more than doubled, increasing from 3,256,000 lbs. to 6,652,000 lbs. of green and from $27,000 worth to $93,000 worth of roasted beans, substitutes and chicory. While the quantity of the green coffee imported doubled, the value increased only from $594,000 to $641,000. There are two obvious factors to account for the increase in coffee consumption, the increase in population and influx of American farmers into the Northwest, and the increase in the number of American tourists and Summer boarders. Then it is likely also that Canadians are consuming more coffee per capita than formerly.

The valorization scheme is a plan to obviate the necessity for the planters, large and small, rushing the crop upon the market so precipitately as to cause a decline, and to fix the rate of exchange. In Brazil the currency is in such bad shape that the rate of exchange fluctuates violently.

A few years ago the Greek Government came to the aid of the vine growers when the country was on the verge of ruin through the over-production of currants. A company was chartered with certain privileges in regard to spirituous liquors on condition that it took all the currants offering at a certain fixed price. Thus far the plan has worked well. The Brazil experiment will be watched with interest.

Considerably more than half the coffee we use comes from Brazil; $304,000 worth came direct in 1905, $124,000 from the States, $120,000 from Great Britain, $135,000 from Arabia, $71,000 from Central American states, $18,000 from Hawaii, $22,000 from Mexico, $40,000 from Venezuela and small quantities from a dozen other sections of the globe.

EDITORIAL NOTE

D. H. Ross, Canadian commercial agent at Melbourne, Australia, states in a recent report to the Department of Trade and Commerce: "All Australian fruit landed at British Columbia ports should be subjected to most careful scrutiny by the authorities so that the Queensland fruit fly will not be introduced to Canada." British Columbia growers are pretty much alive to the necessity for keeping out foreign bugs in order to keep their orchards clean. But the suggestion is probably timely. Last year a beginning was made importing fruit from Australia. The total received aggregated in value over $6,000.

THE BEAN CROP.

The impression prevails at present that the bean crop of Essex and Kent counties, Ontario, will be a good average. But as about 50 per cent of the Canadian crop is usually exported the market is determined abroad. Reports of foreign crops and requirement are as yet very meagre.

THE REPORTER HAD IT FIRST.

In a recent issue of a Hamilton paper it was stated that R. T. Steele and R. A. Lucas would retire from the firm of Lucas, Steele & Bristol at the end of the year and start a new wholesale grocery business. Mr. Steele was asked by The Grocer yesterday if the statement knew about it was when we saw it in the paper. Have made no plans at all."

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—

Fish—Revised.

Canned goods—New prices in some lines.

Montreal, August 9, 1906.

Trade in grocery lines continues very good. Jobbers report a goodly number of fair sized orders arriving. These are easily filled and shipped on good time as stocks are quite adequate in all lines now in request. Some new prices have been issued on canned goods and these have been of interest to the trade. Peas are quoted considerably higher, which is not surprising when it is considered the low prices asked lately. Salmon lists are also out. An advance in sugar is expected any day. A very strong market rules. Japan teas are strong. Advices from Yokohama state that there will be some third crop teas, but that high prices will be demanded. This fact will not keep down trade, since it is very hard to obtain anything in Japans. Indians and Ceylons are held firmly. Spot stocks of currants are light. The new crop is subject to more or less discussion in the trade at the moment. It is thought that prices will be on the same basis as last year, or nearly so. Molasses is quiet, as is also syrups. Coffee does not present any new feature this week, while the spice situation remains unchanged. Evaporated apples are almost out of the market. Reports received from the bean growing district are favorable, and it is thought the crop will be a satisfactory one.

Collections are fair to good.

CANNED GOODS — For the season very good business is passing in canned goods. Interest at present is centred upon the new prices which have been given out. Salmon prices were the first to be issued, while later prices on peas, beans, and several lines of fruits were given out. Peas are considerably higher this year than they were last. In some instances 15c. to 20c. advance has occurred. This is not surprising to a great degree, because prices last year were low. Raspberries are quoted at a higher figure, as are also cherries. Gooseberries are on the same basis as last year.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" so'id pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 [illegible]	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 67½	0 65
2's, early June (No. 3)	0 75	0 72½
2's, sweet wrinked (No. 2)	0 87½	0 85
2's, extra fine sifted (No. 1)	1 27½	1 25
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—A very strong market rules at present. The trade anticipates an advance at any moment. Demand has kept up wonderfully well, and much satisfaction exists in the trade over the amount of business being turned over.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 70

TEA—Japan teas are strong. Reports from Japan state that there will be some third crop teas after all, but prices will be high. This news does not surprise the trade, as they have been experiencing high prices for all Japans. Very few lots of the medium and lower grades are coming forward, all shipments being bought up before arrival, full market prices being paid in every instance. Medium grade Indians and Ceylons are firmly held. Common and low grade Indian and Ceylon blacks are being offered at very good figures at present. The values offering are worthy of thought, considering the general upward tendency of the market.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingauey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 23
" " pinhead	0 28	0 32

COFFEE—The coffee market remains featureless. Reports from primary markets do not state anything of more than passing interest. Locally trade is on the quiet side.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SYRUPS AND MOLASSES—Molasses do not present a new feature this week. Business is rather quiet as is usual at this season. Syrups are also practically uncalled for.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 02½
" ¼-bbls.	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

FOREIGN DRIED FRUITS—Currants are light on spot at present, and are likely to be for some little time as it is still too early for new crop. As is known, the Privileged Currant Company have obtained further concessions from the Greek Government. It is thought in consequence that the market will be

pretty firmly held throughout the year. At present it does not look as though there would be anything like a big advance, probabilities pointing more to an opening on about the same basis as last year. Tarragona almonds have again advanced, and dealers are now asking 14½c. to 15c. Short stocks held, and the reports abroad to the effect that the crops will be smaller than last year must be held accountable for the continued advances in this line. Higher prices for Fall are likely to materialize. Walnuts have again advanced and 13½c. to 14c. now rules. Shelled almonds are quoted at 26½c. Filberts are unchanged, while Brazils are again higher. Valencia raisins are practically unchanged.

Valencia Raisins—	
Fine off-stalk, per lb	0 05
Selected, per lb	0 05½
Layers, "	0 05½
Dates—	
Dates, Hallowees, per lb	0 04 0 04½
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
"Excelsior Window Clusters,"	4 50
" " " ½s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs	0 08½ 0 09
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08 0 08½
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06½ 0 07
" " cleaned	0 06½
" " in 1-lb. cartons	0 07
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES—There has been no change in the situation since last week. Trade is not very brisk, but some fair orders have been received and shipped during the past few days.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

RICE AND TAPIOCA—In this market conditions remain unchanged. Tapioca is still scarce, no stocks being obtainable. Further reports from plantations but confirm what has already been said, that rubber planting is largely occupying the planters, and that tapioca is being neglected as a consequence.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 08

EVAPORATED APPLES—Evaporated apples are almost an unknown quantity. Few dealers can boast of having any stock at all. Under the circumstances it is hardly necessary to quote 15c. to 16c. as ruling prices.

MAPLE PRODUCTS—Business is very quiet, as is usual at this time of year. The market in consequence is unchanged.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 07 0 08

HONEY—More or less trade is being carried on in honey. Quotations remain unchanged. Comb has not declined any, and from present indications it is not likely that there will be any drop, since it is said that honey will not be any too plentiful.

White clover comb honey	0 14½ 0 15
White clover, extracted tins	0 08
Buckwheat	0 06 0 06½

BEANS—Trade is quiet at present. Reports from bean growing centres state that crops are growing nicely and that conditions continue quite satisfactory.

Choice prime beans	1 55 1 60
Lower grades	1 50 1 55

ONTARIO MARKETS.

Fluctuations.

New Canned goods prices.
New salmon prices issued.

August 9, 1906.

The grocery trade continues active and a good general business is passing. The travelers are all on holidays but the

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 9, 1906.

BUTTER—Situation practically unchanged.

CHEESE—Little more export inquiry noticeable. No change in prices.

EGGS—Eggs arriving continue poor quality. Prices about steady.

PROVISIONS—Good demand for smoked meats continues. Dressed hogs advancing. Now quoted $11.00 per 100 pounds.

houses report a gratifying number of mail orders. A new list of canned goods prices have come out this week and are about as expected. The salmon is about 75c. a case higher than a year ago, but above the already advanced prices on Fraser River sockeye, the new schedule makes an advance of only 5c. Peas are dearer than last year. The fine sugar market continues but the talked-of advance has not appeared. Otherwise, there have been no price changes to note this week

CANNED GOODS—Prices have come out on cherries, currants, gooseberries, lawtonberries, raspberries and beans. and are corrected in the subjoined schedule. Salmon prices also have been made known. One pound talls of Fraser River sockeye are quoted at $1.80; flats at $1.95 and 1-2 pound flats at $1.20. Northern River fish are 5c. a dozen less. Prices have not yet been made on cohoes, humpbacks and pinks, but they will be about half a dollar a case higher than last year. The price on Spring fish is not yet issued.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal		3 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, standard		5 00
2's, black, H.S.	1 90	1 87½
Gals., black, standard		5 50
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S.	2 15	2 12½
Gals., standard		6 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)		1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 87½	1 85
Gals., standard		5 50
" solid pack		8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard		5 25
" solid pack		8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard		6 25
Gals. " solid pack		9 00

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian		2 75
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	
Beans—		
Fancy brands	1 25	
2's, golden wax	0 85	0 82½
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50

1's Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 30	1 27½
Sweet wrinkle	0 95	0 87½
Early June	0 77½	0 75
2's, standard	0 67½	0 60
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 75
½-lb. " "	....	1 20
Northern River Sockeyes	....	1 65
Cohoes, per doz	....	....
Humpbacks, "	....	....
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—The expected advance in sugars in Canada cannot be much longer delayed unless the market abroad is to be entirely disregarded. New York prices have advanced again and are now 50c. above Canadian quotations. Dealers here are wondering why the price does not advance. At the end of last week Willett & Gray, New York, reviewing the situation in raws, stated:

"A marked improvement has taken place both in sugar conditions and in prices during the week under review, just at the time when it was to be supposed by many that the improvement in the raw sugar market, which has been going on for so long a time, would be nearing its completion, the market has taken on a new lease of life showing its vigor and strength in the phenomenal rising tone and tendency. The prevailing conditions now point directly to a further and sharper rise than any we have yet had in both raw and refined sugars. The prevailing facts now influencing the market are that the United States has drawn more largely than usual upon the Cuban supplies ignoring those of Java which have gone to other markets. Our Java cable of shipments is not yet in, but from what is known of the movement of the Java crop, through other cables, it is quite possible that up to the present time, some 200,000 tons less sugar has been shipped to the United States than last year. This leaves a minus in supplies of 200,000 tons from that source for arrival here.

"The drawing upon the Cuba crop leaves that market something like 100,000 tons minus supplies for the immediate future. When it is considered also, that there is nothing approximating these minuses, to be had in Europe, but beet sugar, under No. 16 D.S., suitable for the American market, and that European holders are advancing their general supply of beets, quite as rapidly as we advance, it will be readily seen that a more or less important crisis is coming in the matter of continued supplies of raw sugars in the United States to meet the largely increased consumption demand now going on in the country.

Paris lumps, in 50-lb. boxes	....	4 93
" in 100-lb. "	....	4 [illegible]
St. Lawrence granulated, barrels	....	4 28
Redpath's granulated	....	4 28
Acadia granulated	....	4 23
Berlin granulated	....	4 18
Phoenix	....	4 28
Bright coffee	....	4 08
Bright yellow	....	4 13
No. 3 yellow	....	4 13
No. 2 "	....	3 98
No. 1 "	....	3 88
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUPS AND MOLASSES— Not much business is doing and quotations are unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02½
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " " "	....	5 60
Qts. " "	....	6 00

COFFEE—"The new Brazil Valorization Law," says Willett & Gray, of New York. "will now be applied, and enough is known of its provisions to justify the belief that it is easy of application and may have a great influence on coffee values. As its name implies, the law is intended to valorize coffee in Brazil, the object being to ameliorate conditions for the planter by practically financing coffee which might be forced for sale at a loss to the producer. The money needed to operate the law is virtually secured, and close attention will be given to next developments. Confidence in the effect of the law is shown by the higher level of values already established in Rio and Santos, where prices are far above the parity of New York. This, so far, is only a partial anticipation of the extra export tax that will be imposed to compensate for the expenses of operating the new law.

"It is in order to consider coffee on its own merits, apart from valorization. Consuming markets are obliged to buy in Brazil on a large scale, and Brazil now is in a position to dictate values. There is a good inquiry, and if some hesitation is shown to act freely at the higher level at the moment, it is quite evident the new situation will be accepted, and already the force of necessity has resulted in a good trade at the advance. The July movement in Santos was finally up to expectations, and, moreover, it indicates that strong interterests are making efforts to get as much coffee as possible within their own control for the advantages of valorization.

"The strong elements of the present position can be fully relied upon to sustain the coffee markets at a higher level during the ensuing active trading period, but the greatest interest attaches to the development of crop prospects for next season as every possible accident would appear to be favorable to the coffee markets and especially Brazil. It is this contingency of itself that should encourage every coffee merchant to keep his stock up.

"Prices are pretty firm at 8 7-8c. for Rio 7s; 9 5-8c. for Santos 3s. Firm offers from Brazil are above the parity here to quite some extent, but the trade is evidently ready to go on at the advance.

"The two leading brands of package coffee have both advanced 1 cent per pound since our last report."

TEA—A very good local trade is moving and Ceylon greens are slightly higher. The latest mail advices from London state: "The new crop is arriving in fair quantities, though buyers are gradually becoming more numerous, and with a fairly general demand the tone continues to show improvement. Bidding has again been active for good and fine kinds, and as a result, quotations are taking a still wider range—more in accordance with intrinsic values." Commoner grades of Ceylon were rather lower.

DRIED FRUITS—Until the new crops come on this market will remain very bare. A few sorting up lines of prunes were recently brought on from Chicago, 40-50's and 90-100's. A mail advice from London states that very high prices

have been asked for new crop Valencias, but no business was reported.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s,50-lb boxes	0 07	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	... 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Peaches—			
Californian evaporated, " "			0 14 0 17
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 07½		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 06 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—Quotations are unchanged.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 28 0 30
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—Quotations are unchanged.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85

RICE AND TAPIOCA—Fair business is reported in these lines and prices are unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03½
Rangoon	0 03½ 0 03½
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 06½
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07
" double goat	0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

HIDES AND WOOL—The wool situation is unchanged. There is plenty of it in the country. The feeling here is that those who have already sold are the wise ones and that lower prices will prevail. With hides the situation is somewhat similar. There are plenty coming in but offerings on the other hand are not very numerous.

Hides, inspected, steers, No. 1	0 12½
" " No. 2	0 11½
" " cows, No. 1	0 12½
" " No. 2	0 11
Country hides, flat, per lb., cured	0 11½
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Sheep skins	1 65 1 85
Pelts	0 55
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb	0 05 0 05½
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 16 0 18
" washed fleece	0 26 0 27

N. B. MARKETS

St. John, N.B., Aug. 6, 1906.

Some report rather quiet business, but in the great majority of cases dealers are well satisfied. The feature of the week has been the advance in canned corn and tomatoes. In sugar, dealers still live in expectation. Exhibition continues a matter of interest. Work on the Winter port improvements and extensions is being rapidly pushed forward. Tourist business is at its height and the travelers are finding splendid weather. We have many beautiful side trips, particularly by water.

In rice, prices are rather higher. Spice in general very firm. Ginger and cloves high. Nutmegs are still low. Cream of tartar firmer.

OIL—In burning oil, Fall business largely booked. Spot sales begin to show improvement. Prices are firmer. Paint oils rather quiet. Turpentine is still high. Lubricating oils good steady business requiring active attention. Cod oil in fair receipt. Prices unchanged.

SALT—Sales of Liverpool coarse salt have been large. Trade now begins somewhat to fall off. There are good stocks. Prices are well maintained. In fine salt, Canadian has the chief dairy demand.

CANNED GOODS—Corn has become a factor in the market. The canners are short and local stocks, except in one or two cases, light. Prices have been advanced 7 1-2c. Tomatoes have been again advanced 10c. Canners, much to the dissatisfaction of the trade, have not yet made a price on peas. Gallon apples very scarce and higher. Salmon firm at the higher prices. Meats unchanged. New oysters are quoted. In domestic fish, sardines are likely to be a light pack. There has been a good pack of haddies. Kippered herring are now being packed.

GREEN FRUIT— In apples, prices lower and improved stock received. Oranges keep high; some Jamaicas offered. Lemons are high. Bananas a very large business. In peaches fine Georgia stock being received. These and Californias both high. Pears about as usual. Plums unchanged. Melons and Delaware grapes in good supply. Berries about done.

DRIED FRUIT—Spot seeded raisins rather higher. Bulk fruit in light demand. Prunes are scarce. In future seeded, prices unchanged. New Valencias not generally quoted, prices will rule quite high. Currants are quoted rather higher this year. Future prunes are low. It is expected package prunes will sell largely this Fall. Apricots and peaches out of sight. Dates, figs and peels are all firmly held. There are no evaporated apples. Some Valencia raisins now here; prices rather low.

SUGAR—While market is very firm there is no change, but it is daily expected. Full stocks are held and steady sales.

MOLASSES—Just at present sales are quiet. Some Barbadoes continue to arrive. Quite full stocks held. In Porto Rico molasses stocks are light.

FISH—Salmon season is past. It has been a good one, fair prices and large catch. A few Fall shad are now seen; nice fish. In dry cod market seems at the moment rather firmer. It looks like another season of high prices. Pollock unchanged. Little business in boneless fish at this season. Pickled herring continue high: smoked, dull.

FLOUR, FEED AND MEAL—Flour continues rather weak, particularly Ontarios, which are quoted well below Manitobas. The question is can Manitobas hold at present price. Feed is scarce. Oats, while fairly high have shown a marked decline. Oatmeal unchanged. Beans are dull. Barley very little sale.

NOVA SCOTIA MARKETS

Halifax, N.S., August 7, 1906.

The local markets are now well supplied with small fruits, such as raspberries, gooseberries, blueberries, red and white currants, cherries, etc. Local grown small vegetables are also plentiful, and new potatoes are coming in quite freely. The weather during the past week has been very backward throughout the province, rain and fog being almost continuous, and the farmer has been greatly hampered in his operations, particularly the hay-makers. There is a very heavy demand for sugar, the price of which remains the same. The advance looked for by the trade has not yet gone into effect. Pork is a very scarce article on this market. It is hard to obtain good pork at any price. Dealers also find much difficulty in securing choice hams for their customers. Beef is easier, a drop of from 50 cents to one dollar being recorded.

Jobbers are now looking forward to the arrival of the first of the new pack of canned goods. Peas and strawberries should be along very shortly. Prices on the season's pack have not yet been made, the jobbers anxiously awaiting the quotation on peas. Currants are very firm and the stocks low. The new crop quotations will be announced shortly. Valencia raisins are about cleaned up on this market.

BUTTER—There is a slight falling off in the receipts of butter, due principally to the farmers being busy hay-making. The trade in butter, generally speaking, is a little on the dull side. Jobbers have good stocks on hand. Good fresh small tubs can be bought for 19 and 20 cents. Creamery solids are quoted at 22c. to 23c., and creamery prints at 23c.

EGGS—There is a fair demand for eggs, and good fresh stock is scarce, Nova Scotia particularly so. P. E. Island eggs are in good supply. There is a general complaint regarding the quality of some of the eggs marketed, some of them being far from fresh. It is thought that condition is brought about by the excessive warm weather.

POULTRY AND LAMB—Poultry is scarce and the quality poor at present. Chickens are in good demand, but they are small and the price is high, from 75c. to $1 per pair being asked. There

is said to be lots of chickens in the country but the farmers are not marketing them. Lamb promises to remain high throughout the season. The local demand is good, but the supply is limited. Lamb is quoted at 12c. wholesale and 15c. retail, which price is almost prohibitive to the ordinary consumer.

FISH—The fish markets are now attracting considerable attention and the fishermen at the present time are reaping a harvest. Mackerel have jumped in price, and the fishermen are now receiving 8½c. for the large fish as soon as they are taken from the nets. There is keen competition among the buyers, though there are still thousands of fish in cold storage. Salt mackerel are also in very heavy demand, and large shipments are being made to the American markets. A Halifax merchant recently made a shipment of 500 barrels of salt mackerel to a grocery firm in Detroit. Fresh cod is very scarce at present. Some recent catches by local bankers sold at two cents per pound. Pollock are in abundance, and are fetching 90c. per 100 pounds. The demand for pollock is light. Haddock are also very scarce.

SUGAR IMPORTATIONS — The steamer Volage from the West Indes has just landed 5,987 bags of sugar here, and the steamer Meninon, also from the West Indies, is now landing 23,179 packages of sugar and 827 packages of molasses.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 9, 1906.)

MARKET NOTES—

New prices October salmon.

Coffee advancing.

Sultana raisins advanced ¾c. per lb.

California raisins—Prices announced for November delivery.

Prunes—October delivery prices announced.

Evaporated apples—October delivery prices announced.

Cheese—Advanced ½c. to 1c. per lb.

Lard—Advanced ¼c. per lb.

Cured meats—General advance.

A number of important price changes will be noted in the market notes above and in the detailed reports which appear below under the various headings. General business is exceptionally active for the season of the year when the trade are accustomed to wait until the crop is assured before purchasing. Reports continue to be favorable and another prosperous year is confidently expected.

CANNED GOODS—New prices have been announced this week for October-November shipment of British Columbia salmon. As the catch is light quotations are considerably in advance of those of last year. "Clover Leaf" quotations have not yet been announced. We quote :

FRUITS.

	Group No. 1.	Groups No 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases per case	3 48	3 43
black " "	3 83	3 78
Gooseberries—		
new " "	4 08	03
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 01
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 63	3 58
black (new) "	3 53	3 48
Strawberries "	4 28	4 23
gallon, per doz		6 80

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 63	1 58
(No. 3) 2's "	1 78	1 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz.	3 08	3 13
3's "	4 04	4 09
gallon, per doz.		11 10
Asparagus per doz.		2 89
Tomatoes—		
All groups, per case		3 00

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 50
(Prices are for delivery in October-November)	
Lobsters (new), ½-lb. flats, per case	16 00
" " " per doz.	2 15
" " ¾-lb. flats, per case	10 50
" " " per doz	2 70
" " 1-lb. talls, per case	14 75
" " " per doz.	3 90

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey "	3 25
" chicken (Aylmer), per doz	3 30
" (Delhi), "	3 20
" turkey (Aylmer)	3 30
" (Delhi)	3 20
" duck (Aylmer)	3 30
" (Delhi)	3 20
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf (Libbey's), ½ lb., per doz.	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunchtongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65

SUGAR—Prices continue as follows :

Montreal granulated, in bbls.	4 85
" " in sacks	4 80
" yellow, in bbls.	4 45
" " in sacks	4 40
Wallaceburg, in bbls.	4 75
" " in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls.	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls.	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls.	5 55
" " in ½-bbls.	5 65
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES — Prices are steady. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bets., each	2 25

COFFEE—The coffee market is very firm, Rios having advanced in Rio from ½c. to ¾c. per lb. Local prices have not yet advanced in sympathy, but may be expected to do so at almost any time. We quote :

Whole green Rio, per lb.	0 10½ 0 11
" roasted " per lb.	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

JAM AND MARMALADE—

Upton's jam in pails, per pail	0 51
" homemade jam, raspberry and strawberry, in 1-lb. glass jars, per doz.	2 00
Upton's homemade jam, assorted (including raspberry and strawberry), 1-lb jars, per doz.	1 90
Upton's assorted homemade jam, not including raspberry and strawberry, 1-lb. jars, per doz.	1 80
Upton's marmalade, per doz	1 60

MATCHES—Prices are held firmly at the recent advance. We quote :

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS — New apricots are now on the market and are selling fairly well considering the unusually high price. Sultana raisins have been sharply advanced and new quotations will be found below. Prices have also been announced this week on November delivery California seeded raisins. Prunes are very scarce and it will be the middle of October before the new crop is available locally. Prices for October delivery will be noted below. We quote :

Sultana raisins, bulk, per lb	0 07½
" cleaned, "	0 08½
" 1 lb pkgs "	0 10
Table raisins, Connoisseur clusters per case	2 50
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

(Above prices for California raisins and are for present delivery from old stock.)

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 07
" " " 3 "	0 07½
" " " 4 "	0 07½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages per package	0 09½
Prunes 100-120 per lb.	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½

Prunes, October delivery.

Prunes 100-120 per lb		0 04
" 90-100 "		0 05½
" 8 -90 "		0 05¾
" 70-80 "		0 06½
" 60-70 "		0 06¾
" 50-60 "		0 07½
" 40-50 "		0 07¾
Currants, uncleaned, loose pack, per lb		0 06½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06¾
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07½
" Vostizzas, uncleaned		0 06¾
Hallowee dates, new per lb		0 05¾
Figs, cooking in taps and sacks		0 05½
" " " boxes		0 05½
Apricots, choice, in 25-lb. boxes, per lb		0 18
Apricots, standard in 25-lb. boxes, per lb		0 17
Peaches, choice, per lb		0 17½
Apricots, choice (new delivery about August 1), per lb		0 22
Apricots, standard (new delivery about August 1), per lb		0 21½
Peaches		0 16½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 14½
Nectarines, choice		0 16

CANDIED PEEL—Prices are steady since the recent decline. We quote :

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

EVAPORATED AND DRIED APPLES—Old stocks are almost exhausted. New stock for delivery in October is quoted at 7¾c. per lb. in 50's and 8c. in 25's.

BEANS—No. 1 white beans are quoted at $2.05 per bushel and No. 2 at $1.90.

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

SAUCES—

Worcestershire, Lea & Perrins' ½ pints, per doz	$3 65
" " pints, "	6 00
" White's ½ pints "	0 90
" Paterson's ½ pints "	0 90
" " pints "	1 75
Essence of anchovies (C. & B.), per doz	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca is steady at the recent advance. We quote :

Japan rice, per lb., cwt. lots	0 05¾
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04¾
Tapioca, per cwt.	7 50 7 75
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

THE TEN MINUTE DESSERT

The daintiest, best flavored and most easily prepared of summer desserts.

Put up in twelve delightful fruit flavors. We recommend Raspberry, Strawberry and Pineapple flavors as being particularly delicious.

Jellies made from Gold Standard Jelly Powder are so pure, healthful and easily digested, that they are constantly recommended by physicians for the sick-room.

Try Them Next Time. *All Grocers Sell Them.*

THREE PACKAGES FOR TWENTY-FIVE CENTS.

RETURN to Nov 24/06
Cut Book No. 56
Page No. 98

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion ; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred ; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

TRAVELLER—Headquarters, Vancouver, wants good grocery line on commission. Box 121, THE CANADIAN GROCER, Toronto. (33)

FRUIT FOR SALE.

YOU must deal direct with the grower to secure the choicest fruits. We are prepared to supply a few new customers with the best peaches, pears, plums and grapes. Greystone Fruit Farm, box 48, Winona. [33]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854. One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

FOR SALE—A first-class general store business in country town; doing an annual business of $22 000; good reason for selling. Apply A. M. Smith & Co., London, Ont. (32)

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

WANTED.

FRUIT—Wanted, by producer, direct dealing with retail firms. Select plums, peaches, apples. Box 8, Winona. (31)

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	....	2	20
40-lb. " "	....	1	12½
20-lb. " "	....	0	57½
8-lb. " "	....	0	26
Granulated oatmeal, per sack	....	2	45
Standard" "	....	2	45
Cornmeal, "	....	1	70

A MOVE IN EGGS.

(The Witness, Montreal, Aug. 2.)

The unsatisfactory condition of the egg trade, from the buyers' and dealers' point of view, has at last induced the interested parties to take some action in the matter. Reports were almost unanimous in condemning the quality of the offerings during the month of July, and hardly a district escaped criticism, though some consignments were much better than others. The natural course in such a contingency would be to reduce the price to the producer, and in this way enable the dealers to cover their loss; but competition has been so keen that buyers wanting eggs had to pay the price and meet the loss. It has been the complaint in wholesale circles for some time that there was no money in eggs under the existing conditions, and the farmer has been credited with scooping in all the profits this year.

The latest movement is a meeting of buyers in the west and it is expected that prices will be reduced 1-2c. to 1c. per dozen, and that it will still be possible for dealers to get the supplies they require.

From 15 1-2c. to 16c. per dozen has been the ruling price in the country for some time, but local dealers are hoping for a 15c. rate, which is nearer to the price generally ruling at this season of the year for straight gathered stock.

The "harvest eggs" will be coming in about the middle of this month, and better feed and more moderate weather will have their effect on the production, which is sure to show a marked improvement in quality for the balance of the season. Prices will probably advance when the quality of the stock warrants such a move, but at present values are holding steady.

A POSTAL DISADVANTAGE.

M. Moyer, grocer, 408 Spadina avenue, Toronto, has just returned from a two weeks trip through the State of Michigan. Speaking to a Canadian Grocer representative Mr. Moyer said that as far as he could see trade conditions throughout Canada were in better shape at the present time than in Michigan. The merchants throughout the state complained that since the new postal regulations had come into force whereby farmers and people living in the remotest districts had their mail delivered to them, retail trade had fallen off, owing to the fact that there was no need now for these people to come to town for their mail, and consequently the trade secured in this way was lost. Of course the mail order houses in the large cities derived benefit, because they sent their catalogues and price lists to these people, and in turn got their trade, as they could order direct from their homes and have the same delivered in a comparatively short time.

"MEAT OF WHEAT" HANGER.

The Western Cereal Co., 310 Ross street, Winnipeg, manufacturers of the new breakfast food, Meat of Wheat, are sending out to the trade a very handsome hanger. It shows a western harvest field where the farmer is "harvesting No. 1 hard wheat for Meat of Wheat." This hanger is free to readers of The Canadian Grocer and will be supplied on receipt of a post card asking for it.

BIG LOBSTER CATCH.

A most remarkable catch of lobsters, the largest for 25 years, is reported along the northern coast of Westmorland County, P.E.I. Men are making in some cases $100 a day, and one man in five days caught five tons, worth $360. Much more help is wanted, but the men cannot be got. The factories are not able to use the enormous number of lobsters caught and the rest are being put back in the traps again, and on scows. These have spoiled and are being thrown in heaps on the land as fertilizer. The catch is pretty general all along the northern coast.

W. P. Downey and family, Montreal, are at Old Orchard Beach, Me., enjoying the ocean breezes and the surf.

RED HEART LYE

POWDERED

12 oz. tin. **4 doz. per case**

98 per cent.

Per doz., - - 80c.

SOLD EVERYWHERE

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, - - MONTREAL

Distributing Agents

PRODUCE AND PROVISIONS

ONTARIO'S HOGS INCREASING

Results of an Inquiry Prosecuted by the Provincial Department of Agriculture —Breeds in Order of Their Numerical Strength—Bacon Hog Gains Ground.

The Ontario Department of Agriculture, "to place everyone interested in a position to obtain a more intimate knowledge regarding the hog production of the province," sent a series of questions to its correspondents throughout Ontario. The results are published in a bulletin (No. 149). The information is classified as to counties and a summary is furnished.

The Yorkshire is the most popular breed with Ontario farmers, then Berkshires, Tamworths, and Chester Whites in the order named. In the summary the newer districts of the province are not included because there all the few hogs raised are for local consumption. Out of the 42 counties remaining, the Yorkshire is reported the principal breed in 33 and in 14 of these very far in the lead. In 7 counties it is a tie with some other breed.

The Berkshire is first in one county, is a tie for first in 7, is second in 23 counties, ties for second in 8 counties and in 3 counties is third.

Tamworths tie for first in two counties, are second in two counties, in 8 others tie for second choice and in 23 counties come third.

Chester Whites tie for first place in one county, are second in one county, tie for second in two others, in 5 are third and in two others tie for third.

East and West.

Yorkshires are most numerous west of the County of Ontario and most of the Chester whites east of that. The Berkshire is scattered prettily evenly over the whole province. The Tamworths are mostly in the middle north of the province, Bruce, Grey, Simcoe, Dufferin, Peterboro, Victoria and Northumberland, and in Dundas County.

Taking the province as a whole the evident tendency is to produce more hogs of the approved bacon type. While the Yorkshires are increasing fastest numerically, the Berkshires show the largest percentage gain.

Pure bred sires are used almost exclusively in 25 per cent. of the counties. In 20 per cent. of the counties a few grade sires are used, in 20 per cent. practically all sires used are grade, and in the other 35 per cent. the graded and bred sires are used.

Increase in Production

In regard to production the bulletin says :

"The general tendency throughout the province is slightly to increase production. In the eastern part of the province it has been customary for many farmers to depend upon breeders in their locality for their supply of young pigs for feeding ; it has been noted that the demand this Spring considerably exceeds the supply, the breeders who usually sell their pigs retaining them this year on account of the good prices for hogs. It is quite probable that the feeders who are short this year may be inclined to breed pigs for themselves another year. Considerable caution is observed among many individual breeders and feeders not to go into the business too extensively, for fear that over-production might bring prices down to an unprofitable point.

"The number of breeding sows was decreased considerably during 1905, while 1906 shows an increase not only over 1905 but also over 1904. The reports indicate that in 21 counties the sows were decreased in 1905, while 13 counties report slight increases and eight counties report no change. Comparing 1906 with 1905, 35 counties report increases while only two report decreases, and five counties no change. Comparing 1906 with 1904, in 26 counties correspondents report increases, while in 9 counties decreases are reported, and in seven counties no change."

The increase is largest in the eastern part of the province. Reports indicate, generally, a lighter delivery of hogs this year than last up to September 1, so that hogs will probably be marketed heavily later in the Fall.

The cost of feeding is dealt with and the average given as $4.51 per cwt. in Summer and $5.38 in Winter. Most of the reports were estimates and where actual experiments were made the figures were much lower.

CHEESE AND BUTTER BULLETIN.

The cheese market has developed further strength since our last report and all previous "bearish" arguments have failed completely. The facts are simply that there is a continued strong consumptive demand in the United Kingdom and that our make is decreasing considerably on account of existing weather conditions.

As previously remarked in these articles, cheese is the better paying product of the milk as compared with butter, and our farmers are quite aware of this fact. The result is that factories which are equipped to make either product have generally turned to making cheese, but the production of milk is far short of last year's production and the make of cheese has not increased sufficiently to create a surplus, especially as the consumption has undoubtedly increased very considerably.

There is so far no serious accumulation of stocks on either side of the Atlantic. Prices are so high that nobody considers it safe to hold any goods for a further advance, yet within the last week some orders were received here

STOCKS OF LARD.

The N. K. Fairbank Co., Chicago, report the following stocks of lard held in Europe and America and afloat on August 1 :

	1906. Aug. 1.	1906. July 1.	1905. Aug. 1.	1904. Aug. 1.
Liverpool and Manchester	26 500	24,500	28,000	34,000
Other British ports	16,000	14,000	15,000	16,000
Hamburg	19,200	9,000	30,000	27,000
Bremen	1,500	2,500	1,500	1,000
Berlin	1,000	3,000	3,000	1,500
Baltic ports	13,500	15,500	22,000	14,000
Amsterdam, Rotterdam, Mannheim	3,000	3,000	1,500	3,000
Antwerp	3,000	4,500	8,000	3,000
French ports	1,000	1,600	750	1,500
Italian and Spanish ports	500	500	1,000	1,000
Total in Europe	86,000	78,100	110,7 0	102,000
Afloat for Europe	60,000	75,000	70,000	40,000
Total in Europe and afloat	146,000	153,100	180,750	142,000
Chicago prime steam	92,468	90,583	177,152	137,860
Chicago other kinds	25,962	22,492	21,063	33,931
East St. Louis	3,0 0	3,500	3,870	2,050
Kansas City	15,405	21,035	10,838	11,473
Omaha	4,015	4,018	3,697	3,997
New York	6,002	8,178	7,529	6,705
Milwaukee	1,219	1,524	15,466	10,768
South St. Joseph	6,196	8,885	6,651	1,734
Total tierces	300,267	313,315	427,016	350,538

from Great Britain to buy and store cheese here, which indicates a certain amount of confidence among some operators on the other side of the Atlantic, that cheese will be wanted later on at advanced prices; but the question is, how much can we advance on our present prices, which are already abnormally high?

Statistics in the cheese and butter business are proverbially misleading, but we must pay attention to actual figures after all, as everybody calculates on the receipts, shipments and available stocks, the goods are made to be consumed within a given time, and the supplies in sight have a material effect on the shaping of the future market.

Our receipts in Montreal last week were 100,437 boxes of cheese and 29,933 packages of butter, against 103,523 boxes of cheese and 37,678 packages of butter for the same week of last year, or a total since since May 1 of 1,093,693 boxes of cheese and 335,842 packages of butter, as compared with 1,058,004 boxes of cheese and 399,924 packages of butter for the same period of last year.

Our exports from Montreal were last week 68,434 boxes of cheese and 15,743 packages of butter, against 78,112 boxes of cheese and 24,806 packages of butter for the same week of last year, or a total since May 1 of 1,034,655 boxes of cheese and 173,537 packages of butter, as compared with 953,948 boxes of cheese and 260,563 packages of butter for the same period of last year.

According to these figures our stocks of cheese in Montreal accumulated about 6,600 boxes and our stocks of butter about 1,300 packages above the accumulation of the same week of last year, or since May 1 we may figure on having 45,018 boxes of cheese less in store in Montreal and 22,944 packages of butter more than a year ago.

This still shows a very light stock of cheese on this side of the Atlantic and with the make falling off, it may mean very high prices for the balance of the season, if the present consumptive demand keeps up.

Butter, on the other hand, although relatively cheaper than cheese, shows an accumulation of 22,944 packages over the stocks of a year ago and the future is more doubtful than the future of cheese, as Great Britain regulates our butter market, while we regulate the cheese market there.

Recent reports from British markets speak of a good consumption of cheese and much lower prices of Canadian butter than our present quotations, which again bears out our previous argument that we make the market price for cheese in Canada and the United Kingdom makes the market price for butter, in other words, our cheese are needed for consumption in Great Britain and our spare supply of butter is only a very small portion of the butter consumption in the United Kingdom.

THE PROVISION SITUATION.

Hogs are lower and will keep going, the packers say. "They are still a dollar a hundred more than they ought to be according to the English market," declared a packer yesterday. Another packer said they would be 25c. lower next week. The prices this week are $7.40 f.o.b. country points, which is $7.90 off cars at the factory. The highest price reached for any one week was $7.70, though $8 was touched at some points where buying competition was particularly active.

The British market on pork products is very weak and does not show any immediate sign of improving. Large stocks of Danish bacon are being held and they are said to have broken the market. This is usually the month for an advance in Great Britain and the Canadian packers hope to see it yet.

In Canada the consumption of pork products is not so heavy owing to the high prices. On the basis of quantity consumption is equal to last year, but it should be greater in keeping with the increasing population and good times.

The packers are still guessing regarding the number of hogs in the market. Receipts at the lower prices are as large as before the decline. They are hoping that deliveries in the Fall will exceed the Government estimate of 15 to 20 per cent. more than last year. Packers in the export trade declare they are losing $2 a hog at current prices and that they are getting all the hogs they want.

NOTES.

J. Ogden Armour is said to be contemplating the erection of a new $5,000,000 meat packing plant at Minneapolis to meet the competition of the Swift plant at South St. Paul. As contemplated, it is to be the third largest in the world.

A very strict adulteration act has now come into force in Australia. Imports must be labeled or branded to show their exact nature and the country of manufacture. Exports also must be accurately described on the label and be free from adulteration and disease.

The Cumberland Pork Packing Co., Amherst, N.S., has held its annual meeting and declared a 6 per cent. dividend. N. A. Rhodes was re-elected president and the directors also were all re-elected. The business increased one-third over the previous year. The company handled about two hundred tons of pork, about two-thirds of which came from Prince Edward Island, the average price paid being about 8¾ cents per pound

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Locally good business in hams and bacon continues. All lines are in excellent demand at prices quoted. There is practically no export business worth mentioning. Prices here are too high, while quotations on the other side are too low to make export trade profitable. Lard is in fair demand at unchanged prices.

Lard, pure tierces	0 12
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12⅝
" " 3-lb. "	0 12⅝
Lard, Boar's Head brand, tierces, per lb.	0 09½
" " ½-bl l., per lb.	0 09⅝
" " tubs	0 09⅝
Cases, 20 3-lb. tins, per lb.	0 10½
" 12 5-lb. tins "	0 10
" 6 10-lb. tins "	0 09½
20-lb. wood pails, each	1 88
20-lb. tin pails, each	1 78
Wood net, tin gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 16½
Hams	0 14½ 0 16
Extra plate beef, per bbl.	12 50 13 00

BUTTER — The butter market this week is unchanged but firm. Export demand has been only fair during the past two weeks, resulting in spot stocks accumulating. Holders, however, demand full market price, believing further improvement in the market is possible. The large make of saltless butter which was coming in a few weeks ago has dwindled down to a small percentage of arrivals, demand for it being almost nil. As a result nearly all the factories are making salt butter instead.

Choicest creamery, saltless	0 22 0 22½
Choicest creamery, salt	0 22½ 0 22½
Medium creamery	0 21½ 0 22
Western dairy	0 18 0 18½

CHEESE—There has been a further advance in cheese, making present prices the highest on record in the cheese trade for the month of August. The demand the past few days has been rather light and so far more cheese has been carried over than for weeks past. Present quotations are certainly extremely high, and it is hardly possible that there will be a further advance, but this season has been such a difficult one to judge that the trade are not surprised at anything which happens now. Shipments last week were lighter than for weeks past, there going forward only 68,000 boxes.

Ontarios	0 12½ 0 12
Townships	0 11½ 0 12
Quebecs	0 11½ 0 11½

EGGS—Since last week there has been little change in the egg situation. Prices are slightly higher, but not very much. Strictly new laid command 20c. to 21c. and for these there is a good market, but very few shipments have been received in Montreal lately which came up to the required standard. Poor eggs are not in good demand. Good No. 1 are quoted from 17c. to 18c. Dealers are doing little candling, preferring to sell at once rather than put away any stock. Within another week, however, dealers will be putting stocks into cold storage, that is if prices then ruling are not too high.

TORONTO MARKETS.

PROVISIONS—The advance of pork products continues, but the abnormally high prices are at last curtailing consumption and the likelihood is the advance will be checked. Short cut is easier, the one exception, and the reason alleged is that the season is about over and stocks are piling up. There has been a considerable decline in the price of fresh meat.

Long clear bacon, per lb.	0 12½
Smoked breakfast bacon, per lb.	0 16 0 16½
Roll bacon, per lb.	0 12 0 13
Small hams, per lb.	0 16
Medium hams, per lb	0 15½ 0 16
Large hams per lb.	0 14½ 0 15
Shoulder hams, per lb.	0 12
Backs, plain, per lb.	0 17 0 18½
" pea meal	0 18 0 19
Heavy mess pork, per bbl	22 00
Short cut, per bbl	23 00 24 00
Lard, tierces, per lb.	0 11½
" tubs "	0 11½
" pails "	0 12 0 12½
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 00
" front quarters	4 00 5 00
" choice carcases	6 50 7 50
" common	5 00 5 50
Mutton	0 08 0 10
Yearling lamb	0 09 0 11
Hogs, street lots	10 25 10 50
Spring lamb	0 11 0 12½

BUTTER—The market cannot be said to be unchanged, because most dealers are getting an advance, yet some large houses' figures are unchanged. The quality of dairy butter has fallen off some, which is usual at this season. The general supply, however, continues normal.

The advance in creamery prints is alleged to be due to increased demand owing to heavier consumption.

	Per lb.	
Creamery prints	0 21	0 23
" solids, fresh	0 20	0 21
Dairy prints, choice	0 18	0 20
" tubs, choice	0 17	0 18
Baker's butter	0 15	0 16

CHEESE—Prices locally have firmed up in sympathy with cheese board transactions.

	Per lb.	
New cheese, large	0 12½	0 12¾
" " twins	0 12¾	0 12¾

EGGS—The supply of eggs is increasing a little, but the shrinkage is still heavy though decreasing. Quotations here are unchanged.

Eggs (new laid)	0 18	0 19
" bakers'	....	0 16

WINNIPEG MARKETS.

BUTTER—Creamery is quoted as follows to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " " (western)	0 21

Produce houses are paying 14c. to 14½c. for good dairy butter at country points.

CHEESE—The price is advancing. We quote:

Finest Ontario, large	0 13¾
" Manitoba, large	0 12¾
" " twins	0 12¾
" " small	0 13

LARD—Price has been advanced ¼c. per lb. and the tierce basis is now 12¼c. per lb. We quote:

Tierce basis, per lb	0 12¼
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00¾
10-lb. " in 60-lb. "	0 00¾
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00¾

CURED MEATS—There have been a number of advances and new prices will be noted below. We quote:

Hams, selected stock, special mild cure	0 18
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15½
" heavy skinned, 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13¾
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18½
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0 17½
Spiced rolls, long if in stock	0 18
" short	0 13
Dried beef ham sets	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs	0 13¾
Shoulders " "	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" hocks, " "			0 05

ST. JOHN, N.B.

PROVISIONS—While pork is unchanged packers talk higher prices. In barrel beef there is improved sale for Canadian; business is light at this season. American pure lard, which has been lower, is again up; Canadian is also higher. Refined compound unchanged. Smoked meats only a retail business. Full prices rule. In fresh meats business is rather light, particularly in beef, while best Ontario stock holds at fair price. Domestic is lower. Lamb is still high. Veal scarce. Mutton dull. Pork high.

Mess pork, per bbl	$22 00	$23 50
Clear pork, "	20 00	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb	0 06	0 08
Western beef, "	0 07	0 09
Mutton, "	0 06	0 08
Veal, "	0 07	0 08
Lamb, "	0 10	0 11
Pork, "	0 10	0 12
Hams, "	0 08	0 10
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 12	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—Prices are rather firmer; there is a good demand for best stock.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 16	0 18
Fair "	0 14	0 16

EGGS—There is a steady sale at rather improved values.

Eggs, strictly fresh	0 20	0 25
" fresh	0 18	0 20
" case stock	0 16	0 17

CHEESE—Prices are firm and tending higher. It is a record season. Twins demanded for local market.

Cheese, per lb	0 12	0 13

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Annual sales many times larger than all other fly poisons combined

ADVERTISED

throughout Canada.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Building Up a Trade

TRADE may be built for a day on anything a plausible argument can induce you to buy.

TRADE which is to make a business strong, permanent and cash-producing, can be built only on merchandise of merit—on goods which will satisfy customers and ground their confidence in you.

CLARK'S MEATS will build up your Trade

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

WORLD'S FOOD STUFF TRADE

Classes and Values of Each Country's Contribution to Internation Commerce in Articles of Diet—Total is Over Two Billions.

International commerce in food stuffs totals annually an enormous sum, over two billions of dollars. It is interesting to see how this trade is distributed. Of course it fluctuates, but taking the latest returns available, the food stuff exports of the various civilized countries are as follows :

Canada.

Animals	$12,869,035
Breadstuffs	23,021,100
Fish	10,856,538
Fruits, dried	269,099
Fruits, green	2,798,449
Fruits, preserved	205,825
Honey	1,848
Milk, condensed	257,565
Butter	5,930,379
Cheese	20,300,500
Eggs	712,866
Meats, etc.	16,693,153
Sugar, syrup, molasses	156,450
Vegetables	616,467
Total	$94,692,194

British India.

Coffee	$ 4,430,301
Rice	61,411,747
Grain	44,189,012
Provisions	1,991,148
Sugar	337,433
Tea	27,727,702
Total	$140,087,343

United Kingdom.

Biscuits and bread	$ 4,179,395
Butter	250,094
Cheese	186,672
Cocoa, chocolate (prepared)	649,478
Corn, grain and meal	8,787,930
Fish	17,313,171
Meat	2,251,956
Milk (condensed)	2,958,963
Pickles, sauces, condiments, preserved fruits and confectionery	7,026,664
Potatoes	567,218
Provisions	4,552,697
Salt	2,479,687
Sugar and molasses	2,563,558
Total	$ 53,767,483

Australia.

Animals	$ 105,130
Biscuits	152,000
Fruits and vegetables	1,761,660
Grain	26,603,242
Flour	3,858,157
Jellies and jams	102,175
Potatoes	59,373
Butter	11,975,231
Cheese	53,620
Eggs	4,988
Meats, etc.	7,966,562
Sugar and molasses	83,074
Total	$ 52,725,212

New Zealand.

Butter	$ 6,718,239
Cheese	902,698
Grain	1,713,459
Meat	13,810,120
Potatoes	45,582
Total	$ 23,190,098

Ceylon.

Cinnamon	$ 757,646
Cocoa	816,115
Cocoanut	1,339,263
Coffee	126,666
Tea	18,951,521
Total	$ 21,991,211

Newfoundland.

Fish	$ 6,588,353
(Other British possessions)	
Total	$ 41,154,552

United States.

Animals	$ 43,553,022
Breadstuffs	111,328,020
Fish	6,527,863
Fruits and nuts	15,606,586
Butter	1,648,281
Cheese	1,084,044
Eggs	543,386
Meat products	143,631,571
Sugar, molasses, confectionery, etc	4,131,707
Vegetables	2,469,938
Total	$330,524,418

Russia.

Cattle	$ 1,829,280
Fowl and game	5,110,345
Butter	16,501,115
Caviare	1,408,525
Grain and flour	247,312,785
Eggs	26,310,835
Sugar	12,966,155
Total	$311,439,040

Holland.

Animals	$ 1,971,026
Butter	9,418,056
Margarine, etc.	39,260,350
Cheese	6,957,218
Coffee	14,526,672
Fish	10,471,296
Grain and flour	84,172,770
Rice and rice flour	14,035,830
Sugar	19,041,610
Vegetables	16,872,342
Total	$216,732,170

Austria-Hungary.

Animals	$ 22,901,000
Butter	2,729,400
Eggs	21,425,200
Grain	18,589,600
Pulse	4,516,200
Sugar	33,394,200
Total	$103,555,600

Brazil.

Coffee	$ 92,901,468
Cocoa	4,929,530
Total	$ 97,830,998

Argentina.

Animals, living	$ 6,427,865
Grain and flour	74,883,035
Meat	7,521,210
Sugar	2,342,095
Total	$ 91,174,205

Denmark.

Animals	$ 3,806,136
Butter	40,740,020
Eggs	7,350,704
Fish	1,792,384
Grain and flour	1,406,464
Meat	22,928,472
Sugar	37,788
Total	$ 78,061,968

Germany.

Animals	$ 3,158,260
Butter	675,920
Grain, etc.	33,575,850
Sugar	30,734,368
Total	$ 68,144,398

France.

Animals	$ 5,529,400
Butter	13,304,200
Cheese	3,100,200
Eggs	3,357,000
Fruits	8,065,200
Grain and flour	2,431,000
Sugar	17,540,400
Total	$ 53,327,400

Cuba.

Sugar	$ 51,385,000

Italy.

Cattle	$ 2,831,000
Butter and cheese	6,885,200
Eggs	8,464,200
Fruits	9,023,200
Grain, including dried vegetables	2,047,200
Meat	3,880,000
Rice	3,420,800
Total	$ 36,551,600

Belgium.

Butter	$ 1,224,400
Grain	19,743,200
Meats	3,001,800
Sugar	9,904,600
Total	$ 33,874,000

Spain.

Animals	$ 3,970,123
Fruit	25,567,403
Rice	1,163,394
Salt	701,172
Flour	60,602
Total	$ 31,462,694

China.

Beans	$ 4,855,148
Animals	2,080,126
Fish	645,035
Fruit	1,190,271
Provisions and vegetables	1,400,534
Sugar	904,119
Tea	20,134,642
Total	$ 31,209,875

Japan.

Ginger	$ 123,500
Rice	2,362,500
Tea	6,417,000
Other food stuffs	8,425,500
Total	$ 17,328,500

Switzerland.

Animals	$ 2,019,800
Cheese	8,183,000
Flour	606,200
Meat	398,000
Condensed milk	5,843,400
Total	$ 17,050,400

Norway.

Fish	$ 12,557,676

Sweden.

Cattle and swine	$ 686,080
Butter	10,001,760
Fish	1,046,772
Grain	88,976
Total	$ 11,823,588

Uruguay.

Flour	$ 28,769
Fruits	27,000
Grain and cereals	723,098
Vegetables	65,784
Animals	819,520
Meat	7,869,148
Provisions for vessels	165,045
Total	$ 9,698,364

Mexico.

Cattle	$ 3,095,114
Coffee	4,384,449
Fruit	137,754
Vanilla	694,000
Total	$ 8,311,317

Portugal.

Cattle	$ 3,009,960
Fish	2,231,280
Fruit	546,480
Vegetables	524,880
Salt	130,000
Total	$ 6,442,600

THE FIRST REQUIREMENT.

Are old ideals to be shattered? asks the St. Louis Chronicles.

You remember the Stephen Girard story. The merchant wanted a boy, and before two applicants placed packages and instructed the lads to open them. One whipped out his knife and cut the cord. The other carefully untied the knot, saved the cord and got the job on account of his thrift and care.

Is there anything in that story?

"Success" asked some of the merchant princes of the country and received some surprising replies. Some big merchants asserted that the boy who would untie the knot should be shown the door, because time is worth more than cord.

It is. In every concern that pretends to hold the pace, hurry is the word today. Time is literally money, and in stores and offices and factories the great endeavor is to do things in a less and still less number of minutes.

Could Stephen Girard return to earth it is doubtful if he could hold a job as a floor walker in a modern store, and he would probably be run down by an automobile on his way to lunch.

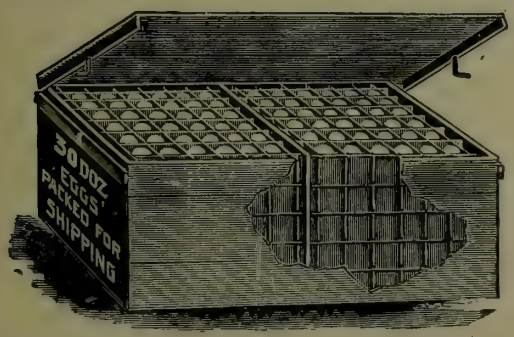
But one thing hasn't changed. There is still an opening for the boy who untied the knot. Methods are as important as men. Painstaking plays as important a part as ever and economy often means the difference between profit and loss. The boy who unties the cord and saves the strings is methodical. He can learn to move quickly. He is honest, for dishonesty has nothing in common with small economies.

In fact, he will do. He may not mount the ladder as quickly as the cord cutter, because he will not be sure of his footing on every round, but the chances are that he will, and stay up when he gets up.

There is room for both boys in business, but humanity is so constructed it will always place the most confidence and reliance in the boy who takes the pains.

L. Lavigne and C. Valence, general merchants, Notre Dame des Bois, Que., have been registered as Lavigne & Valence.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers

30-38 DOWD STREET

MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, Galloway & Parnell

WINNIPEG and CALGARY VANCOUVER

FLOUR AND CEREAL FOODS

Western Crop Suspense Nearing an End—Grain Prices Follow Chicago Lead—Very Little Business doing in Flour or Cereals.

In a week or ten days the western harvest will be saved and the grain trade of Canada will again be under way. At present every scrap of news from the west is read with interest. The decline of prices following Chicago's lead has brought things close to an export basis and some trans-Atlantic inquiries are being received.

Flour prices are following in the wake of wheat, but very little business is doing and the cereal markets are also quiet.

TORONTO MARKETS.

GRAIN—Business is very dull, except for some demand from millers on the decline. There is some Old Country inquiry for export of the basis of 70c. for wheat, 42c. for barley and 29c. for oats.

(F.o.b. Georgian Bay points.		
Manitoba wheat, Northern No. 1		0 80
" " " No. 2		0 77½
" " " No. 3, nominal		....
Red, new " per bushel. 78 per cent. points	0 70	0 71½
White, new " " " "	0 70	0 71½
Mixed, new " " " "	0 70	0 71½
Spring, nominal " " "	....	....
Goose, " " " "	....	....
Barley, No. 1, " " "	....	....
" No 2, " " "	0 48	0 50
" No. 3x, " " "	....	0 45
" No. 3, " " "	....	0 42
Oats, white, old " " "	....	0 33
" " new " " "	....	0 30
" mixed, old " " "	....	0 32
" " new " " "	....	0 29

FLOUR—Prices are nearly unchanged, and the business passing is very small.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	4 40	4 50
" " No. 2, " "	....	4 10
Strong bakers " "	....	3 90
Ontario 90 p.c. patents, No. 1 " "	3 25	3 50
Straight roller " "	3 15	3 25

CEREALS—Trade continues quiet and prices are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal	5 05
Rolled wheat in boxes, 100 lbs. "	2 40
" " 50 lbs. "	1 25
Rolled oats, standard, carlots, per bbl., in bags "	4 50
" " " " in wood "	4 75
" " " " for broken lots "	4 80

MONTREAL MARKETS.

GRAIN—Grain is very dull at present. There seems to be no activity in any quarter. Some No. 2 Ontario wheat has been offered at 72c. f.o.b. Toronto and west. One firm has been offered No. 2 Ontario white oats at 32½c. f.o.b. Toronto and west.

No. 4 barley, store		0 51½
Rejected barley, store		0 48½
No. 2 white oats "		0 41½
No. 3 white oats "	0 40½	0 41
No. 4 white oats "		0 40
No. 3 yellow corn "		0 60
No. 2 peas, basis 78 per cent. points		0 80

FLOUR—No changes are reported in the flour situation this week. Business is not very large, particularly export trade, but nevertheless local demand is picking up. Prices remain as they were last week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	....	4 70
Glenora	....	4 20
Manitoba spring wheat patents	....	4 70
" strong bakers	....	4 20
Buckwheat flour	2 00	2 10
Five Roses	....	4 70

ROLLED OATS—Quiet prevails in the rolled oats market. Business passing is very slight, demand being slack in most quarters.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags	....	2 10
" bbls.	4 55	4 70
Choice boiling peas	1 00	1 10

FEED—On account of the very dry weather and the consequent poor pasturage, demand for bran and shorts has been more than ordinarily good. Dealers report a steady demand at prices quoted. Feed flour is also subject to considerable inquiry.

Ontario bran	16 50	17 00
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	....	1 25

HAY—Locally the hay situation remains practically unchanged since last report. Prices at present are above an export basis so that not much trade is being done with the other side. Then again, farmers are still busy with their hay and not disposed to bring in their stocks.

The Liverpool market is a little firmer this week at 64 shillings ex quay. London is easier, while Glasgow is a little firmer, with Manchester about unchanged.

No. 1		10 00
" 2		9 00
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

OPENING FOR FLOUR.

J. S. Larke, commercial agent in Sydney, Australia, writes: "A Sydney miller, who has visited the east in the interests of his firm, reports that there is a great future for flour in the Malay States and China. At Hong Kong a mill was in the course of erection by a United States firm, which would import wheat to meet its requirements. The boycott was still seriously affecting United States exports to the advantage of Australian products."

CEREAL NOTES.

The King Milling Co., Sarnia, Ont., have commenced to build a new brick addition, 42x35 feet, three storeys and basement. Manager Rennie states that when the new building is completed, the plant will be operated night and day. Business has increased steadily of late, particularly in the export trade with Great Britain. Sarnia flour is now shipped steadily to Glasgow, Liverpool, St. Johns, Nfld., Montreal, Moncton and other points.

The Dowd Milling Co's elevator at Packenham, Ont., was destroyed by fire with a loss of about $80,000.

The Brigden oatmeal mill, which has been undergoing a thorough and systematic overhauling and repairing under the supervision of one of the best millers in Canada, is now running again.

NOTES OF INTEREST.

R. L. Waugh, grocer, Winnipeg, is selling out.

A. Frederickson, grocer, Winnipeg, has sold out.

T. Galloway, grocer, Winnipeg, has discontinued.

John Lawson, grocer, London, Ont., has sold out.

The assets of J. C. Plourde, grocer, Montreal, have been sold.

W. H. Lillie, grocer, Guelph, Ont., has assigned to A. S. Allan.

R. F. Beamish, general merchant, Pembroke, Ont., has sold out.

A. Carpenter, grocer, Bronte, Ont., has sustained a loss by fire.

D. C. Jamieson, baker and confectioner, Forest, Ont., has sold out.

The assets of A. J. Hant, wholesale fruit, Montreal, are to be sold.

Mrs. H. Lefebvre, teas, crockery, etc., Montreal, has been registered.

W. Lonsdale & Co., grocers, Toronto, have sold out to H. G. Meir.

The Burgess Grocery Co., Toronto, has sold out to F. W. Patenaude.

The St. Isidore Canning Co., St. Isidore, Que., have obtained a charter.

Jos. M. Clark, miller, Mount Brydges, Ont., is advertising his business for sale.

A meeting of the creditors to A. Beaudoin, grocer, Montreal, was held on Monday.

Montgomery & Woolley, grain merchants, Bradenburg, Sask., are out of business.

Nap. Rousseau, general merchant, St. Ephrem d'Upton, Que., has effected a compromise.

W. C. Short & Co., groceries and meats, St. John, N.B., have held a meeting of creditors.

Joseph and Victor Simard, tea importers, Montreal, have been registered as P. I. Simard & Co.

Chas. A. E. Lawes and A. G. Johnston have registered as the Lawes-Johnston Co., soap manufacturers.

Wednesday was Hamilton's Civic Holiday, and the grocers according to arrangement were mostly closed.

O. Brochu & Co., general merchants, Beauceville, Que., have assigned to V. E. Paradis, provisional guardian.

Mrs. O. Chandonnet, general merchant, St. Pierre des Decquets, Que., has been registered as O. Chandonnet & Co.

M. Stewart, general merchant, Croydon, Ont., has assigned to James Yule. A meeting of creditors was held on August 9.

Monday was Civic Holiday in Toronto and the blinds were drawn in the grocery trade, but many of the fruiters were open.

Anderson & McLaren, grocers and flour and feed merchants, Ottawa, Ont., have sold their grocery business and dissolved partnership, V. Anderson continuing.

The directors of the Berlin Castile Soap Company, Waterloo, Ont., find their business increasing to such an extent that they have decided to build a new factory.

J. Edward Brown, of Joseph Brown & Sons, commission merchants, Montreal, has returned from a holiday fish-

A small space and a small ad., but good to have, and take them now when they are ripe.

$1.10—TOMATOES—$1.10
Log Cabin, Little Chief,
Delhi, Grand River Brands.

5c.—VALENCIA RAISINS—5c.
4-Crown Layers. Finest Selected.
They are a little sugary.

$2.00—ROLLED OATS—$2.00
80-lb. sack Victor Brand.

$1.75—PICKLES—$1.75
5-gal. pails, Mixed.

I am allowing the highest price for Produce.
WIRE OR 'PHONE AT MY EXPENSE.

JOSEPH GRANT WHOLESALE GROCER OTTAWA, ONT.

Now is the time to push Canada Flakes.

Nothing can be more appreciated at this time of the year, during the hot weather.
Gives the greatest amount of nourishment with the least heat.
Delicate maple flavor; crisp flakes; rich in malt.
Premiums in the package.

A very **ATTRACTIVE WINDOW DISPLAY** of Canada Flakes may be made at present. Procure several sheaves of ripe wheat. Arrange them artistically along with the beautiful packages of Canada Flakes, opening a couple of the household packages to show the pretty china plates they contain. Add to this a large card giving the actual weights of the average package of Canada Flakes, to show how much more of this food is procured for the same money paid for inferior goods. Append to this our mottoes:—

"The Food of QUALITY and QUANTITY."

"From golden grain to package form, no human hand touches Canada Flakes."

Desire——— Fulfilment

Every Merchant has a desire for quick turnover. This is only possible when certain lines are sold.

One of these lines is

Mrs. Rorer's Saratoga Chips

They never stay in a store long. No "talking up" is necessary. Their exceedingly high reputation is always ahead of them

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont. Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

ing trip in the neighborhood of Knowlton, Que.

The E. D. Marceau Co, Montreal, are offering some very good values in teas to arrive. Several large shipments are now on the way. This company is offering also some excellent coffees.

S. F. Bowser have just issued the 14th edition of their catalogue No. 1 for the Bowser self-measuring oil tank. It is a very neat, well printed brochure of 66 pages. Every other page bears an illustration.

Shochter Bros., who left Winnipeg a couple of months ago to engage in the grocery business in Regina, have met with such success that they had to enlarge their premises. J. Shochter attended the Winnipeg fair.

Don't be afraid to move into a bigger store if your present location is too small. Time and money are lost pulling out barrels and boxes in order to get access to certain commodities.

ANCIENT COLONY NOTES

Breezy News and Personal Jottings From the Island of Newfoundland—Disappointment that Sir Wilfrid did not Accompany the Governor-General.

St. John's, Nfld., Aug. 4, 1906.

A popular knight of the grip, T. M. Sullivan, has just left for Halifax after a successful trip here.

C. H. Gorham, of Halifax, representing Libby, McNeil & Libby, left well pleased with his first trip.

Capt. Stewart and J. A. Foote are spending a few days in the city attending a meeting of the stockholders of Ming's Bight Gold Company. They are practical miners and are getting good results.

A large tract of timber land changed hands this week, New York parties being the purchasers.

C. Chetwynd, representing Harvey & Co., has been doing the west coast in the interests of the firm. Mr. Chetwynd's specialty is tea.

Job H. Roberts has been covering the northern territory in the interests of Vim tea and during his absence Mr. Hussey has had charge of the office. Mr. Roberts is a hustler and is very popular with the trade, his superior tea knowledge giving him a decided advantage.

It is reported that T. O. Apps has severed his connection with Red Rose tea and has gone into business for himself.

T. T. Cartwright has sold out his interests here and in future will represent E. W. Gillett Co., Limited, in this colony.

H. H. Stiebel, representing Anheuser-Busch, St. Louis, Mo., has been here for several days in the interest of this firm of beer brewers. J. Strang is local agent.

J. Cummings, Boston, representing a well known brand of leather, has been visiting the trade. He reports trade extra good.

Five Roses flour, for which the firm of T. & M. Winter are sole agents for Newfoundland, has dropped ten cents per barrel.

J. James, a prominent merchant, Hants Harbor, has just returned from a visit to Boston and other cities in the United States. His many friends were glad to see him looking so well.

W. H. Fetlow, of Manchester, England, has left with his usual bulk of Fall orders. No more popular visitor comes to these shores.

E. A. Emory, representing a large London and Liverpool tea house, is at present in the city.

A. J. Lawrence, of Dyola fame, is visiting the trade. Dyola has taken well in this country.

M. Connors, druggist, has a fine new store fitted with all the latest improvements, both English and American.

Earl and Countess Grey, of Ottawa, are enjoying their visit to the Ancient Colony. The Governor-General of Canada has made himself extremely popular with all classes here.

Great disappointment existed that Sir Wilfrid Laurier did not come. Newfoundland wants to see him.

F. F. Smith, of Norwich, Conn., has been a visitor here with his wife. Mr. Smith is the proprietor of a large grocery store in Norwich.

H. Watson, representing F. W. Webb Manufacturing Co., plumbers' specialties, of Boston, left with some good orders.

From reports just received it looks as though the fishing would be under the average catch.

Arthur H. Hodge, a prominent merchant of Twillingate, is visiting in the city and will meet his uncle, John W. Hodge, of Fogo, who started from Liverpool on the Siberian yesterday.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

LIFE CHIPS
are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.
They retail at ten cents a package.
A good seller.
Send your orders to
The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

Pot and Pearl Barley
"Gold Dust" Wheat Cereal "Steel Cut" Graham Flour
THE CANADIAN FLOUR AND CEREAL MILLS
(Write for Quotations and Samples) MARKHAM, ONT.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions Commission Quebec
Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
REFERENCE, HOCHELAGA BANK.

ROLLED OATS. You do not care to buy largely of cereals in summer.
We ship five sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

FREIGHTS AND CHARTERS

Schedule of Rates Largely Changed—Shipments of Butter and Cheese Fluctuating—Little Business Passing in Flour and Grain.

Shipping has been more or less active during the past week. For many lines there has been a very good inquiry from the other side, although some products which are usually counted upon as being strong factors in the shipping business between Canada and the Old Country are not in such demand as they might be. Flour is not much better, in an export way, than it was at the time of last report. Inquiries from the other side have not been numerous, and as a consequence trade has not been brisk. There is still some little business passing out through the port of Montreal to foreign countries, but it is not very large.

Dealers report that export grain trade has not been strong. Demand from the other side is such as to preclude the possibility of very large shipments. It is expected, however, that this line will pick up shortly.

Shipments of butter and cheese have been good at one time and poor at another, the size of lots shipped fluctuating. On the whole, however, trade with the other side has been very good. During the week some good round lots of cheese have been exported, while number of packages of butter shipped was quite large.

It has been given out that the dredging of the channel between Montreal and Quebec will have been completed by this autumn. Shippers generally are pleased to hear this news, for once the boats are able to proceed up and down stream without fear of grounding, much valuable time which is now very often lost, will be saved.

After another round trip to Montreal from London and Havre, the Allan liner Carthagian will be taken off the London-Havre service to be placed on the Liverpool-Glasgow-Philadelphia route via St. Johns and Halifax. It is expected that the Carthagian will be replaced, at least for the balance of the season, by the Samartian.

Nearly all of the rate quotations have been changed more or less this week, as is usual about this time of the shipping season.

Several boats cleared Montreal port last Saturday, among them being: The Allan liner Carthaginian for London and Havre, the Dominion liner Manxman for Avonmouth, R. Reford & Co's Devona for London, and the Kensington of the Dominion line for Liverpool. All these vessels carried general cargoes.

SALMON PRICES.

The Corby Commission Co., New York, have issued the following salmon prices: Clover Leaf, talls, $5.75; Clover Leaf, flats, $6.25; Rivers Inlet O-Wee-Kay-No, $5.50; Humpback, $3; Cohoes, $4.25.

Jos. E. Ethier, manager Laporte, Martin & Cie, Montreal, is out of town at present.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	16/3
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	16/3
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	1(/6	15/9	17/6	18/6	15/9	10/6	.....	.....	15/9	17/6	.....	16/3
Oil Cake, Cottonseed Cake, Flour, Oatmeal, Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs	7/6	*10c.	*11c.	11/3	*9c.	8/9	10/6	11/6	10/	12/6	.....	12/6
Rolled Oats, Dog Flour, Flour Middlings, i bags, 2,240 lbs,	9/3	11/	12/3	13/9	11/	9/3	13/	14/	12/6	15/9	.....	12/6
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	7/6	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.	8/9	11/3	12/6	11/3	12/6	8/9	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	12/6	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	8/9	10/6	11/9	12/6	10/	8/9	13/	14/	10/	..	.....	12/6
Apples Flour and Meal, in barrels, barrel	2/6	2/9	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/
" Evaporated, in barrels or boxes, "	7/6	10/6	11/3	8/9	10/6	7/6	.....	.....	10/6	11/3	.....	10/
" Prunes and other dried fruit n boxes, 2,240 lbs.	15/	20/	20/	20/	21/	15/	.. ...	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern	1/3	1/6	2/	2/	1/6	1/6	.....	.....	.....	.....	.....	2/3
Smalls, of less than ¼ ton weight or measurement	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

Georgia PEACHES
California
PEACHES
PLUMS
PEARS
are what you want for Holiday Trade.
We are HEADQUARTERS for all Imported Fruits.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St. TORONTO, CANADA

Watermelons, Cantaloupes, Bananas, Oranges, Lemons
CANADIAN FRUITS
are now arriving in large quantities and we are giving them our Special Attention
RASPBERRIES
CURRANTS
CHERRIES

RIPE TOMATOES

I have the largest plantation of **Early Tomatoes** in the favored Leamington District. Write for prices. I make a specialty of **careful packing.** All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,
Leamington, Ont.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Outlook is for a Good Average Peach Crop—One Grocer's Interesting Experience in Grading Peaches—Big Tomato Crop—Lower Prices.

The fruit trade is now lying back a little in anticipation of the Crawford peach crop, which will not begin to move till about September 1. No one is idle, however, and throughout the Dominion a heavy business in fruit is passing. A few yellow fellstone peaches, the Yellow St. John, are expected on the market by the 25th, but the genuine Crawford will not be ready till about the 1st. The peach crop in Ontario is now declared to be a good average crop and somewhat less than last year.

The early peaches now coming forward are not very satisfactory. "You can stand and watch them spoil," declared one large Toronto dealer. A grower stood on the dock at Niagara on Saturday and saw a prominent Toronto financier buy half a dozen baskets in the belief that they were Crawfords and pay a dollar a basket for them. The market price was about 50c. They were fit only for eating and that with little delay; but the financier told his wife how nicely they would do for canning. They were transported to the vessel with great care, the seller carrying three baskets, the financier two and his wife one. The grower took a look at them later and saw they were nice on top and small and green underneath. The great man's grocer would enjoy this story if he knew.

The early tomatoes are a large crop and prices took a tumble this week. The later variety are a good average crop, but they are not selling any too well.

Pears are an average crop; the quality is good and they are nice and clean. Grapes also will be a good crop and without much fungus.

MONTREAL MARKETS.

GREEN FRUITS — Warm weather such as we have been having helps the fruit trade in one way and does not in another. During the week there has been a good healthy trade in all lines. If the weather was more moderately warm no doubt trade would have been much better. Black and Lawton berries and black currants are among the new lines quoted this week. Cherries are now out of the market, while raspberries have been advanced one cent. New apples are arriving very freely, while shipments of plums have been numerous enough to enable dealers to lower the price somewhat.

Late Valencia oranges, per box		5 75
Dates, per lb		0 04½
Bananas	1 75	2 25
Cocoanuts, per bag of 100		3 40
Pineapples		4 00
Apples		7 00
New apples, baskets	0 25	0 40
Old lemons, per box		3 75
New lemons		5 00
Limes, per hundred		1 25
Peaches, per box	1 75	2 00
Plums, "	1 50	2 00
Cantelopes, per crate		5 00
Watermelons, each	0 30	0 35
Jamaica oranges, per bbl		7 00
Spanish Onions cases		2 50
Blueberries, 22 quart boxes		2 25
Raspberries, per box		0 11
Gooseberries, per basket		0 75
Blackberries, pail		1 25
Lawton berries	0 10	0 12
Black currants, basket		1 00
Jamaica grape fruit, box		6 50

VEGETABLES—There have been few changes in quotations this week. Tomatoes are now arriving much more freely and are selling from 75c. to 90c. a box. Some baskets are obtainable at 60c. Old turnips and old carrots are now entirely out of the market, and new stock is now coming in freely enough to supply all wants. Corn has declined considerably since last week, dealers now quoting 10c. a dozen. Cucumbers are very plentiful and find ready sale from 10c. to 15c. per dozen. Business is very good.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		0 75
Montreal cabbage, per doz	0 35	0 75
" tomatoes, boxes	0 75	0 90
New turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
New potatoes, per bbl	2 50	3 00
New beets, per doz		0 50
New carrots, per doz	0 15	0 25
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Green peas, per bag	0 75	1 00
New corn, per doz		0 10

FISH—For the season of the year very good trade is passing in fish. Recent very warm weather has had the effect of keeping the demand lower than it would otherwise have been. Quotations this week have not been greatly changed. Dore, which is becoming scarce, has been advanced to 9c. Pike, trout, whitefish, and other lake fish are not plentiful now and will not be so until September 1. Arrivals of codfish and haddock have been numerous and prices are low. Skinless cod is quoted $5.75.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 05
" halibut " "	0 09
" grass pike " "	0 08
Lake trout " "	0 09
Whitefish " "	0 09
Weakfish " "	0 09
Dore, per lb. " "	0 10
Gaspe salmon "	0 14
Fresh B.C salmon "	0 13
Fresh mackerel "	0 10
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, " Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, large, per case	5 75
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

TORONTO MARKETS.

GREEN FRUIT—This week will finish the raspberries and the Lawton berry crop is now arriving. Early apples are a shade lower this week and the early peaches are coming in pretty freely and are a little lower. Heavy business is passing in all marketable lines. Bananas are selling even more freely than last year, when the consumption compared with former years was excessive.

Oranges, late Valencias, 96's, 112's, 288's	4 75	6 25
Lemons, Messina, 300's, 360's, per box	4 00	5 25
Limes, per crate	....	1 25
Apples, new harvest, per basket	0 25	0 40
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers' per bbl	....	....
Bananas, per bunch	0 75	2 25
Red bananas per bunch	2 20	2 50
Red currants, basket	0 90	1 10
Raspberries, basket	0 09	0 10
Pineapples, Floridas, 24's to 30's	3 00	3 50
Plums, California, per crate	1 75	2 00
Apricots, " "	2 50	2 75
Peaches, " "	1 25	1 75
Pears, eating, per box	2 50	3 00
Georgia peaches, 6 basket crates, per crate	2 25	2 50
Canadian peaches, per basket	0 25	0 50
" pears, per basket	0 30	0 40
Watermellons	0 30	0 40
Cantalopes, per basket	0 75	0 85
Blueberries, per basket	1 00	1 40
Black currants, per basket	....	1 25
Lawton berries, per box	0 09	0 10
Southern grapes, 6 basket crates	....	3 00

VEGETABLES—All price movements this week are downward. Potatoes are 15c. lower, cabbage 10c., egg plant 25c, peppers 35c, celery 10c to 30c, corn 2c to 5c, and tomatoes slumped early in the week to 25c to 30c a basket. Corn has come on quickly and is very plentiful. Potatoes promise well. In all lines the demand is heavy and the supply seems ample.

New potatoes, Ontario, per us	0 65	0 75
Onions, Egyptian, per sack 100-115 lbs	....	1 00
" green, per doz. bunches	....	0 12½
" Spanish, per large case	....	3 25
Cabbage, new Canadian, per doz	....	0 40
Wax and green beans, per basket	....	0 30
Green peas, per bush	....	0 40
Beets, new, per doz. bunches	0 20	0 25
Carrots, Canadian, per doz. bunches	0 20	0 25
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 35
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 25	0 30
Rhubarb, 1 doz. bndls	0 20	0 25
Watercress, per doz. bunches	....	0 25
Egg plant, per basket	....	0 75
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, new per doz	0 25	0 35
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 45
" Canadian " "	....	0 40
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 50	0 75
Green corn, per doz	0 08	0 10
Leeks, per doz	....	0 25

FISH—The fish trade continues small in volume, as is usual at this season. Salmon is a cent lower. Otherwise prices are unchanged.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20

GRADING PEACHES.

W. O. Burgess Makes a Beginning—Good for all Concerned

W. O. Burgess, a fruit grower of the Niagara peninsula, and some dealers would say "the" fruit grower, told a Canadian Grocer representative yesterday of a departure in marketing his fruit which had both paid him and created a demand for his output among grocers catering to the best trade. He purchased a grader for peaches and fitted up padded bins. He now markets under his own name two sizes, the "good family," between 2¼ and 2½ inches in diameter, and the "extra," over 2½ inches. On every basket he places a label stating the size and guaranteeing the fruit uniform throughout. Then the fruit is

CALIFORNIA FRUIT
Fancy Bartlett Pears and Crawford Peaches
are now arriving in large quantities. You should be handling a share of this fruit if you are not. FRESH DAILY.
Lemons
We predict higher prices. Good Hard New Lemons at present prices will soon look cheap.
Our Weekly Price List mailed to any responsible dealer.
WHITE & CO., LIMITED
TORONTO and HAMILTON

BRITISH WEST INDIAN LIMES
The thin-skinned "juicy little lemon"—just what you want now when lemons are high. You can't help making a good profit on them. Ask your dealer.
W. B. STRINGER & CO., - Agents - Toronto

TOO BUSY to write lengthy ads. Send along your fruit orders. No time for particulars. All lines of Foreign and Domestic Fruits.
THE F. T. JAMES COMPANY, Limited
76 Colborne St. 33 Church St. TORONTO Wire, Phone, or Mail your Orders

APPLES. If you want to either buy or sell Apples in CAR LOTS, get in touch with us.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS
And all kinds of
FOREIGN AND DOMESTIC FRUITS
Send us your order
HUGH WALKER & SON
ESTABLISHED 1861 GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS.
4 Cullum St., E.C. LONDON, ENG.

rowed and properly packed. The small fruit that is left is put on the market to bring what it will.

On more than one occasion Mr. Burgess has tested the economic value of the plan. Take one instance. He had on one occasion 900 baskets of peaches. Of these he graded 700 baskets and shipped them, two sizes under his name and one unidentified. The other 200 he shipped ungraded to another commission house. The 700 baskets averaged him between 40c and 45c a basket, the 200 only 22½c. a basket.

Once Mr. Burgess had a difference with the firm he was shipping to and sent the next shipment to another house. His old house kicked up a row because they had sold a hundred baskets of his stuff ahead to grocers who had ordered them by size.

Mr. Burgess thinks the time is coming when fruit will be graded and packed in Ontario as it is in California, and his opinion is that grower, dealer and consumer will all benefit.

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES
We are now booking orders at opening prices. Please ask us for prices.
W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

WILL BUY FRUIT AND POTATOES.

J. S. Larke, Canadian commercial agent at Sydney, Australia, reports that the potato crop in New Zealand is a failure owing to disease. On that account there will not be any export of oats and that therefore there will be a market in Australia for Canadian oats in October, November and December. There will be an opening, too, for all British Columbia's surplus potatoes. There are likely to be inquiries in October, he says, also for good Canadian apples the failure of some shipments last year. The three steamers of the line between Canada and Australia will all be filled with cold storage for fruit. He adds, "The prosperous condition of Australia has increased the number of purchasers of high class fruit, hence there will be a demand for an increased quantity, for which good prices will be paid. The best dessert fruit is now commanding 15s. per bushel here wholesale, and the prices will be higher in October."

Sardines have now reached the Nova Scotia coast. The fish are somewhat late and fishermen feared the catch would be very small. Sixty hogsheads were brought to one port in a single day and the outlook now is for a good season.

THIMBLEBERRIES
Sound and Fresh. I have Them
You remember how quickly I supplied you last year, and what big lovely berries they were? Well, this year it's the same story.
Regarding PEACHES, PEARS, APPLES; I can quote close prices on A1 fruit.
Get on the Phone with me or send a Wire.
NOTE —The sales of
E. D. S. Brand Jams, Jellies,
etc., for 1906 will eclipse all previous records.
E. D. Smith's Fruit Farms, Winona, Ont.

J. V. DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^a ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE
Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes

REPUTATION—THE GREAT THING NECESSARY.

The great thing necessary to success in business, and in life for that matter, is to secure a reputation.

Once your reputation is made the rest is easy. Emerson said, "If a man writes a better book, preaches a better sermon or makes a better mouse trap than his neighbor, though he build his house in the woods the world will make a beaten path to his door."

Such is reputation. It's worth a mighty effort. It's no easy matter, however, making it. It's a hard, slow process. It requires much skill, great patience, and infinite persistence.

Reputation is the world's estimate of the man or the concern; and the world is suspicious, and slow to appreciate or applaud but quick to condemn. It's a long hard pull up to a good reputation, and an easy rapid fall down to a poor one.

There's no escaping judgment—and we're all found out sooner or later for exactly what we are; a faker may pass for a while, but he won't last.

In business it's the goods you sell and the methods you employ in selling them that establish your reputation. The highest reputation can only be gained by selling good goods by right methods.

Quality and value are the two things to keep constantly before you—high quality and good value. The best in anything at a fair price is the best value.

A workman can't do good work with poor tools, neither can a merchant gain a good reputation with poor goods. Don't try it. Stick to the best, and the best only. It pays in the long run —in profit and in satisfaction. As soon as the public know that they can depend upon everything that comes from your store your reputation is made and your success assured.

There are not many merchants who have the nerve to handle or sell only the best, neither are there many manufacturers of this order. The temptation to sell something cheap and inferior for immediate profit is too great for the majority—and away goes their reputation. They never amount to much. Their trade is a sort of catch-as-catch-can business—there's neither profit nor glory in it.

It's harder and slower at the start to build a business on quality, but when you get it, it sticks. It's something to be proud of, something you can become enthusiastic over, something you can put your heart into as well as your energy and ability.

How can a man get enthusiastic over cheap stuff, how can he put his heart into a make-shift? It's not possible, and if you can't put your heart into your business get out of it, and get into something you believe in, something you can swear by, something you delight in. It's being in love with your work that counts. There's a touch of the heart in every success—in every reputation. — Walter H. Cottingham, general manager of the Sherwin-Williams Paint Co.

The products of the vegetable hot houses in Victoria, B.C., during the season just ended aggregated $20,000.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

Manufactured since 1849
Supplied under Contract to the
British and Indian Governments

Points about a good

Pickling Vinegar

Our ***Pure Malt Vinegar*** imparts the delicate malt flavor, so much appreciated. It keeps its color and gives just the right firmness to the pickle. Retains its keeping qualities under all conditions.

To prevent disappointment, you should recommend an undeniably superior article to your customers.

White, Cottell & Co., Warner Rd., Camberwell, S.E., London, Eng.

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate

that **IS** Chocolate

IS

MOTT'S

"Diamond" Brand

IS MOTT'S

"Elite" Brand

Made in Canada of the finest cocoa bean, most up-to-date process and perfect hygienic conditions.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers

27 COMMON ST., MONTREAL

SHIRRIFF'S

are the extracts of the hour, likewise the extracts of the year.

MANUFACTURED BY

IMPERIAL EXTRACT CO.

TORONTO

BISCUITS AND CONFECTIONERY

Some Facts About the Making of Lozenges in Canada—Growth of the Confectionery Business in the United States.

If a grocer has a desire to handle the best class of confectionery—and many of the trade do—isn't it a good idea once in a while to make a public announcement of the fact by dressing a window with confectionery? Nothing you can put into a window, except money, if it be high-class and well arranged, will appeal more forcefully to the public eye and stay longer in the memory. Except for children confectionery is a luxury, and when a young man wants a 75c. pound of candies, he doesn't rush in anywhere. He is particular. He wonders where the best are sold. The nicely dressed window will answer that inquiry many a time and oft.

CONFECTIONERY IN THE UNITED STATES.

Writing of the history of the confectionery trade in the United States, A. T. Hayward, president and treasurer of Forbes, Hayward & Co., says:

"The early history of the confectionery business in this country is somewhat obscure, as little was published in relation to it until within the last fifty years. The term "confectionery" embraces a vast number of edibles or compounds that have sugar as a base or principal ingredient.

"The art of manufacturing confections and sweet preparations was at first largely confined to apothecaries and physicians who used sugar and honey to disguise their medicines, but in later years the making of confectionery became a separate and distinct branch of business, although the druggist is still dependent upon the manufacturing confectioner for an important line of his goods, known as medical candies. Few modern industries have experienced more poignant or more radical changes during the last century than the confectionery business. Previous to the year 1851 the manufacture of 'boiled sweets' was largely an English specialty and its extension to other countries had its origin in the unique display of these goods made by the London confectioners at the first international exposition in that city in that year. The interest then attracted to the business gave it a new impulse and caused it to extend to Germany as well as France, which in the manufacture of chocolate bonbons and comfits excelled all other countries.

"In the United States we find that as early as 1816 there were published the names of 20 confectioners in Philadelphia who were manufacturing and selling candy. Previous to the year 1845 the manufacture of confectionery was in a somewhat crude state. As a rule each confectioner made his own goods, his stock in trade being limited to the ordinary stick candies, sugar plums, and molasses candy, while all fancy goods were imported from France or other foreign countries. The introduction of machinery has added much to the development and increase of the business."

The United States census returns show a great increase of the confectionery business between 1850 and 1900, as follows:

	1850	1900
Establishments ...	383	4,297
Hands employed...	1,733	33,583
Capital	$1,035,551	$35,155,361
Paid in wages	458,904	10,867,687
Value of material	1,691,824	45,534,153
Value of product...	3,010,671	81,290,543

The greatest increase was between 1880 and 1890.

CONVERSATION LOZENGE.

In the city it may be different, but in the country what person, of gumption enough to be at large, has reached the estate of the grown-ups and has not indulged in a conversation more or less amatory with lozenges. The same old conversation lozenges are sold to-day and there are few rural stores that has not a jar of them about. But here, as everywhere else, progress has made improvements and to a large extent the old-fashioned lozenge is superseded by a confection called a lozenge but which in truth is not a lozenge at all.

Chambers defines a lozenge as "a small cake of flavored sugar originally lozenger or diamond shaped." Lozenge is an heraldic term and denotes "the shield on which the arms of maids widows and deceased persons are borne." Thus, it was the form that gave the confection its name. This was, in the words of Chambers, an obtuse angled parallelogram. Like this

The old-fashioned conversation lozenges are made of dough and were made in England long before they were produced here. Forty years ago, Robert Watson, then a journeyman, made them by hand in Toronto. Not long after that Thos. Robertson invented a machine for cutting them. One day Robert Watson ran a race with the machine on a day's output and beat. The machine was greatly improved and it would take several good men to beat it now.

But the lozenge itself has been improved upon. Drop lozenges have to a considerable extent taken their place. These are made of a paste, which as their name indicates, is dropped. They are smoother, have oval tops, and permit of a much greater variety of colors. Years ago Robertson Bros. turned out a ton of conversation lozenges a day; now the output is about half a ton, but the output of drop lozenges, of which they have 150 varieties, is about two tons a day.

Some years ago Thos. Robertson hit upon an idea of putting out a line of conversation lozenges for grown people,

Where The Quality is Uncertain

the trade will be of the drib-drab variety.

That's the law of "Palate" gravitation.

Isn't it worth a grocer's while to search out the "certain quality" biscuits.

STIR UP PROFIT ACTIVITIES IN YOUR STORE

Where the quality is uncertain the trade will be of the drib-drab variety.

Ask for "Perfections."

THE Mooney Biscuit & Candy Company, LIMITED.
Stratford, - Canada.

DIAMOND Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS **BISCUIT MAKERS**

For Over Fifty Years.

SPECIALTIES

King's Own Mixed
Puff Cracknel
Veda Oatmeal
Kiel Fingers
Glacier Wafers
Milk Chocolate Finger
Butter Cream
Polo
Macaroons
Marie

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

WILSON BROS.,
Wharf Street,
VICTORIA, B.C.

C. & J. JONES,
424-5 Union Bank Buildings,
WINNIPEG.

KENNETH H. MUNRO,
324 Coristine Buildings,
MONTREAL.

Nothing in the Condensed Milk line can be purer than

Borden's Brands

"EAGLE" CONDENSED MILK

Yours for Profit and Increased Trade.

"PEERLESS" EVAPORATED CREAM (UNSWEETENED)

For sale by all jobbers

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C, 5th edn. A1—Premier and Standard Shipping

something a little more advanced than the old-time simple love messages. Here are a few samples:

"Before promising a woman to love only her, one should have seen them all or should see only her."

"He swore to me an eternal love. Eternity has lasted but one morning."

"Love is like the rose; so sweet that one always tries to gather it in spite of the thorns."

"Beauty and ugliness disappear equally under the wrinkles of age. One is lost in them the other hidden."

The machine for printing these oval shaped lozenges was also invented in the Robertson factory. Thus Robertson made a business of gathering epigrams and suitable sayings, and if their whole list were swept away to-day, he could have a new one out to-morrow.

The firm's name for this line of goods is "Wit, Wisdom and Wickedness." Occasionally a preacher will find one which he thinks too sophisticated for unrestricted circulation and will enclose it in a letter of protest to the firm.

THE HONEY OUTLOOK.

At a meeting of the crop committee of the Ontario Beekeepers' Association in Toronto Saturday, Secretary W. Couse stated he had reports from a large majority of the members, and these reports showed that not one beekeeper had to report a good crop, many reported a total failure, several reported small and a few stated crop insignificant. The comb crop is reported as almost a total failure.

The committee was of the opinion that good extracted honey would this year be from ten to eleven cents per pound wholesale, choice comb from $2 to $2.50 per dozen, No. 2 from $1.50 to $2 and dark from $1.25 to $1.50. The continued wet early in the season was given as the chief reason for the failure of the crop.

Mr. Christie, of Woodstock, N.B., has purchased R. A. Hutchison's grocery and crockery business, St. Andrews, N.B., and took possession August 1.

NEATNESS IN THE STORE.

"There is no reason, in these days, why the average grocer cannot keep a clean and neat store and display his stock to good advantage," said J. Riley, a Parkdale grocer the other day. "There might have been some excuse in the olden days for a little untidiness, when most goods were handled in bulk, but now nearly everything is packaged or bottled and all the grocer has to do is to place them on his shelves. Of course there is much room for the exercise of taste in the arrangement of goods, and in the up-to-date stores the stock is very effectively displayed, but the average grocer with a little care and thought can make a very creditable showing."

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

UPTON'S
Jams, Jellies
and
Orange
Marmalade
are easy to sell.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.
THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Sixty Years of Popularity
COX'S CELATINE should be used in every Canadian household, because
(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Advance in Price

For the past 2 years my broker in Havana has been advising me periodically that tobacco was advancing in price. To-day war prices are prevailing. I have first Capaduras in my warehouses to-day that cost me 40c. a pound which I can sell spot cash for 75c. When I was in Havana last December it could be bought for 60c. I did not buy much because I had, and still have, a large stock that I use in Pharaoh.

The second Capaduras that I use in Pebble have also advanced and are worth 55c. to-day.

I bought last December of the grade at the prevailing prices and am just now working it in Pebble. The quality is superfine, but the cost to manufacture Pebble cigars has increased over $3.50 per 1,000. After Sept. 1st I will have to cut off all jobbers' discounts and can allow only 3% cash discount on Pebble in place of 5%.

My 500 assorted order still holds good. Better send in your order this month. With Pharaoh (10c.) and Pebble (5c.) you will suit the most fastidious smoker and retain his custom.

J. Bruce Payne, Ltd.

GRANBY, QUE.

Don't Lock the Stable After the "Trade" Horse Gets Out

Every day of putting off the T. & B. question acts as a shrinkage on your profit returns.

You have the store, the situation, the customers. All you need is the tobacco—T. & B.

Give the matter thought in these 24 hours.

The Geo. E. Tuckett & Sons Co., Limited

HAMILTON, - CANADA

TOBACCO AND CIGARS

Grocers Should Make it a Specialty and Give it a Department—The Cuban Crop —Tobacco in India—Warehouse Burned.

The modern show case—a plate glass structure in a framework of oak—is a very handsome piece of store furnishing and makes an ideal housing for a grocer's up-to-date tobacco and cigar department. Many grocers keep package and plug tobacco and seem satisfied with that. Why not cigars also? If one is going to handle tobaccos why not go the whole figure and make the best out of it? To stand a couple of caddies under the counter or shelving is not making a tobacco department and is not improving the appearance of the store. Whatever is worth doing is worth doing well and if there's profit in stocking two or three caddies and some packages, there would be a good deal more in instituting a tobacco department in a modern show case that will keep the goods free from flies and dust and display them to the best advantage.

CUBAN CROP SHORT.

The United States Tobacco Journal publishes an interview with an expert upon his return from Cuba, who says the 1906 Cuban crop of tobacco now on the market is exceedingly short and is already bringing extraordinarily high prices, which, in the natural course, will go still higher.

"Of the Vuelta Abajo lowland crop," he said, "about 80 per cent. shows damage from must and dry rot. The best Vuelta tobacco which was raised in Remates and the Lomas has, as yet, not shown any damage and was bought early at fabulous prices. The Partido is, as a rule, sound, producing very few wrappers, but among this few some very fine ones. The Remedios crop has turned out an excellent leaf, but the prices are prohibitive. The entire crop of Cuba will amount to about one-half of that of 1905. An example of the remarkable increase in prices and values which has taken place, is furnished by these comparisons: Vuelta Abajo botes, which last year brought from 11½ to 13 cents, are now selling at from 33 to 35 cents per pound; Remedios botes, which used to go for 10 cents, now bring from 22 to 25 cents per pound, and the same proportion prevails in the higher grades. Notwithstanding the poorness of the Vuelta Abajo crop, it is being bought up on account of the great shortage. In my opinion, it will take manufacturers in this country, who have not visited Cuba and do not intend to, some months, before they will understand the true state of affairs, and by that time there will be no serviceable tobacco left."

TOBACCO IN INDIA.

The Anglo-Oriental Commerce, speaking of tobacco in India, says:

"The demand for tobacco of superior quality is by no means insignificant, the imports during the year 1903-4 having been valued at more than $1,500,000. During recent years cigarette smoking has come into great vogue among the many millions of natives who live in towns and travel by railway, and is increasing. The importation of cigarettes during the quinquennial period 1899-1900 to 1903-4 increased in steady progression from 200,000 pounds, valued at $100,000, to 2,250,000 pounds, worth $1,000,000. It is estimated that about 840,000,000 cigarettes were imported during 1904-5, valued at $1,150,000. If progression continues, and it seems probable that it will in a greater or lesser degree, the value of imports may rise to half a million sterling in the course of a few years. The cigarettes most in demand are of a low, cheap grade, so that, even if only moderately good leaf could be grown, this trade, with cheap labor and cheap paper from the Indian mills, might be monopolized by local industry run on sound business lines."

TOBACCO STOREHOUSE DESTROYED.

On the evening of July 30 the storehouse of the St. Lawrence Tobacco Co., St. Laurent, Montreal, was totally destroyed by fire. The building was a wooden one, 70x40 feet, and contained something like $29,000 worth of tobacco. The loss sustained is estimated at $30,000, while insurance on the whole amounts to $21,000. Nobody knows the cause of the fire, but the general belief is that one of the men when obtaining a load of tobacco in the morning, carelessly dropped a butt of a cigarette on the floor. The building was locked during the day, so that nobody could have entered.

ONTARIO CROP GOOD.

It is pleasing to write that the tobacco crop seldom looked more promising any season than it does at this date, says the Leamington, Ont., Post. It is a noticeable thing this season that the growers are giving better cultivation to their fields than usual, indicating that the farmer is trying to produce a better crop under the incentive of fancy prices for good tobacco. Evidently they have come to believe that the best results are obtained only by careful, painstaking methods, and neglect anywhere along the line means reduced profits. The coming few weeks will be the critical ones for the new crop. The season for hail and

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

heavy storms is at hand and it is rare that the growing sections escape some damage from these sources altogether.

The Imperial Tobacco Co., of England, will, it is said, undertake the growing of tobacco in Nyassaland, Africa, and have engaged an American expert to superintend the plantations for two years.

TO CUT OR NOT TO CUT.

(With apologies to Shakespeare)

To cut or not to cut, that is the question,
Whether 'tis not better in the end
To let the chap who knows not the worth
Have the sale at cut-throat prices, or
To take up arms against his competition
And, by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wished. To cut—to slash—
Perchance myself to get it in the neck—
Ay, there's the rub; for when one starts
To meet the other fellow's price, 'tis like as not
He'll find he's up against it hard.

To cut and slash is not to end confusion
And the many evils the trade is pestered with;
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such course portends,
'Tis well to get the price the thing is worth
And not be bullied into selling it
For what So-and-So will sell it for.
Price cutting doth appear unseemly;
And fit only for the man who knows not
What his goods are worth, and who, ere long,
By very stress of making vain comparison
'Twixt bank account and liabilities
Will make his exit from the business.

—N. E. Grocer.

Jas. B. Campbell, of the Acme Can Works, Montreal, is back in harness again after his vacation at Old Orchard Beach and Portland. Mrs. Campbell and family will enjoy the sea breezes a few weeks longer.

EFFECTIVE ADVERTISING

Some Guiding Principles in Tpye Displ ay—Things the Grocer Ought to Know and Remember When Writing His Ads.

The primary use of type is for the transmission of a writer's thoughts to the mind of the reader. It is the substitute for vocal sounds, the medium of a converse which appeals to the eye instead of the ear. By its employment an advertiser, given sufficient space, can say to a reader, all he could wish to say if he were talking to a customer at the counter. But in a prsonal conversation, there are other factors besides the mere word-formation of articulate speech. There are qualifying inflections of the voice, emphasis gesture, attitude and other auxiliaries which infuse force, impressiveness and realism into verbal utterances. How are these important adjuncts to be represented in printed matter?

Type Character.

For the citation of facts and the statement of news, a small uniform type is sufficient as used in the editorial columns; but for the advertiser's purpose, the arrangement of types must be of a character that will correspond to the factors which make uttered speech, a thing instinct with living power. Typography is an art, and its principles must be thoroughly understood before an advertisement can possess the forcefulness of a verbal communication.

Receiving the Message.

An important point to be remembered is that whereas the brain of a hearer receives a message without any conscious effort, in the case of a reader there is considerable effort, the strain of which falls entirely upon the mechanism of the eye. One can listen continually without effort or fatigue, but the eye quickly becomes wearied by monotony or strain, especially if there is no preconceived interest to stimulate and sustain the attention. It follows, therefore, that a first principle in type display is to avoid what will weary the eye, and to afford such contrasts as will offer relief, rest and change to the optic nerves.

"Skimming."

The reader who may not have studied the subject closely can easily demonstrate this by taking up a newspaper and glancing through its columns. Close set letter press being uniform in appearance, you will be conscious of a tendency to skim over parts of it in order to get to the bottom of the column quickly (unless an aroused interest is strong enough to conquer the tendency). So in a book when the pages are much the same in appearance, unless the subject itself furnishes an incentive to read carefully, the eye will flit from paragraph to paragraph and page to page, eager to get to the end and have done with it. If there be any heavy type, black rule or white space in close proximity to the side of a column or lone paragraph of close text, the eye will be deflected to it—not by design or accident, but by an unconscious mental effort to find relief. Because strong contrasts offer relief as well as attractiveness to the eye, the power of contrast becomes an important agent in art of typography. The degree of contrast must be decided by the judgment and skill of the one who prepares the draft advertisement or the compositor who sets up the type.

Eye Manoeuvres.

From force of habit, the eye, in reading, instinctively works from right to left and downward all the time. In choosing the types for a displayed announcement, this instinct or habit must be taken into consideration. If you observe carefully the separate operations and their sequence, when the eye is engaged in reading, you will see at once certain opportunities which can be manipulated to your own advantage, if you are an advertiser. To commence

A SAFE INVESTMENT

and a sound cigar business of your own comes from stocking

HOGEN-MOGEN 5c. AND ROYAL SPORT 10c. Cigars

They will help you win trade. Won't you prove it.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

with, the gaze when it leaves a column flits upward and alights at the head of the next column. For an instant, at least, the gaze is concentrated on the spot where it settles, and there is, therefore, a direct means of communication established, for the time being, between that spot and the reader's mind.

Mental Motions.

If what the eye sees in that moment appeals, strikes, startles, attracts, or interests the reader, a mental impression is created. If the gaze is not arrested during that momentary halt, it begins its mechanical motion of working from left to right. When it has traveled to the end of a line it flits back (discerning nothing during the flight) to the beginning of the next line. There is, therefore, a slight pause occurring twice; once while the gaze is being lifted from the last word of a line, and again when it alights on the first word of the next line. Anything that we want to drive home to the reader's mind, if placed in position at the beginning or end of a line (or lines) obviously has a better chance than if placed where it could only come into contact with the gaze during transit.

The Contrasts.

To the lay mind such an advantage may seem infinitesimal; to a mind versed in the subtleties of advertising craft, its possibilities are almost immeasurable. In many publications you will have noticed articles punctuated with insetted sentences in larger type—sometimes right, sometimes left—and you may be able to recall that these words have been remembered when the rest of the article had quite faded from memory. Why? Simply because in the stationary moments the gaze carried a stronger impression to the mind than when it was traveling between the halts. Thus, in the case of headings and side insets, the eye stops for the instant, automatically, so to speak; but to attract and impress the mind at other stages of the zig-zag run from top to bottom, the gaze has to be arrested while in motion—a more intricate and difficult problem. Pure whites and deep blacks offer harsh but striking contrasts; hence we must adopt tactics which involve considerable white spaces, large, plain-faced types, heavy rules, ornaments and illustrations. To use the contrasts indiscriminately, however, is to court certain failure.

"Proportion and Fitness."

A contrast may be soft or harsh at discretion, but it must be an agreeable one—if possible a pleasing one—to the mind. In all natures, however cultured or however base, there is a latent sense of proportion, harmony and fitness. Symmetry, daintiness, beauty, grace and other artistic virtues in an advertisement are embellishments, but proportion and fitness are essentials. A crudely-organized announcement, even if it possess convincing qualities will be shorn of its power, if disproportioned and discordant. The mind will be pained by the impression, and will resent the affront. On the other hand, a well-balanced advertisement, however strong its contrasts, will please the mind and draw out its sympathies. On the one hand you inspire prejudice—on the other, confidence—and it makes all the difference which.

Emphasis.

To carry this investigation a step further:

In advertisement construction, the use of types must answer to the degrees of emphasis employed in speech. There are points in conversation which are enforced by tone, attitude and gesture. A public speaker who addresses his audience in a monotone—whose gaze is fixed—whose body is immobile, palls upon his hearers, tires and wearies them out. But the orator with his impassioned outbursts thrills his audience; his eloquence stirs them into animation, fills them with enthusiasm, appeals to the fuller sympathies and wins their confidence. The cadences and inflections of human tones are denied the advertiser, and he must perforce make up the deficiency as well as he can, with his variations of type.

Verbal Appeal.

Short, crisp sentences in bold, clear-faced type, thrown up in strong relief by small letter press or clear white space, are like the interjections—the short, snappy effective passages of a powerful speaker. The judicious use of pointers, notes of exclamation and interrogation, italics, dashes, interpolations, etc., help to impart the right degree of dramatic and sensational element to the whole, until (provided the mind can be attracted and held) the general effect of the advertisement may approximate in forcefulness (if it cannot in actual realism) to a verbal appeal.

General Survey.

The finesse of this important subject has too many ramifications for us to discuss more than those common aspects which every advertiser is aware of and appreciates, for the possibilities of type expression are unlimited. Those who have studied the subject deeply recognize that the letter—the form, size and arrangement of types—is not all, but that a pervading spirit or more subtle quality can be infused by the trained mind, which breathes into the advertisement more than the words themselves express. Readers are sometimes influenced in a measure far exceeding what one might have expected from an advertisement. Why? It was not the phrasing or type that inspired confidence and faith. What was it? Some hidden influence in the advertisement that touched some equally hidden chord in the reader? Some subtle touch of nature? Some occult and invisible agent speaking from mind to mind out of the cold but visible type?

The Difference.

Only the specialist can tell—he alone may understand the intricacies of his craft. And perhaps the power and scope of his own mentality may be inscrutable—even to himself! Yet the fact is obvious enough, that some advertisements are "alive" and some are not alive, though each may have the semblance of life, and possess general features and qualities in common.—Advertising (London).

Adlets.

Be explicit always.

Try and design your ads.

Don't cultivate a sing-song style.

Make your own mottoes. Don't use "steals."

Have your ads sharp, but don't have them cutting.

If you have nothing to say wait till next week before advertising.

Take a taste of ginger and then see what ginger emphasis in advertising means.

Try a special sale now and then to stir things up. A.A.B.

A TIGHT PLACE.

They were newly married and on a honeymoon trip. They put up at a skyscraper hotel. The bridegroom felt indisposed and the bride said she would slip out and do a little shopping. In due time she returned and tripped blithely up to her room, a little awed by the number of doors that looked all alike. But she was sure of her own and tapped gently on the panel.

"I'm back honey; let me in," she whispered.

No answer.

"Honey, honey, let me in," she called again, rapping louder.

Still no answer.

"Honey, honey, it's Mabel. Let me in!"

There was a silence for several seconds; then a man's voice, cold and full of dignity, came from the other side of the door:

"Madam, this is not a bee hive; it's a bath room."

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

910. Agent.—A West Indian firm wish to appoint a sole agent in Canada for the distribution of tropical fruits and preserves.

915. Broom corn.—A London firm seek information as to the production of broom corn in Canada, and would like to hear from Canadian shippers, if any. Information required as to length, manner of packing, etc., and samples desired, if possible.

916. Egg albumen. —A London firm ask for the addreess of Canadian producers of egg albumen.

SURPRISE SOAP

The name "SURPRISE" stands for Pure, Hard, Solid Soap. The best value in Laundry Soap.

A PURE HARD SOAP expresses the whole value in Laundry Soap.

SURPRISE is made in the way it is now for over 20 years.

Your customers will appreciate your calling attention to **SURPRISE.**

SURPRISE
A PURE HARD SOAP
You Can Use
"SURPRISE" Soap in any and every way, but we recommend a trial the "SURPRISE" way, without boiling or scalding the clothes.
READ THE DIRECTIONS ON THE WRAPPER.
ST. CROIX SOAP MFG. CO., ST. STEPHEN, N.B.

THE ST. CROIX SOAP MFG. CO., ST. STEPHEN, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 9, 1906

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¾ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 83
" ½ lb.	1 33
" 6 oz.	1 90
" ¾ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	3 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	0 30
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 1¼-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	doz. to case	per doz.,
1 "	¼ " "	$ .90
½ "	½ " "	2.40
¼ "	1 " "	4.75
		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22 .
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 00

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per l
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb,
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

RECKITT'S BLUE and ZEBRA PASTE {Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

NO ARGUMENT IS NEEDED TO SELL

BRAID'S BEST COFFEE

A TRIAL POUND being placed with your customer, you can figure on that customer's Coffee Trade, which is something worth having when he uses a high-class article.

BRAID'S BEST is the mark of QUALITY

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Menthal "Pepsin' Gum, 40 5 cent pkgs. to the box	$1 25
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 40
Bode's Chulets, 6s 5-cent. pkgs. to the cartoon, per cartoon	2 10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06¾
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08¾
½ bbls.	0 09¾
Tubs	0 09¾
Cases, 3-lb. tins	0 09¾
" 5-lb. "	0 09¾
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 7[illegible]
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

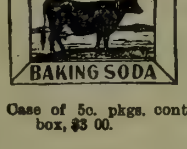
Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb's. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

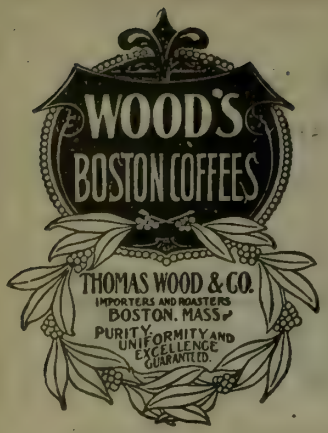
MAGIC BRAND.

	Per
No. 1, cases, 60 1-lb. packages	$ 2 7
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20



BUILDING

To erect a good firm edifice there must be good material and good workmen, expert men to plan and faithful men to execute.

In building up trade similar conditions must obtain if the business is to be permanent.

There are two plans to follow in the Coffee line. One is to try to build up with characterless, haphazard goods, which fails.

But to assure success, respect, confidence, and a hearty, healthy growth in your business, try the other, with the splendid material found in

WOOD'S COFFEES

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

Per lb.

In papers of 4 to 5 lbs. 6½c.

Blue, white or assorted.

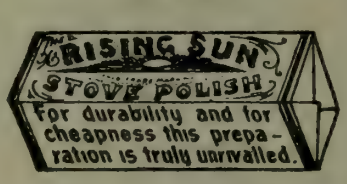
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

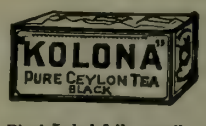
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" ½-lb. "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label. " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-1b. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 30-lb. "	....
" V 30-lb. "	....
" XXXX 30-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 30-lb. "	....
" XXX 30-lb. "	....
" XX 30-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	....
Green Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases, retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases, retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases, retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

Established *1852*

"CHAMPION"

This Tea Pot is made in six sizes, the Globe shape in seven. Let us send you an assortment of from $15.00 to $40.00.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.

THE CANADIAN GROCER

10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

COME IN AND SEE US

We would like every grocer visiting Toronto to make time to call and look through our Show-Rooms. We have made up several special lines to help "pay expenses" but apart from them want you to see just what goods we have.

Won't you try next time?

GOWANS, KENT & CO.
LIMITED
TORONTO

BEFORE BUYING

Canned Fruits and Vegetables

WRITE US.

LAUREL BRAND

In Quality, Leads the Market.

WHAT ABOUT YOUR REQUIREMENTS?

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents:

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, AUGUST 17, 1906. NO. 33

Keen's Oxford Blue

The reputation that Keen's Oxford Blue obtains is based upon the fact that it is the most perfectly made and effective laundry blue in the world. This is the strongest argument why you should sell it.

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

The strongest argument for the sale of

Benson's "Prepared" Corn and
Edwardsburg "Silver Gloss" Starch

is that, made as they are, from the finest selected corn, under the most perfect modern scientific and hygienic conditions they are.

ABSOLUTELY PURE

You are selling **The Best** when offering these—

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. | Works, CARDINAL, Ont. | 164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 31

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high-grade antiseptic soap

2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.

3. Every home is visited by sickness or accident; therefore Burton's All-Healing Tar Soap has a place in every home.

4. For cleansing the hair and scalp it is very beneficial.

5. It is used by many of the leading hospitals throughout Canada.

6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps, Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

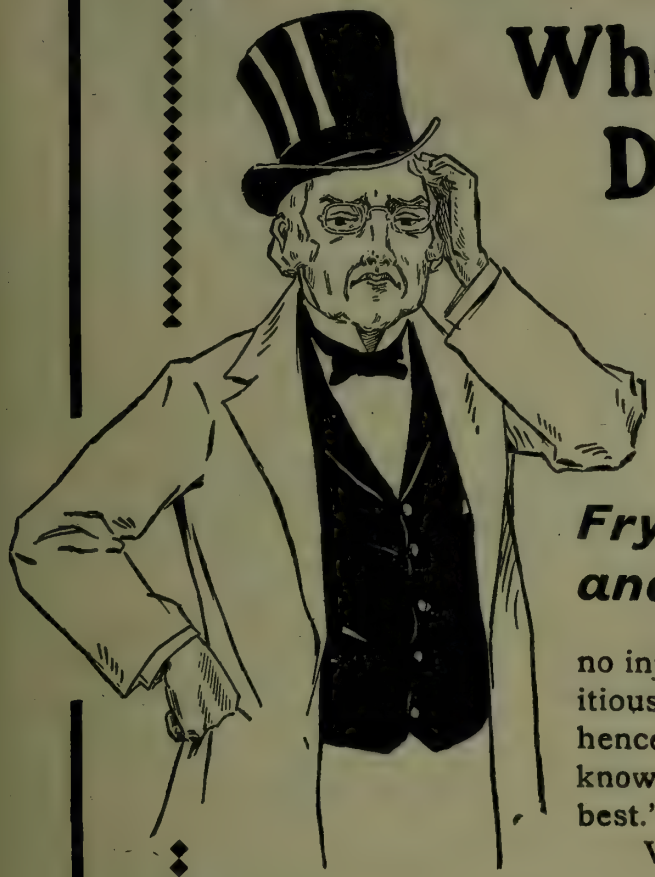
Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO., - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG



When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contain no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy *"Fry's."*

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results—quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

When in doubt buy *"Cox's."*

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest but the "best."

When in doubt buy *"Codou's."*

SOLD BY LEADING WHOLESALERS EVERYWHERE.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

J. H. MAIDEN
425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
Correspondence solicited Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

Green Apples
Wire us for prices by the Car.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(*Continued on page 4.*)

Another Money Saver

and a Money Saver is a Money Maker

Through a good purchase we are able to fix you up on **ROLLED OATS,** and at a price considerably less than anything else on the market.

Don't Waste Time—
or you'll miss the opportunity.

ROLLED OATS

90-lb. Sacks. Quality Guaranteed

Made by one of the best mills in the Dominion

At Less Than Millers' Prices

As we are quoting exceptionally low figures on 5, 10, and 25 sack lots, we can offer these only subject to being unsold.

THEREFORE ——

DO NOT WAIT for our travellers, as they will likely be all sold by the time they call; but

Send us Your Orders at Once.

DON'T FORGET ——

PAN YAN PICKLES are the finest mustard pickles on the market.
PAN YAN SAUCE is the most delicious and appetizing sauce made.

"ANCHOR" Brand **MIXED, CHOW, WALNUTS, GHERKINS and ONIONS**
English PICKLES are the finest English Pickles imported. ——

WE ARE SOLE AGENTS FOR THESE LINES

THE EBY, BLAIN CO., LIMITED **WHOLESALE GROCERS TORONTO**

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

CALGARY STORAGE TO RENT
Second floor new modern warehouse
100 x 25
Track Privilege
THE McDONALD-DUNLOP CO., LTD.
BOX 363
CALGARY, ALBERTA

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK
This design a guarantee of quality.

WATERPROOF WRAPPING PAPER
For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.
CANADA PAPER CO.
SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

CHINESE Starch
The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.
OCEAN MILLS, - MONTREAL

J. P. THOMAS
COMMISSION MERCHANT
25 St. Peter Street
QUEBEC

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.
CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

HOW ARE YOUR CROCKERY SALES?

We have a stock that will convince you our goods are the sort you want?

Crockery dealers, most of whom have been buying crockery from our house for 30 years, tell our travelling salesmen, who cover the Dominion, that the graceful styles, artistic effects and general attractiveness of our goods this season make them quick sellers at liberal profit.

OUR NEW WAREHOUSE

No. 70 King St. West, Toronto

When in Toronto we will be pleased to have you visit us. You will receive courteous attention whether you wish to buy or to look through.

Crockery, China, Glassware, Art Porcelains, Cut Glass,
Bar Glassware, Lamp Goods, Etc.

—From all Countries—

WHOLESALE ONLY

We are the Pioneers in the Direct Import Order Trade in our lines. We were the first to introduce that system of buying in Canada.

We are by appointment the direct agents for Messrs. Wood & Son, of Burslem, England, one of the few great manufacturers in the Staffordshire Potteries. We establish at the works the credit of all good Canadian firms, so that shipments and payments can be made direct if desired.

Besides our other outside storage warehouses in Toronto, our new warehouse, No. 70 King Street West, comprises 45,000 square feet of storage space. It is filled from top to bottom with everything usually found in first-class wholesale crockery stock.

We make a specialty—at the right prices—of Dinner Sets, Tea Sets, Toilet Sets, in profuse variety. English, French and German Pottery, China and Glassware. Artistic, up-to-date American Glassware and Lamp Goods.

Special assorted Packages of all lines carried in stock as well as sold for direct importation.

Letter orders receive prompt and careful attention.

If our travellers do not reach you we solicit your inquiries by correspondence.

If we have not already a generous share of your trade we will endeavor to convince you of the advantages of our values, prices and courteous business treatment.

McMAHON, BROADFIELD & CO.

Crockery Importers :: :: :: 70 King Street West, TORONTO

FISHING IS POOR

at the Coast these days and the consequence is that Fraser River Sockeye will cost you about $1.75 per dozen this year.

We had an idea what was coming and bought early, and now offer you a decided bargain in our

"REGAL BRAND" talls

at $1.60 per doz.

This is **Finest Fraser River Sockeye** and money can't buy any better grade of fish. We give you our **personal guarantee with every can.** Stock this once and you will be one of our regular customers. Don't confuse quality with Red Sockeye because **"Regal" is Fraser River Fish.**

TEA

"MAYBELL"	Ceylon Orange Pekoe Packed in 50 lb. Half-Chests	**16½** cts.
"MYRTLE"	Ceylon Green, Packed in 60 lb. Half-Chests	**17** cts.

Try these once or let us give you the names of some of our customers who are handling them.

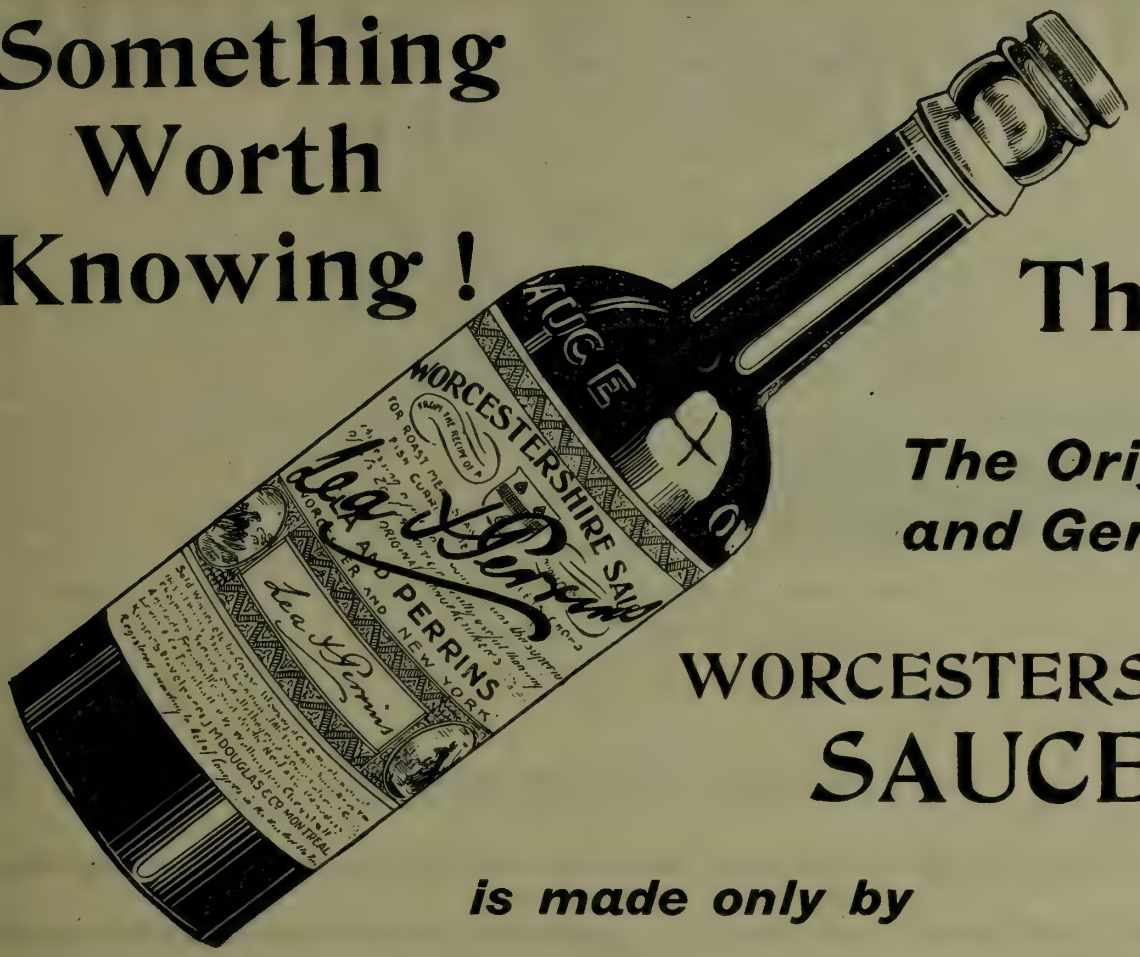
Price and quality **always** the same and you don't have to be bothered matching and it saves a lot of trouble to always be able to give your customers **exactly** the same tea.

Canada Brokerage Co., Limited

PHONES:
Main 870
" 2282

9 Front St. E.,
TORONTO

Something Worth Knowing !



That

The Original and Genuine

WORCESTERSHIRE SAUCE

is made only by

LEA & PERRINS

WORCESTER

The Target for All Imitators

70 Years Reputation Behind It

J. M. DOUGLAS & CO., MONTREAL

(Established 1857). Canadian Agents

CANADA'S PRIDE

SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

SALADA

Ceylon Tea Quality and Value has always been "original" and of a character that ensures fast adhesive friends and customers showing no desire to "budge." Quality is the greatest magnet you can possibly use to attract trade.

TRY IT.

Black, Mixed or Natural Green } ***Sealed Packets Only***

Wholesale Terms on Application,
"SALADA," Toronto-Montreal

QUALITY

Quality is the one thing that distinguishes an article; that makes it better, more desirable and more satisfactory than other similar articles.

QUALITY OF

GILLETT'S CREAM TARTAR

IS GUARANTEED TO BE CHEMICALLY PURE

PUT UP IN

¼-lb., ½-lb. pkgs.
½-lb., 1-lb. and 5-lb. cans
10-lb. wooden boxes
25-lb. wooden pails
100-lb. kegs
360-lb. barrels

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Whatever the function—indoors or outdoors—an indispensable is

STERLING

Brand

PICKLES

Observing grocers who study closely the trend of trade have noted this and always carry a well-assorted line.

—Buy from your Jobber
—or direct from the
—Manufacturers

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

IF you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once.** It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Of course you can get along without selling Riverdale Brand Canned Goods, but what's the use of smothering T-R-A-D-E?

It would be presumptious for us to say, "You cannot get along without Riverdale Brand," though, nevertheless, it might be correct to say it. The conviction on which we work is this :

We have the newest plant.
We have the most suitable surroundings.
We have the most far-seeing directorate.

All of which means ***RIVERDALE BRAND Canned Goods*** take the palm. Grocers; this is your song: "Riverdale Brand and Big Trade.

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC **Montreal** **OTTAWA**

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Our practical knowledge enables us to offer you in "Ivorine" a starch which has gained marked favor wherever introduced, a starch more easily used than any other now for sale, and a starch which will give Perfect Results Your Jobber can supply you. St. Lawrence Starch Co., Limited, Port Credit, Ont.

PROFIT and ——

——— shall it be loss or gain?

You may gain a profit
but lose a customer.

VALUE GIVEN WILL DECIDE IT.

Quality ensures satisfied customers.
Satisfaction holds patronage.
Your patrons advertise your business.

The best business policy is to sell only goods of first quality, backed by guarantee, and known to please.

Profit on the other kind may mean a loss

REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM

EVERYONE KNOWS THESE BRANDS

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

The fragrance, delicious and delicate flavor,—the healthfulness and invigorating qualities of

JAPAN TEAS

is what appeals to every lover of genuinely pure teas.

If your trade has not known the perfect teas of JAPAN,—order a line — Your trade will be pleased.

WRITE THE

Taylor & Pringle Co., Limited

OWEN SOUND

For Prices on Their Famous

RASPBERRY VINEGAR
LIME JUICE
FRUIT WINES

(Bottled and in bulk, put up in pints and quarts)

REFINED CIDER
SWEET CIDER
BANANA CIDER,
in half-barrels

Write for a Sample Order of their

Raspberry Vinegar

ORDER NOW

Taylor & Pringle Co., Limited

There's one "strike" that is approved of by everybody that is

The "strike" of our

Matches

This strike extends throughout the land and is a continuous one—

If you want to learn how you can make more money in selling Matches. Write us for particulars—

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market—and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Cold Wave Coming.

It is pretty hot just now, but there is a cold wave coming pretty soon, and before long your customers will be getting ready their stoves for Fall weather.

JAMES' DOME LEAD

is the best cleaner on the market. It gives satisfaction every time. No dust, no waste, always the same. Sort your stock up well.

W. G. A. LAMBE & CO., Canadian Agents.

ALL HANDS UNITE

in agreeing that

Old Homestead Brand

CANNED GOODS

are the best ever. If you are not selling the Old Homestead Brand you should be. Old Homestead Canned Goods are the kind your customers will want more of. They can't get enough of them. Your canned goods sales will increase 25 per cent. if you keep Old Homestead to the front. Better order now. Our guarantee with every case.

The Old Homestead Canning Co.

PICTON, = ONT.

From "The Times," Niagara-on-the-Lake, July 27th, 1906.

An Industry of Which Niagara is Proud

The Delhi Canning Company an Example of Modern Cleanliness

Upon invitation of the management of the Delhi Canning Co., (Branch No. 13, of the Canadian Canners, Limited) THE MAYOR, COUNCIL AND OTHER LEADING CITIZENS INCLUDING THE REPORTER OF THIS PAPER PAID THEM A VISIT ON Wednesday, and although they were not expecting us until later in the week we found everything in spick and span condition. PLEASED COMMENTS BEING HEARD ON EVERY SIDE AT THE CLEAN CONDITIONS PREVAILING EVERYWHERE THE MANAGEMENT STATING THAT THEY INTEND TO LIVE UP TO THEIR MOTTO OF QUALITY AND CLEANLINESS, NO MATTER, WHAT THE COST.

We found about 150 women working on beans and raspberries AND A CLEANER LOOKING LOT ONE WOULD NOT WISH TO SEE, the forewomen stating that she was enforcing the Rules laid down to her by the management which were that every woman must be clean and tidy about her person, this they were greatly aided in doing by being provided with small towels which they had attached to their belts, they were stringing the beans and taking out any little particles that were left among the raspberries by the pickers, after this they were never touched by human hands, the rest being done by modern machinery, even being filled into the cans by what the Canners term a "Rocker," nothing but fresh clean water being used. HAVING A HEALTH INSPECTOR ALONG WITH US THE NEXT THING WE EXAMINED WAS THE SANITARY CONDITIONS AND FOUND EVERYTHING IN THIS CONNECTION ALL RIGHT THE SEWERAGE AND DRAINAGE BEING FIRST CLASS, HAVING A GOOD WATER PRESSURE.

The foreman stated that they washed their floors, etc., down twice a day, and as the floors slant to the centre and are connected with the sewer they were able to keep the factory clean with very little trouble. The toilet arrangement for both men and women were found to be also first-class, in fact, as good as you would find in a modern house. We next went back to watch the machinery AND COULD NOT HELP BUT NOTICE HOW THE MODERN MACHINERY AIDS IN PUTTING UP GOODS CLEAN. The beans after being strung by the women were put in perforated pails and blanched by boiling water then taken out and dipped into clean cold water, they are next Rocked into the Cans by MACHINERY. ALSO TINNED, CAPPED, COOKED AND COOLED BY MACHINERY, IN FACT THE MANAGEMENT STATED THAT MOST ALL THEIR GOODS WERE NOW PUT UP BY MACHINERY THOSE THAT WERE HANDLED BY HANDS, BEING THOROUGHLY CLEANSED BY STEAM BEFORE GOING INTO THE CANS. Just as we were leaving our ATTENTION WAS CALLED TO A LOAD OF BEANS AND RASPBERRIES WHICH HAD JUST BEEN BROUGHT IN AND IT WAS EASILY SEEN THAT THE QUALITY WAS FIRST CLASS, EVEN BETTER THAN WE WERE ABLE TO PROCURE FOR OUR OWN TABLE. WE WERE THEN CALLED INTO THE OFFICE WHERE SAMPLES WERE OPENED AND THE REMARK WAS MADE BY SEVERAL THAT THEY WERE AS NICE AS THEIR OWN WIVES PUT UP. After leaving the factory THE TOPIC OF CONVERSATION WAS THAT IF ALL THE CANNING PLANTS WERE LIKE THIS AND THE PUBLIC WOULD PAY THEM A VISIT THERE WOULD BE VERY LITTLE PREJUDICE AGAINST CANNED GOODS.

The remarks as above are equally applicable to each of our **THIRTY FACTORIES.** In ordering Canned Goods it will pay you to stick to brands as follows, viz : **"CANADA FIRST," "AUTO," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "KENT," "LYNN-VALLEY," "MAPLE LEAF," "LION," "GRAND RIVER," "WHITE ROSE,"** etc.

"QUALITY and **CLEANLINESS,"** our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

INTERESTING FACTS ABOUT

RED ROSE TEA

THE tea bush is indigenous to Assam in Northern India, and botanists are of the opinion that it is the parent species of all the cultivated varieties in India, Ceylon, China and elsewhere. In a wild state it grows to a height of fifteen to twenty feet, but the cultivated shrub is only three to four feet high.

Assam being the natural home of the tea bush it is not surprising that this and other districts in Northern India produce the richest, most pungent teas grown in the world, teas that command higher prices than even the finest Ceylon ; but Ceylon teas are very flavory and fragrant, and seem to be especially made to blend with the richer, more syruppy tea of India. When combined, the Ceylons giving point and piquancy to the liquor, the Indians richness and strength.

The distinctive characteristic of RED ROSE TEA, that rich fruity flavor, is obtained by blending these fine Indians and Ceylons, and another very important feature of RED ROSE TEA, viz., its uniformity of flavor all the year round, is secured the same way—something not possible to obtain where Ceylon or Indian teas are used alone.

T. H. ESTABROOKS

Branches—TORONTO
WINNIPEG

ST. JOHN, N.B.

Some people will tell you that they pack bulk Pickles which will keep. We go considerably further than telling.

We absolutely guarantee our product, and if you receive any of our pickles that are not in the very best condition we always stand ready to make them right, providing that they are not more than six months old, that the barrel, pail or other container is kept covered, that you do not use tin or any metal vessel to dip them out with (use a crockery bowl), that the vinegar is always taken in proportion to the pickles so that they are always kept slightly covered with vinegar, that no sweepings, particularly nails, are allowed to get into the container, and that the pickles are kept from any extreme of heat or cold. You can't help making money on our goods if you keep them right, for they will sell better and at a better price, because they are better than any other bulk pickles on the market. We can afford to stand back of our goods because nothing but the best goes into them, the natural result is that we are sure of them. Insist on Lion Brand when ordering this Fall.

THE OZO CO., LIMITED, MONTREAL

FIRM ESTABLISHED 1750

Purnell's
Pure Malt Vinegar

Brewed from the Finest Grown English Malt,
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.

Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. Gorham & Co. - - HALIFAX, N.S.
R. Jardine, - - - - ST. JOHN, N.B.
H. Haszard, - - CHARLOTTETOWN, P.E.I.
A. J. Hughes, - 1483 Notre Dame Street, MONTREAL
J. Westren, - - 630 Ontario Street, TORONTO
Bickle & Greening, - - - HAMILTON, ONT.
J. Carman, - - - - - WINNIPEG, MAN.
C. E. Jarvis & Co., - - - VANCOUVER, B.C.

VALENCIA RAISINS (28-lb., 14-lb., or 7-lb. boxes)
SULTANA RAISINS (28-lb. boxes)
CURRANTS (In half-cases or barrels)

also Cleaned,
(In half-cases or 1-lb. Cartons)

For Import—
We represent Reliable Shippers only.

THOS. BELL, SONS & CO.,
MONTREAL

Don't Take Any Chances

Neither RISING SUN Stove Polish in cakes nor SUN PASTE Stove Polish in tins contain anything inflamable or explosive. They are absolutely safe in the hands of the user. The sale and use of inferior stove polishes often results in fires, explosions, burns and disfigurement, sometimes horrible sufferings and death. You run a considerable risk in selling these dangerous stove polishes, put up by inexperienced or unscrupulous manufacturers, as the injured have repeatedly brought suits at law against the dealers who sold the dangerous stuff. Don't take any chances.

MORSE BROS., Props. - Canton, Mass., U.S.A.

GREIG'S
WHITE SWAN
PREPARED
COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO., Limited, WHITE SWAN MILLS, TORONTO

TRAVELLERS' HOLIDAYS

Orders entrusted to us during the travellers' holidays (Aug. 4th to 18th) will have our usual prompt and careful attention. Write, or phone or wire at our expense. Your orders will be appreciated.

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works

MONTREAL

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for Illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A Strong Combination in Cheese

The Standard Computing Cheese Cutter

The most accurate and complete Computing Cheese Cutter made, giving money values and weights at the same time.

The Standard Cheese Cabinet

A Cabinet of the highest quality in every detail.

WRITE FOR FOLDER AND SPECIAL PRICE

THE WALKER BIN & STORE FIXTURE CO., Limited
BERLIN, CANADA.

Western Agents: E. H. BRIGGS CO., Ltd., Winnipeg

The "BEST" Mop

unequalled as a profit-maker and trade builder.

AN IDEAL MOP OF EXTREME SIMPLICITY, NEATNESS, AND DURABILITY

And, Mr. Grocer, if you want to handle a reliable and satisfactory Mop, not only ask of it from your jobber, but insist on the "BEST."

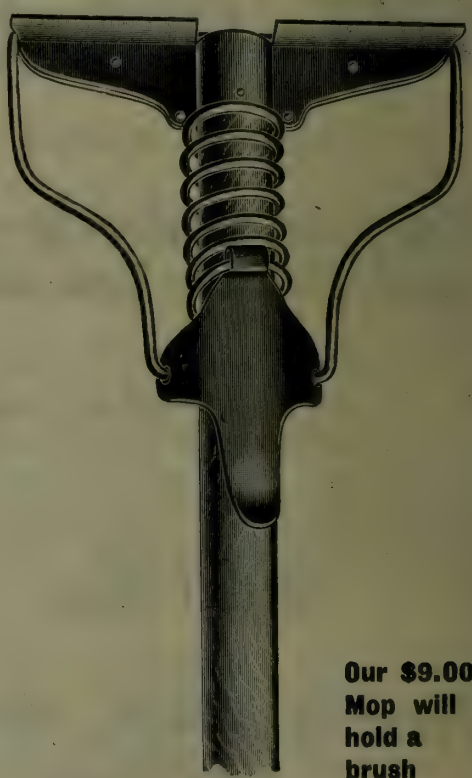
—MADE BY—

THE CUMMING MFG. CO. Limited

RENFREW, ONT.

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bldg., WINNIPEG, Man.

THE "BEST" MOP



Our $9.00 Mop will hold a brush

TOWEL ROLLERS — CAN OPENERS — WOODENWARE OF ALL KINDS

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

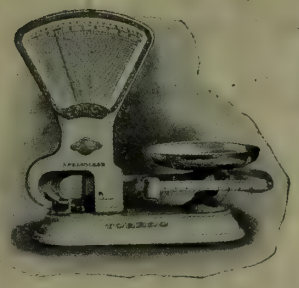
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

COUNT THE SAVING AS YOU GO ALONG

It is easier to insert the carbon sheet between pink and white leaves than between two white or two pink leaves. The "pink and white" style stands for our

SPECIAL DUPLICATING

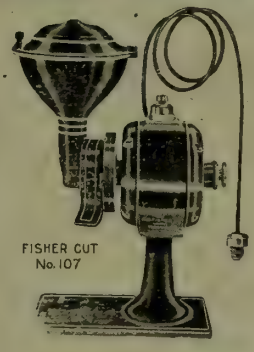
Counter Check Book

The price will meet with your approval.

The Carter-Crume Company, Limited

Canada's Leading Counter Check Book Makers. TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Many a Gasolene Fire Might have been Avoided

if the grocer had used a Bowser Gasolene Tank, but he did not; he ran the risk, and lost his store.

Cut No. 10.

Out-Door Cabinet. One of Fifty.

Are you running the risk by using a tank that is not safe, that is not evaporation and waste proof, that will explode if given a chance? **Don't do it—it will not pay.**

BUY A BOWSER AND BE SAFE

For Particulars send for Gasolene Catalog "B"

S. F. Bowser & Co. Inc. 530 FRONT ST. WEST, TORONTO, ONT.

They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Fancy
SEEDED RAISINS
For Prompt Shipment

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

AN IDEAL SITE
PERFECT METHODS
EXPERT STAFF

"FARMER BRAND"

We are a new Company (but are already established with the Consumers of Canned Goods) and we are doing things in a new way. Our plant is situated on an emminence in the very heart of the Great Bay of Quinte District.

The latest machinery has been installed.

Close to the factory run two large streams of clear spring water, one suitable for any purpose, the other forming a natural drainage. There is also a plentiful supply of pure water for brines and syrups.

The processor knows his business and his assistants know theirs.

CLEANLINESS is the Watchword

We are just plain men with no pretensions, no airs, no schemes. A great mistake if you don't sell and your customer don't eat our 1906 Peas, we mean it. We make

"FARMER BRAND" CANNED GOODS

and nothing else.

☞ TRY OUR 1906 PACK

The FARMERS' CANNING COMPANY, Limited
BLOOMFIELD, ONT.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Tartan BRAND

SIGN OF PURITY

We thank our many friends for the generous business during the travellers' holidays.

Our representatives will start Monday on their regular trips and will have some good things to show you.

***If in a hurry for goods phone our long distance* 596**

BALFOUR, SMYE & CO., *Wholesale Grocers,* **HAMILTON**

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building;
Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

RED FEATHER
CANNED GOODS

FOR 1906 PACK

A limited quantity of these high-class goods can be purchased for Fall delivery. This brand is in a class by itself—quality guaranteed to be the highest grade packed, and labels the most attractive embossed work ever put on a can. We challenge comparison.

Nothing on the market can compare with **RED FEATHER.** Will sell on sight, and they are just as good on the inside as their outward appearance indicates.

W. H. GILLARD & CO.
AGENTS
HAMILTON
WHOLESALE GROCERS

Our Travellers will be on hand next week.

Kindly note they will have attractive samples to show you in

Black and Green
Indian and Ceylon Teas

LUCAS, STEELE & BRISTOL
Wholesale Grocers,
HAMILTON, - ONT.

HOLIDAYS
Our travellers will be taking a rest the next two weeks.

ORDERS
BY
MAIL, WIRE or PHONE
WILL RECEIVE
PROMPT ATTENTION

WARREN BROS. & CO.
Limited
35 and 37 Front St. E., Toronto

"QUEEN BRAND PEAS"
Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SIFTED JUNE
SWEET WRINKLE and GOLD LABEL
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

"ANTITIS PEPPER"
The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

Resuming Trips

On Monday, August the 20th, our Ontario travellers will be again on the ground looking for business.

They will have special bargains and inducements to offer.

It will be impossible for them to be everywhere at once, so, if you are in need of goods and our man has not advised his call, wire at our expense.

JAMES TURNER & CO., HAMILTON, ONT.
LIMITED

PHONES 422—1265—1816

WHOLESALE GROCERS

Straight Pointers on Canned Goods

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

STATE INSPECTION ONLY HOPE

British Grocers' Federation and the Meat Scare—President Roosevelt's Assurance Satisfactory—The Press Comes in for Criticism—Grocers' Association Stands for Honesty of Dealing.

(Scottish Trader, Glasgow)

In his inaugural address at the annual conference of the Federation of Grocers' Associations, at Sheffield, Mr. W. Nuttall, this year's president, defined with force and accuracy the position of the organized grocers of the whole country with respect to adulteration. He said, "We want the Government to help us to put down the rascality of adulteration and to punish with vigor the packer of impure food. Our federation stands for honesty of dealing and purity of food, and to all those who contravene those ideals it offers warfare of a most relentless character." Quite recently the federation gave ample evidence of its determination to carry out this policy in a most resolute fashion. A cablegram was sent to President Roosevelt asking a declaration to assure the British public that in future there would be some guarantee of the purity of the goods sent to this country from America. This was followed by a letter in which the situation was discussed with remarkable candor. It was clearly stated that the executive of the federation representing 14,000 grocers was prepared to recommend at the annual conference that the trade should cease to stock American preserved provisions until assurances were received that such provisions would be issued with a proper government certificate as to the soundness of their condition for human food. Happily the required assurances were promptly given by the President of the United States, who authorized the American ambassador in London to inform the Grocers' Federation that under the new law the United States Government would guarantee the fitness in all respects of canned meat bearing the Government stamp. The result is eminently satisfactory. If at any future time there should be good cause for complaint the American Government will in virtue of their official guarantee be morally bound to take the matter up and put it on a satisfactory footing.

During the course of the discussion of this subject at the meeting of the Grocers' Federation, Alderman Hinton, Middlesbrough, maintained that extravagant and untruthful statements had been circulated by a certain section of the press with reference to tinned meats. We hold no brief for the whole press of the country. Many of the most widely circulated of the London journals are edited without a due sense of responsibility; but we manage things better in Scotland. There is plenty of irresponsible writing, but no British paper would stoop to deliberate untruthfulness. A large section of the public prefer to have their news highly flavored, and journalists like other traders dress their goods to fit the market. Actors and artists of all kinds do precisely the same. That some of the accounts of the Chicago meat scandals were rather highly spiced is extremely probable. But it is not so much what was said as the inferences that were drawn from the statements made that were misleading. The disgusting details that were so loudly proclaimed through the two hemispheres did not apply to the most reputable packers; but they had to suffer for a time from the panic. This world is so ordered that the innocent often suffer for a time with the guilty. The ultimate result of the exposures will, however, be an unmixed good. In this country as well as in America public opinion has been forcibly directed to the need for greater cleanliness in connection with meat canning and kindred industries, and even apart from legislation there has been a great improvement all round. In the United States a satisfactory system of state inspection has been instituted. As we perceived at the beginning this was inevitable. The Americans must market a considerable proportion of their food products in Europe; and to do this they must retain the confidence of the European public.

When once the question was raised the only hope for the meat packers was through a system of state inspection that would command universal confidence. Instead of being the enemy of the meat packers President Roosevelt was really their truest friend. The prompt and vigorous action of the Grocers' Federation has also had a most beneficial effect. The official assurance obtained from the President of the United States will do much to restore the reputation of American tinned goods in this country. The readiness of the grocers of Great Britain to take effective measures to protect the public against adulterated food is a good augury, showing that the best traditions of the trade are being strenuously maintained. It is only along such lines that a business reputation can be maintained and extended. Public opinion is thoroughly aroused in favor of maintaining the purity of the food supplies; and no small share for the credit of bringing about this position of affairs belongs to the grocers of Great Britain, who through their various organizations have powerfully influenced public opinion.

RED ROSE TEA'S REUNION.

Annual Gathering at Toronto This Year Instead of St. John, N.B.

The annual reunion of the Red Rose Tea selling staff is to be held this year on August 26, 27 and 28 and in Toronto for the first time. Formerly the gathering has been held at St. John, N.B. The eastern men will arrive on the 26th and those from the west on the 27th T. H. Estabrooks will be present and will bring with him the chief tea tester. W. R. Myles, who is the third in direct descent, having in his possession the papers of apprenticeship of his father and grandfather as tea testers. Holding the meeting in Toronto will afford an opportunity of visiting the great Industrial Fair.

JAMES TURNER & CO.

Old Established Business Bought Back From Canada Grocers.

James Turner & Co., Hamilton, have bought back their business from the Canada Grocers, Limited. During the three years it was merged in the amalgamation the personnel remained unchanged and is still intact. Alexander Turner continues as president of the company.

The firm has an interesting history running back over 60 years to 1844. It was founded then by the late Hon. James Turner, and his brother, who were associated in the business till 1864. Then it became James Turner & Co., which it continued till merged in the Canada Grocers' Limited, becoming a branch. It now assumes the old name.

In purchasing the business the company have bought all the brands, trade marks, labels, formulas, etc., which were formerly theirs. Their buying power will be as great as ever and their friends can feel that their old-time connection has not in any way been broken, that they are in every way as well able to handle business entrusted to them as in the past.

All business will be conducted from the Hamilton office and while, for their customers' convenience, they will continue to carry some stocks at outside points, they will have no branches.

CRUISING EXHIBITION.

Canadian manufacturers and those interested in Canadian commerce will be interested in the arrival of the SS. Cambroman, of the Dominion line, expected early in October. The vessel has been chartered for a year by a number of British manufacturers to carry an exhibition of their goods throughout the world. The goods will be arranged as in the ordinary sample room, but on a much larger scale. Montreal will be the first port of call.

The fore part of the upper deck will be reserved for wines, liquors and such lines, the after part for silverware, cutlery, etc. The main hall, containing various exhibits, will be on the middle deck. The lower deck will be devoted to machinery of all kinds. The boat will leave the Old Country late in September.

ONE-MANISM.

"One-Manism" is not good for a business, neither is it good for an association. The thought that there is but one man in an association is apt to lend arrogance to the manners of the one man and to breed discontent and disgust in the minds of the others who know that they are fully as capable and as intelligent and alive as the one man. One-manism is akin to Czarism and Czarism is not for Americans. — Eli Grocer.

HUNDRED BUSHELS TO ACRE

Some Oat Growing in British Columbia—Other Fish than Salmon—Fruit and Fruit-growing in the Okanagan Valley.

By Our Own Correspondent.

Vancouver, August 13, 1906.

While grand crop reports from the prairie provinces are receiving prominence in the news columns of the Dominion, it is worth while to note that British Columbia perhaps leads the world in its own line of grain growing. There will not be a hundred million bushels of grain grown in the Pacific province, but there are crops of oats in the Fraser River Valley yielding a hundred bushels per acre this year. Near the Fraser are considerable areas of arable land which are largely devoted to raising oats and hay and to dairying. The oat crop has long been a specialty on the lower mainland of British Columbia. The splendid extra white oatmeal and rolled oats manufactured in the province is much superior to any produced anywhere else. The quality and excellent sample of white oats grown in the Fraser Valley is responsible for this success. So the ranchers on the delta lands of Father Fraser devote a large part of their acreage and a great deal of special attention to this cereal, for producing the original of breakfast foods.

* * *

As the salmon fishing season, that is the sockeye season, is on in full swing, the average observer is apt to overlook the rapid development of other fisheries of the province. The halibut industry, which has been exploited for some years in a fairly large way, is now being expanded in marvellous manner. Where once there was but one large sea-going fishing steamer the fleet is now some seven or eight regularly engaged, with others occasionally in the trade. The last addition is the steamer Flamingo, brought from England. A few months ago the steam trawler Celestial Empire was also brought from the Old Country, being the first with this class of equipment for the halibut on this coast. The New England Fish Co., the pioneer concern in the halibut trade, has now three vessels directly in her service, the steamer Manhattan, of similar type to the Kingfisher and the New England, having just been brought from Boston, where she was built. She came round the Horn and is now ready, after a little overhauling, to go into commission.

The entire halibut fleet fishes off the banks of Dixon Entrance, to the north of Queen Charlotte Sound. The catch is of course best in Winter, but at all seasons a fairly good quantity is taken. The average cargo brought in is some 50 tons, or 100,000 lbs. This is the result of a cruise lasting all the way from a few days till almost a fortnight, though the latter is an unusually long trip. The round trip has been made in considerably less than a week, but then luck was better than usual. The halibut fishermen have a hazardous occupation, being set down in cockle-shell dories at intervals of half a mile or more apart, on the open sea, and a sea, at that, peculiarly apt to very sudden storms. The steamer after locating all the dories with two fishermen in each, cruises back and forth, ready to take up the catch of each as they pull in the long skates of gear, which are nothing but great lines several hundred fathoms in length, with hooks at intervals of about two feet long. On these the bait used is salted herring, many tons of which are caught in the season of the herring run, and stored for halibut bait. The halibut fishermen are reputed to earn the highest wages on the Pacific coast, many times having as much as $100 coming to them for one trip, their pay being regulated by the catch each makes.

The market for the halibut is largely in Eastern United States and Canada, the latter having but begun to grow, the quality of the magnificent halibut secured on the Pacific coast being now just beginning to be known. The Boston market has long ago ceased to depend on the poorer and more precarious halibut catch off Newfoundland.

* * *

The peach crop of the Okanagan, especially from Peachland and Kelowna, has been more in evidence in the coast cities than ever before. Of course the quantity produced is but now beginning to assume large proportions, and the facilities in the Northwest market to take care of a large stock are not of the best. Last year and the other years since the plantations of Peachland and other points along Okanagan Lake have begun to enter the shipping list, there was no surplus to send to Vancouver and Victoria. This year, however, the crop is bountiful, and the number of trees in bearing very much increased, so that the choice stock of home growth has been put on the coast market in competition with the California article. Without prejudice, there is no comparison. The only comparison with the Okanagan-grown peach of any variety is the best produced in the Niagara peninsula.

The extreme juiciness and luscious fullness of fruitage seems to be embodied in the fruit from Okanagan. It has always been of remark that the larger California peaches were even more flavorless and dry in texture than the small or medium sizes. But it is equally as notable that the very largest peaches grown at Peachland — and there are some monstrous samples—are to the full as juicy and luscious as any other. It looks very much as if the Okanagan would soon produce peaches in such abundance as to drug the market, for the trees come into bearing in four or five years from being set out, and but a trifling percentage of thousands set out have yet matured. Prices even this year have gone down, for the grower, from an average of $1.50 per case in the orchard to less than $1 per case. Transportation charges are responsible in large measure for the difficulty in getting them on the market.

H. A. Sloan, of John Sloan & Co., Toronto, is back in the sample room after a couple of weeks at Windemere, Muskoka. Sun, wind and tide painted him several degrees darker, a sort of aboriginal hue, that bespeaks day-long association with all outdoor.

ITEMS OF INTEREST.

John Dickey, Pickering, Ont., spent a day in Toronto this week.

A. Henderson, of Brampton, Ont., was in Toronto this week.

R. L. Waugh, grocer, Winnipeg, has sold to McDowall & Grant.

Mr. Bartley, of Bartley & Reid, Montreal, was in Quebec during the week.

Mr. Barnard, manager of Hunt & Co., Montreal office, was in London, Ont., this week.

D. Gouinlock, of Perkins, Ince & Co., is holidaying at Point au Barris, on the Georgian Bay.

T. Kinnear, Toronto, took a couple of days off this week and looked the country over as far north as North Bay.

The grocery business of J. L. Archibald & Son, on Spring Garden Road, Halifax, N.S., is advertised for sale by tender.

Fred. Hutchison, of J. L. Watt & Scott, Toronto, has returned from a fortnight's holiday at Lake Rosseau, Muskoka.

Hilliker Bros., of Manville, Alta., though not long located have now two stores in operation and report business very good.

James Sargent, Toronto, secretary of the Dominion Commercial Travelers' Association, was in Montreal the early part of the week.

Robert Urquhart, the senior member of the firm of R. Urquhart & Son, grocers, is seriously ill at his home on South Park street, Halifax.

James Langrill, of the firm of J. Langrill & Bro., Baltimore, Md., died on August 5. The business of the firm will be continued as heretofore.

D. J. Rattray, of D. Rattray & Son, Montreal and Quebec, has been taking a few days' vacation. The objective point of his trip was Niagara Falls and Toronto.

John O'Neill, the Halifax oarsman, who defeated McGee, the Canadian champion, at Worcester on Saturday, is a member of the firm of O'Neill & Mulcahy, butter and cheese dealers, Halifax.

H. G. Macdonald, grocer,, Sorauren avenue, Toronto, was married on Wednesday to Miss Reed. H. G. always was a hustler, but there'll be a breeze in the store all the time after he gets back.

J. L. Watt, of J. L. Watt & Scott, Toronto and Montreal, has returned to Toronto from a couple of weeks fishing in the Temagami district. He had a good time and good luck. Mrs. Watt accompanied him.

Frank M. Sloan, after a very pleasant vacation at Maplehurst, Muskoka, has again assumed command in the sample room of John Sloan & Co., Toronto. His holiday business was sailing, and it netted him several coats of tan to cover the nakedness of increased averdupois.

J. P. Heffernan, who for some time has conducted George Williams' Market Square store, Guelph, Ont., has launched in business for himself as a tea, coffee and spice broker, and selling agent for the Imperial Biscuit Co. His experience, business ability and popularity will assuredly bring him success.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

J. Labesque & Co., grocers, Montreal, have dissolved.

C. Harvey, general store, Port au Persil, has compromised.

Assets of A. Beaudoin, grocer, Montreal, have been sold.

Heinz salad dressing is a big seller at this season of the year.

The assets of A. Beaudoin, grocer, Montreal, are to be sold.

The Bank of Hamilton has opened a branch at Lariviere, Man.

The Bank of Hamilton has opened a branch at Mortlach, Alta.

The Bank of Hamilton has opened a branch at Holmfield, Man.

The assets of J. A. Rochon, grocer, Hull, Que., are to be sold.

Jacksonville, Fla., has prohibited the marketing of undrawn fowl.

J. A. McGuigan, general merchant, Cowal, Ont., was burned out.

W. R. Thompson, grocer, Montreal, registered as Thompson & Co.

J. O. N. Pauze, crockery, etc., Montreal, is offering to compromise.

Uppar & Co's general store, Humberstone, Ont., is advertised for sale.

Rigobert Begin, general merchant and tanner, St. Romuald, Que., is dead.

The sale of apollinaris water now amounts to 30,000,000 bottles a year.

A. C. Beach & Co., general merchants, Craven, Alta., have been incorporated.

H. P. Eckardt & Co. have received a shipment of fine flinty green Rio coffee.

The assets of Geo. Turcot, general store, Laurierville, Que., have been sold.

Alf. Begin, general merchant, Salmon Lake, Que., has assigned to V. E. Paradis.

Z. Rainville, grocer Casselman, Ont., has effected a settlement with his creditors.

A bailiff's sale of the Hamilton Saratoga Chip Co. was advertised for August 13.

The assets of Blaquiere & Arsenault, Avignon, Que., general store, are to be sold to-day.

Dresden, Ont., will submit a by-law to bonus the Keystone Sugar Co. to the extent of $25,000.

W. G. Murphy & Co., general merchants, Carberry, Man., are opening a branch at Dauphin.

Marston & Ledaire's general store stock, Boissevain, Man., was advertised for sale on Aug. 15.

Brownstone & Wasserman, general merchants, Fillmore, Sask., have opened a branch at Herbert.

H. J. Matthews, Colborne, Ont., is considering the erection of a canning factory in Kingston, Ont.

J .F. Beringer and T. E. Owens, directors of the Beamsville Preserving Co., Beamsville, Ont., were in Toronto last week.

Coyle Bros.' grocery, Winnipeg, was was burglarized last week, but the thieves got away with only a box of cigars.

Good Bros., Wilton avenue and Ontario street, Toronto, have bought the business of Percy Hill, Dundas street, that city.

D. Robinson, Tara, Ont., one of the smartest grocers in Western Ontario, spent a couple of days in Toronto on business last week.

Application has been made at Toronto for the winding up of the Keystone Sugar Co., organized in 1905 with a share-capital of $250,000.

The assets of the Ottawa store of W. B. Crawford, wholesale produce merchant, Ottawa and Shawville, Que., were sold by the sheriff.

Arrangements are being made looking to the yearly exhibition of West Indian products at the principal exhibitions throughout Canada.

Bot McKay, of Walkerton, has a new boy in his family. He's so lusty, they call him the wholesaler. Anyway he's in the foodstuff business exclusively.

A. Cecil Knight, manager of the Comfort Soap Co., and Mr. Tillotson, an English director, have gone on a trip to the west as far as the Pacific Coast.

A. F. Maclagan, of Birks, Corner & Co., Montreal, spent a pleasant holiday visiting friends in Minneapolis. On his way back he stopped off at Toronto for a while.

I. S. Chaisson, Souris, P. E. Island, has been giving his store a cleaning up and painting, and has now a grocery which for attractiveness is second to none in that part of the country.

Wm. Sanders, who for some time has been with T. Poehlman & Co., Hanover, Ont., has taken over the business, which is one of the finest in Western Ontario. Mr. Sanders is a son-in-law of Mr. Poehlman.

J. H. Christie, of E. J. Coles Co., Woodstock, Ont., has purchased the business of R. A. Hutchinson, Wingham, Ont., and embarked in business for himself. He is the kind of man to make a success of it, too.

Most country stores are now stocking Wilson's fly pads, for which the present demand is very brisk. Most housekeepers need them at this season, they pay a large profit, and many stores sell from three to five boxes each Summer.

William Farley, formerly of the firm of Lamb & Co., provision merchants, Toronto, passed away on Thursday morning of last week, aged 64 years. For nearly thirty years he was a resident of Toronto, retiring from business about three years ago.

The Imperial Blend Tea Co. have been incorporated under Ontario charter with J. S. A. Whealy and J. H. Spance, Toronto, and C. T. Harrison and J. W. Elliott, Hamilton, as provisional directors. The capital stock is $40,000 and the head office in Hamilton.

Fire started in the rear of Shaver Bros.' grocery store, Port Arthur, Ont., last week and destroyed the Wheeler Block. The Twin City grocery, owned by L. L. Peltier, jr., was also burned. Shaver Bros.' loss was $2,000 covered by insurance, and L. L. Peltier $2,500 with $1,500 insurance.

L. A. Moreash, formerly with H. W. Wentzell & Co., has bought the grocery business of W. A. Davies, Halifax, N.S. Mr. Moreash is enterprising and having served a good apprenticeship will no doubt make a success of his business. Mr. Davies has retired, having purchased a farm at Sackville, N.S.

In Toronto recently: P. Colborne, Tilsonburg; C. Minchall, Maple; Geo. Bradley, of Bradley & Son, St. Catharines; Mr. Bradley, manager of the Niagara Falls branch of Bradley & Son, St. Catharines; Miss Bell, daughter of W. L. Bell, Niagara Falls; Mr. Younge, of J. A. Younge & Sons, Glencoe.

A meeting of the Beamsville Preserving Co. was held at the village Thursday of last week, and the following officers were elected: President, E. D. Smith; vice-president, H. Pearce, Montreal; secretary-treasurer, E. L. Armstrong; directors, J. F. Beringer, T. E. Owens, H. Pearce, Frank Owens, L. Kimmons.

The Montreal offices of The Grocer have been honored by the presentation of a handsome Japanese watercolor. The donor was Chas. Smyth, representing Hellyer & Co., Yokohama, the large tea exporters. The picture represents a Japanese landscape, showing the sacred mountain of Fujiyomo, and is a fine specimen of Japanese art.

W. T. Stirling, secretary-treasurer of the Harry Webb Co., Toronto, spent a few days in Montreal last week. The Grocer had the pleasure of felicitating him on his joining the ranks of the benedicts. Mr. and Mrs. Stirling were on their way home from Tadousac and Cocouna, having made the journey by the R. & O. line and returned to Toronto via the same line.

One of the finest grocery stores in the north end of Halifax is that of C. E. Choat. The place is scrupulously clean, the goods are attractively displayed and customers receive every attention at the hands of Mr. Choat and his salesmen. We are informed that his volume of sales has materially increased since moving into the new store.—Maritime Merchant.

LONDON TRADE DOINGS

Picnic Time—Grocery Changes Hands— Sarnia Trade Going to Have a Big Time at Port Stanley—S. D. Perrin & Co's An nual Outing.

The well-known grocery business of Mr. John Lawson has changed hands this week. Mr. Lawson has decided to retire from the retail business, continuing only along wholesale lines. The purchaser of the retail is Mr. Edward Lees, of Hamilton.

* * *

The retail grocery business continues to be brisk. While there are many citizens away for the Summer, the falling off is made up for by the number of people visiting here. There is an extraordinary run on picnic supplies. The difficulty, however, with the picnic season is that it interferes with the regularity of supply.

* * *

A picnic of interest to grocers was that held on Saturday, Aug. 4, by the employes of D. S. Perrin & Co. Unfortunately it was not a thoroughly pleasant day for everybody, for not until the afternoon were the excursionists able to get out of the city. Hundreds were ready at the depot in the morning, but the line was tied up by a wreck on the Pere Marquette at St. Thomas, and the result was that when the crowd did get to Port Stanley they were not only late but more or less tired. However, they made the best of it and good-naturedly entered into the sports. Had it not been for the wreck the Perrin picnic would have been one of the best of the season.

The sports were entered into with the same high spirits that has always marked any outing or any celebration ot any kind that the employes of Perrin's have had. They never do things by halves, and when the firm in this instance were particularly generous to them it was but natural that they should take the great interest they did. There was fun in everything as well as rivalry, and the rivalry was sufficient to make every race and game well contested, the results of which were as follows :

100 yards race—J. M. McCormick, Jno. May, Alf. Henderson.

25 yards, wheelbarrow race—J. Saunders and J. M. Middleton, A. Gregory and H. Bailey.

100 yards, boys' race, 17 and under—Stewart, Evans, Fitzgerald.

50 yards, girls' race, 16 and under — Mabel Summer, Eva Evans, Ada Brazier.

Young ladies' race, 75 yards—Kate Meyers, Mary Kirkpatrick, Alma Webber.

50 yards, cigar race—T. Stewart, J. Middleton.

50 yards, boys under 10—R. Evans, Fred Cook, T. Welford.

75 yards, 4-legged race—Bailey, May and Henderson, Fonger, Campbell and Orr.

Needle and thread race—J. Saunders and Miss Kirkpatrick, Henderson and Miss Norton, J. Middleton and Miss Webber.

50 yards, jockey races—Stewart and Evans, J. Middleton and J. Saunders.

Girls' and boys' 3-legged race — J. Saunders and Miss Kirkpatrick, E. Evans and Miss Norton.

100 yards, pipe smoking race — J. Saunders, H. Bailey, J. Middleton.

Pig-in-poke race—T. Stewart and Miss Angus, J. Middleton and Miss Webber.

Chum race—J. Fox and Miss Meyers, J. Saunders and Miss Angus, J. Middleton and Miss Clark, E. Evans and Miss Kirkpatrick.

Girls' ball throwing race — Maggie Bradshaw, Ethel Bisset, Katie Meyers.

* * *

Another biscuit manufacturing concern was brought into the public eye during last week, the McCormick Mfg. Co. having to shut down for a day recently owing to a lack of water pressure from the city water works. This scarcity was also the cause of an accident whereby pipes which should have been cooled by the water had the effect of scalding one of the employes, though not seriously.

* * *

One of London's grocery clerks met with an untimely end at Port Stanley Monday of last week, when Robert Peters, an employe of C. H. Lee's New York Store, was drowned while swimming in the lake. Peters was but 21 years of age and well liked. He and a chum, Sydney Husband, were swimming when the deceased was taken with cramps. Peters' companion made strenuous efforts to save him, but finally lost him. The search for the body was not rewarded until Wednesday morning, when the life boat crew recovered the body.

SARNIA GROCERS' PICNIC.

The grocers of Sarnia are making great preparation for their third annual picnic, to be held at Lake Huron Park, August 22. Grocery travelers from all over the country will be there that day, and the attendance is expected to eclipse that of last year, when 3,000 people were at the park.

A number of special features will be presented. Ten dollars is to be given to the couple who will be married on the grandstand during the afternoon, marriage license free.

Other specials are : Gold watch race, catching greasy pig, pie-eating contest, climbing greasy pole, baby show, oldest couple on the grounds, largest family on grounds.

A base ball match will be played between the grocery employers and employes.

The 27th Regiment band will be in attendance afternoon and evening.

BAKERS' OFFICERS.

The Canadian Association of Master Bakers in session at London, Ont., Wednesday elected these officers : M. Bredin, president ; E. K. Barnesdale, F. J. Harris, Wm. West, A. H. Shouldis, vice-presidents ; H. E. Trent, secretary ; A. H. Carrick, treasurer.

"FOR YOUR CONVENIENCE."

The Canada Brokerage have issued to their customers a very neat morocco bound catalogue, price list and note book, combined "For your convenience," runs the little address (to the trade), "we give you herein particulars of some of the lines we handle, which we trust will of some help when ordering." Hundreds of lines and sorts are given with prices or space to fill in. The book cannot but be a handy attachment for a grocers' vest pocket.

EXHIBITION IN FRANCE.

Official notification has been received by the Chambre de Commerce, Montreal, of the International Maritime Exhibition which is to be held in Bordeaux, France, from May to November, 1907. Organized by the League Maritime Francais, the exhibition is under the official patronage of the French Government. The exposition will be open to all countries, and everything agricultural, industrial and artistic pertaining to maritime affairs will be on exhibition. An exhibition by Canadian shipping interests and industrial enterprises is invited.

THE BEAN CROP LARGER.

A Canadian Grocer correspondent, writing this week of the bean crop in the Dutton, West Lorn and Rodney districts of Southwestern Ontario, says :

"We never before had such a good prospect for the bean crop. The acreage is larger than usual and the prospect is better than ever before, although there may be wet weather for harvesting or something else to interfere. If not there will be more for market than ever before. I am not posted as to conditions further west, but I believe the prospect is good. I understand there are quite a few old beans held by some dealers.

DISCOVERY OF COFFEE.

Coffee was discovered in 1285 by a dervish named Hadji Omar, a native of the Town of Mocha—hence the familiar name.

Hadji Omar, lost in an Arabian desert, was dying of hunger, when he discovered some small, round berries. On trying to eat them he found, to his disgust, that they were extremely bitter.

Then he tried roasting them, and finally steeped a few thus roasted in water. Naturally this was coffee, and, though of the worst description, so agreeable did Hadji Omar find it, that as soon as he could make his way back to his native town he introduced his new drink to the wise men of the city, says Home Chat. So well pleased were they with it that the dervish was made a saint.

WANTED.

A SALESMAN for the Northwest; one having some knowledge of groceries preferred; age 28 to 35; must give fidelity bond; character, ability and appearance essential. Address giving experience and references. Box A.B.C., CANADIAN GROCER, Toronto. (11)

WITH THE TRAVELERS

Where some of the "searchlights of Commerce" are Holidaying—A Muscular Reproof of Insolence—Using the Automobile Now.

A. H. Lawson, Toronto, has had two weeks of sun-lit solid enjoyment at Jackson's Point, Ont.

* * *

C. R. Jenkins, of Gowans, Kent & Company, is spending a vacation near Huntsville, Muskoka.

* * *

J. A. Lapointe, of Demers, Fletcher & Cie, Montreal, spent his holidays at Kamouraska, Que., and had a fine time.

* * *

Mr. Tobias, of Lucas, Steele & Bristol, finds home attractions the strongest, so remains in Brantford for the holidays.

* * *

Nat Irvine, of Lucas, Steele & Bristol, has disappeared for the holidays and no one has any idea of his whereabout, except R. T. S.

* * *

T. Edwards and W. T. Harris, of Lucas, Steele & Bristol, have found London and Port Stanley sufficiently attractive for them for their holidays.

* * *

W. T. Ortton, of Lucas, Steele & Bristol, Hamilton, has not gone far away from the city. It has been a case with him of "Come into the garden, Maud."

* * *

A. Loggie, of A. & R. Loggie, Loggieville, N.B., was in Montreal during the week taking orders for blueberries. Mr. Loggie says the crop this year is abundant.

* * *

D. A. Jeffrey, traveler for D. M. Ferry & Co., seed merchants, was in Winnipeg last week settling up the firms business for the season. He reported a prosperous year.

* * *

Miss Pumfrey, of Lucas, Steele & Bristol, who is always considered one of the boys, had a very nice outing in the Adirondacks and is the only one sorry to come home.

* * *

Ernest Hustwitt, of Toronto, connected with the A. F. MacLaren Imperial Cheese Co., was recently in Winnipeg visiting his father, Stephen Hustwitt, western agent for Red Rose tea.

* * *

Glen Walker, "The Baby," of Lucas, Steele & Brisol, has been out inspecting the meat industries of the west. Presume he will be giving the Fowler people some pointers on his return.

* * *

W. O. McPherson, the Walnut King, and Sam Somerville, of Lucas, Steele & Bristol, have made an endeavor to break the bank at Cobalt, but it is reported they retired in confusion to Temagami.

* * *

L. Chaput, Fils & Cie, Montreal, have been appointed selling agents for the Province of Quebec, of the Pabst Brewing Co., Milwaukee, Wis. Fred Allen, representing the Pabst Brewing Co., has been calling upon the trade in Montreal during the past few weeks.

* * *

Jimmy Price, of Lucas, Steele & Bristol, has been taking in Port Rowan and Long Point Think there is something attractive in the horse line up there for him. We hear he had "that" boy of his with him.

* * *

A. S. Gormaly, traveling salesman for the Salada Tea Co., left Toronto Aug. 5 for a two weeks' vacation through the Green Mountains of Vermont, and will spend a few days at Boston and New York. Mr. Gormaly's territory is from Niagara Falls to Windsor, Ont., and he expects to be in the latter place again on Aug. 25.

* * *

Jack Stewart, who though one of the youngsters is making a fine reputation for himself as a salesman, has left Warren Bros. & Co. to become the traveling salesman for Maconochie's goods throughout Ontario. Mr. Stewart learned the business with H. P. Eckardt & Co. and Warren Bros. & Co. His headquarters are now the MacLaren Imperial Cheese Co., Toronto, who have charge of Maconochie's business in America.

* * *

S. L. Marshall, of the MacLaren Imperial Cheese Co., spent a pleasant holiday at Burly Falls, near Stoney Lake, Ont. He acquired a fine coat of tan and has been trying with an apothecary's scales to ascertain if it has increased his weight. He thinks if he could have got more Maconochie's pickles he could have done better for his Cassius-like visage, but they were eaten up so fast that the hotel proprietor couldn't keep up his stock.

* * *

There are not many more experienced grocery travelers in Canada than James Owen, of the Warren Bros. & Co. staff. But his tea sales this month have surprised even himself. With the month only half gone he has four thousand pounds on his order book. He travels in Toronto, too. Now let all the unsophisticated young gentlemen who have learned the art of salesmanship stand back and wonder. And don't make any mistake; it wasn't Jim Owen who gave away the information. It was Jack Stewart, who hustles all over Ontario for Maconochie's goods and likes it, and likes them. Skidoo, youngsters.

THE MUSCULAR METHOD.

Business men who are discourteous to travelers are, I believe, comparatively few, notwithstanding the number of complaints which occasionally one hears from "Knights of the Grip." The merchant who is discourteous, in the long run, pays for it. Sometimes in one way, sometimes in another. He may not be conscious of it, but he has to "pay the piper" nevertheless. As a rule, it is by being ignored when what are commonly called snaps are to be offered by the travelers who have been the victims of the discourteous treatment. But occasionally physical force is resorted to by offended travelers. I heard of one recently. A traveler, whom I have known for a number of years, had occasion to call on a merchant with whom he had hitherto not had occasion to do business He entered his store, presented his card. Without even reading the latter the merchant threw it contemptously upon the floor. It was not that he had any grievance against the traveler, or the house he represented. He had never had any dealings with either. It was merely his way, the traveler afterwards learned, of treating travelers. My friend was naturally very much annoyed at the contemptous treatment which he had received. He is a man in the neighborhood of 70 years of age, but is still vigorous, and when insulted is not slow to resent it. The offending storekeeper was tall and much younger than my friend, but that did not make any difference to the latter. "I want you," he said, "to pick up my card." This enraged the merchant and he began jumping around, wildly gesticulating and saying he would kick my friend out unless he quickly got out. Undaunted the latter suddenly reached out and grabbed the merchant by the shirt collar, pressed his knuckles against his wind pipe, shoved his nose to the ground, holding it there until he had picked up the card and given it back to him. The traveler, of course, told his experience to his fellow travelers. That merchant for many a day had to bear a great deal of banter, and what was still more humiliating, he found it necessary to take into stock the line of goods which my friend's firm manufactured.

NICE FOR THE TRAVELERS.

The drummer is finding the automobile economical and effective in covering small towns in populous regions. Along the Jersey coast, this Spring, this sort of thing has been worked all to the good. Not only samples, but considerable stock may be conveyed to the saving of both fares and freight. And then think of the fun a fellow can get out of it. Put it straight to the old man and let us know when you start.—Confectioners' Journal.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms and Brushes.
Woods. Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napan e, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P.. & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Stewart Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Consulting Chemists.
Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist. Toronto.
Millman, W. H., & Sons, Toronto
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist. Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
McFall. A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos. Sons & Co., Montreal.
Campbell, Wilson & Howe Calgara, Alta.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

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Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
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Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

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Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

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Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
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Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
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Woods, Walter, & Co., Hamilton.

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MEAT INSPECTION.

The article from the Scottish Trader, of Glasgow, on another page of this issue dealing with the canned meat situation in Great Britain will repay thoughtful consideration by the grocers of Canada, the meat packers and the Government. To the grocer it suggests the possibility of effective action in the public interest of a wisely directed public-spirited, strong grocers' association and the high responsibility resting upon the retailer of foodstuffs To the packers and to the Government the deduction is glaringly obvious that to insure the ultimate success of the Canadian meat industry an effective system of Government inspection and guarantee is absolutely necessary.

In one of the largest retail grocery stores in Toronto, a store catering to the highest class of trade, the writer saw last night a single order including an assortment of three dozen cans of packed meat and mostly by American packers. The inference is clear that the scare of the meat scandal is fading away. In the same store another customer and a lady remarked in buying a case of Chicago meat, "We've eaten a good deal of it and liked it, and I guess some more won't kill us."

The campaign for effective Government supervision of canned and preserved meats in the United States, engineered by the president, has cost the packers a tidy sum in temporary decrease of business, will they not use the fact of that inspection in every way the keenest business minds of America can suggest to recoupe the temporary losses and increase business? Our Australian sister colonies have adopted strict Government supervision of foodstuffs; they are industriously advertising the fact in Great Britain. Danish meats are officially vouched for.

Then there is the danger that lurks at home. Recent history in the United States shows that the industry needs protection on the inside. A few unscrupulous men, greedy of immediate gains, could wreck the industry and inflict very severe losses upon manufacturers, dealers, farmers and a great army of wage earners. The Government owes it to the consuming public, to the meat industry, to the farmer and to the wage earners to deal effectively and speedily with the question of meat inspection.

COFFEE AND CURRENCY.

Brazil's valorization plan and fixing of exchange to assist the coffee industry are somewhat difficult of comprehension at this distance. At the root of the evil sought to be rectified appears to be the condition of the currency in the big South American republic. In an article on that subject the New York Journal of Commerce says :

A more serious drawback to the industry and trade of Brazil than the overproduction of coffee in certain states, and one of the causes of the difficulty of maintaining the coffee interest on a profitable basis, is the instability of the paper currency of the republic. Consul-General Anderson, in his report on the cost of coffee production and the lack of profit in exporting it, says : "So long as coffee is sold on a gold basis and is produced upon the basis of Brazil's paper money, the matter of exchange is the vital element in the situation. The fixing of this exchange, however, is the real gist of the present political and economic situation in Brazil. It is reasonably certain that the difference between profit and loss for the coffee producers at the present time is merely the difference between high and low exchange."

Associated with the scheme, of which we have been seeing so much lately in reports from Brazil, for the "valorization" of coffee, that is, for fixing a minimum price for export by having the Government buy out of the market whatever may be necessary for the purpose with money borrowed in Europe, is a plan for the "fixation of exchange." This has been postponed while the valorization scheme has been officially approved, because the present president was in favor of one and opposed to the other ; but it is expected that the new administration next Winter will take up the exchange question as a separate matter. The plan for accomplishing the "fixation" has not been made clear, but it appears to be analogous to that adopted for certain silver standard countries to guard against the effect of fluctuation in the price of that metal upon exchange with gold standard countries. But the problem is quite different and far more uncertain in its results, inasmuch as Brazil is nominally a gold standard country, but is using a paper currency under a suspension of specie payment, which makes it irredeemable. The fluctuation of such a currency is a much more serious matter than variations in the market price of silver, and it affects domestic calculations as well as foreign exchange. In business there has to be figured in profits a certain insurance against depreciation, and this makes prices higher than they would otherwise be. Interest rates are also made locally high, while foreign capital is deterred from investment in a country afflicted with that kind of a currency.

RUSSELL SAGE.

Russell Sage was a grocer. Fortunately all grocers are not Russell Sages or the rest of the world would have a poor chance. Now the earth wrapping of the great financier, cast aside at death's behest, is locked away in a $22,000 burglar-proof steel vault with electrical attachments to give an alarm should ghouls attempt the impossible.

Despite the deceitfulness of riches and the root of all evil, it is not hard to believe that the great money-lender had some assets where neither moth nor rust doth corrupt and where burglar-proofing is not thought of. Look at this motto of his :

. "The tender care of a good wife is the finest thing in the world."

The man who lived up to that and was a decent citizen brought no discredit to the trade from which he took his rise in life. There is an incalculable sum of misery in the world to-day because of the disregard of that teaching.

Another gift he bestowed was the example of a genius of thrift. Thrift is the sanest of all the virtues and the least attractive. So the precepts to its

acquirement are upon every hand and are almost universally disregarded. Here was a man who practiced thrift with enthusiasm for ninety years and taught it epigramatically. Read these :

"When you have made your fortune it is time enough to think about spending it."

"A boy who knows bargains in socks makes a man who knows bargains in stocks."

"There is no such thing as a money curse. A good man cannot have too much money."

"The longer a man lives the more mistakes he may be counted upon to make."

"Clubs are only a place for idle men and wasteful young men."

"An active man builds success upon a foundation of failure ; passive man does not."

In a day debauched by loose and irregular living, his was a life systematic as a monk at prayers and rational as a definition of Euclid. This was how he stated his case :

"I take every day as it comes. My theory for long life is that temperance lengthens the days of all. Plenty of sleep and escape worry as much as possible. Worry and lack of rest break down the strongest of men."

He began his business career as errand boy in a retail grocery store in Albany, N.Y. Of course he soon owned the business. He and a partner entered the wholesale field and in a few years the partner retired with a handsome fortune and Sage went to Wall street. He is said to have lost in one dark day six millions, but at the call of the disrespecting reaper he abandoned a hundred millions to the keeping of the good woman the tender care of whom was his finest conception of living.

CANADA'S SPLENDID EXHIBIT.

A Grocers' Exhibition is to be held next month in the Agricultural Hall, London, Eng., under the auspices of the Grocers' Association of Great Britain. Special excursions of grocers to attend it are being arranged from all parts of England and Scotland.

Because of representations made by the agent-general of Victoria, Australia, in London, the Premier of that state is taking steps to have the food products of that state well represented at the exhibition. Extensive shipments of all kinds of agricultural products have been made.

Here is an interesting paragraph from an influential English grocery journal :

"We are pleased to learn, and we feel sure that our readers will also be interested to know, that the New Zealand Government have secured a large and important position in the forthcoming Grocery Exhibition at the Agricultural Hall for the purpose of displaying the various products which are imported by that country in the way of food. We understand that they will specially make a show of their tinned meats, etc.; and after the questions which have been asked in the House of Commons lately, and the satisfactory replies that the Colonial Secretary has been able to give to the same, in connection with tinned meats from New Zealand, we think grocers throughout the Kingdom would do well to make a thorough inspection and give a fair trial to tinned goods which are imported direct from a colony forming part of the British Empire."

What will the grocers of Great Britain see from Canada at their exhibition ? Has the Dominion Government, or any of the Canadian commercial agents in England, heard of it ?

CAUGHT IN THEIR OWN CORNER.

In the Spring of last year some Maryland canners conceived the idea of getting control of the canned tomatoes in the American market, boosting the price to their satisfaction and reaping the reward of shrewdness. A firm of brokers directed the buying campaign. By last February, when the situation was at its strongest, the syndicate got together more than 1,700,000 cases, or 3,400,000 dozen tins. The price when they started was 65c. Last June it was $1.20. In February a Baltimore broker offered the syndicate $1.10 for their entire holding, as it probably cost them about 90c. That would have netted the syndicate between $700,000 and $800,000. The offer was refused. They imagined tomatoes selling at $1.50. The jobbers not having been let into the game started to break the syndicate.

The big block of tomatoes was held together to within a week or two of the new pack in July. Then the market broke in one day from $1.10 to 85c. It subsequently recovered to 95c., then went back to 72½c.

To save themselves the bankers who had backed the members of the syndicate—the tomatoes as bought having been hypothecated for funds to buy more—formed a committee to handle the tomatoes and arrange for the selling of them in a way to guard themselves against loss. Later those in the syndicate formed a second committee to hold their creditors in check in order that the collapse of the corner might eat as little as possible into the cornerers' original capital. The bankers are hoping for bad tomatoe weather and early frosts to curtail the present pack and strengthen the market.

This deal was twice as large as any ever before attempted in Tomatoes. Success was proffered and rejected. They overstayed the market.

MONTREAL SHIPPING.

Montreal's export shipping business to August 1 this year has greatly exceeded that of the same period a year ago. Here are the figures :

	1906.	1905.
Wheat	5,796,000 bu.	2,609,000
Corn	1,615,000 bu.	2,887,000
Oats	997,000 bu.	1,223,000
Barley	368,000 bu.	599,000
Rye	25,000 bu.	
Buckwheat	42,000 bu.	42,000
Flax	814,000 bu.	
Flour	344,000 bbls.	127,000
Eggs	1,670 crates	1,230
Butter	127,000 boxes	178,000
Cheese	826,000 boxes	687,000
Lard	122,000 pkgs.	145,000
Meats	88,000 pkgs.	98,000
Hay	216,000 bales	124,000
Cattle	47,760 head	37,149

The notable increases are in wheat, flour, flax, cheese, hay and cattle. The falling off in meats and lard has been attributed to the Chicago packing house scandals, but it is due more probably to the decreased output of the packers, owing to high prices and short supplies of the raw product.

COTTON SEED AND SALAD OIL.

The Attorney-General of the State of New York has reversed his former decision and declared that cotton seed oil under the name "salad oil" is permitted by the food statute of that state. After his first decision that cotton seed oil was not salad oil, the cotton seed oil interests laid before him additional information and evidence and he admitted that "no particular oil, to the exclusion of all others, can claim the designation or distinctive name of 'salad oil.' "

Commenting on the cotton seed oil victory the National Provisioner says :

"Cotton seed oil was long ago proven, under modern refining methods, to be as wholesome, healthful and palatable a vegetable oil as any in existence, and there is no reason why olive oil—so-called—should any longer monopolize the right to the salad oil title. Food officials of other states should seek a little of the light that fell across the pathway of New York's Attorney-General."

SALMON PRICES.

On quoting prices on new pack salmon in last week's Grocer it was stated in error that these prices were issued by the Corby Commission Co., of New York. The prices were received from another quarter. Only the first brand quoted is put up by that firm.

Legislation on the problem of butter trade reform is overdue. The report (of the select Parliamentary committee) as was expected, recommends that nothing shall be sold under the name of butter that contains more than 16 per cent. of mixture. This is the Canadian legislation limit and it is eminently fair all round.—Scottish Trader.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Fluctuations.

Fish—Revised.

Montreal, Aug. 15, 1906.

This week the market for groceries generally is almost without feature. Very little that is new has to be recorded. Canned goods are not particularly interesting. Bookings at new prices are being made, but otherwise the market is quiet. Sugar is about the same as it was last week There has been no advance nor is one expected at present. Japan teas are interesting, this being perhaps the only line worthy of more than passing notice. Excellent values in Indian and Ceylon blacks are now offering while Ceylon and Indian greens continue high. In foreign dried fruits there is nothing new to report, except perhaps, that buyers are beginning to purchase different lines of nuts, etc. Coffees and spices are unchanged. New crop evaporated apples are being quoted, but no definite price can be given before the size of the crop is made known.

Conditions are reported as being very good, showing considerable improvement over last week.

CANNED GOODS—Activity in canned goods at present is not very great. As is usual during the warm Summer months, the public take to green vegetables and fruit in place of canned goods with a consequent falling off in the demand for this line. Staple lines are moving out as well as can be expected, while Fall future bookings in those lines for which new prices have been issued are going forward in a satisfactory manner. No prices have been given out on strawberries yet. There is a feeling in the trade that prices will be higher this year owing to the crops not being as satisfactory as it might have been.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " " "	....	1 72½
3's " " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " " "	....	1 80
3's " " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " so'id pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz.	....	1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Trade in sugar continues very good. The preserving season as far as berries are concerned, is pretty well over, but apples and plums, as well as peaches and such lines are still being put away by housekeepers. Consequently demand is by no means slack. Prices are very steadily maintained. At the present moment, despite what has been said around the trade, it does not look as if there would be any advance in the prices quoted.

Granulated, bbls.	$4 20
" ½-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs.	4 85
Extra ground, bbls.	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
Powdered, bbls	4 40
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls.	3 80
No. 1 " bags	3 75

SYRUP AND MOLASSES—These lines are very quiet at present. Such surplus stocks as of molasses as have been left over have all been taken up leaving the market at first hands practically bare.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 02½
" ¼-bbls.	0 03
" 38½-lb. pails	1 30
" 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" 5-lb. " 1 doz. "	2 35
" 10-lb. " ½ doz. "	2 25
" 20-lb. " ¼ doz. "	2 10

TEA—Japan teas continue of special interest to those growers, but particularly so to those engaged in the tea business. Since last week prices have been very well maintained. Demand has been very fair, but offerings slight because tea houses possessing no stocks had none to offer. Under date of July 24, the Japan Tea Exporting Company say in their report: "Tea dust is briskly demanded in the interior. Its price has risen by leaps and bounds, and the stock of every sort of this class being nearly exhausted. Its market price in Japan is far higher than the selling figure in America." While Japan dust is not of paramount interest to Canadians, yet there is more or less inquiry for it, and the above extract may be taken as illustrating existing conditions in Japan. Increased arrivals of second crop leaves have not influenced the market as it was thought they would. A cable advice received early this week stated that no fannings were obtainable. Demand from Manchuria may be held largely responsible for this. Settlements at both Yokohama and Kobe are something like 23,000 piculs behind those of last year at this time. This shortage cannot be made up and as a consequence less tea will be exported this year Third crop teas, according to the circular above mentioned, judging by present trade in Japan will change hands at good prices, both at

home and in an export way. Values in Indian and Ceylon blacks at present are particularly good Ceylon and Indian greens continue high.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	..	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—Business is reported as being good for the season. Orders received are not large, being more for immediate consumption than for store. Prices remain unchanged.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS — The situation in foreign dried fruits remains almost unchanged since last week. Seeded raisins are in very good demand. Valencia raisins are rather quiet, stocks being pretty well cleaned up. Inquiry for currants is good, particularly cleaned, for which there seems to be a special demand on the part of the trade at the moment. The market in Greece, while fluctuating more or less, has not changed since last report. Nuts are moving out more freely. Buyers who have been holding off more or less on account of high and advancing prices are now coming to the front. Conditions are about the same as prevailed last week.

Valencia Raisins—		
Fine off-stalk, per lb		0 05
Selected, per lb		0 05½
Layers, "		0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		
Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned		0 06½
" " in 1-lb. cartons		0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—In spices conditions remain practically without change since last report. There is more or less interest centred upon the primary markets, but local trade is featureless.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Rice continues rather quiet. Some wholesale houses have booked for small lots to arrive next month. One jobber reported having placed an order for delivery September 5. This, he states, will be sold at 7½c. to 8c.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 08

EVAPORATED APPLES — Evaporated apples, new crop, are now being quoted to jobbers. Orders are being booked for October and November delivery and some dealers are contracting with Old Country houses on speculation. Just what prices will rule eventually will be determined by the size of the crop. Meanwhile, since stocks are practically nil, quotations asked—15 1-2c. to 16c.—are purely nominal.

MAPLE PRODUCTS—In maple products the market conditions remain unchanged since last week. Trade is very quiet.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08	0 08½

HONEY—Very little business is passing in honey at present. There is no change in price.

White clover comb honey	0 14½	0 15
White clover, extracted tins		0 08
Buckwheat		0 07

BEANS—Reports received by interested parties at present are more or less contradictory regarding the new crop. Some state that the continued dry weather is beginning to be felt, but prospects generally point to a very good crop. This week the market is a little stronger.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

Mr. Peters, manager of the grocery department of T. B. Shellington & Co., Blenheim, Ont., took a holiday last week and visited the capital of his country.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 16, 1906.

BUTTER — Market rather dull. No change in quotations.

CHEESE—Conditions remain unchanged, prices being steadily maintained.

EGGS—Demand slightly improved at prices which remain unchanged.

PROVISIONS — Trade brisk at prices which are steady. Fair demand for abattoir dressed hogs at $11 per 100 lbs.

ONTARIO MARKETS.

FLUCTUATIONS—
New prices on peas
Tapioca firmer
Butter a cent higher.

Toronto, August 16, 1906.

The grocery trade is not suffering at all for lack of business in Ontario. The holidaying of travelers of course makes things a little quiet, but most houses report a good mail order trade in the interim. The new prices are out on peas and sago is firmer and the price has advanced to 7½c. A good business doing in rice and sago, but stocks of the latter are practically cleaned up. Otherwise prices are practically unchanged. Sugar is firm but the expectation of an advance has passed. There is not as much business doing as some jobbing houses expected. New prices on evaporated apples have been received and the new fruit when it arrives will go to the retailer at 8½c. to 9c.

CANNED GOODS—The new prices on peas have come out and now rule in the trade. What last year's stock is on hand is quoted at the new prices. There is not much of it and it is in no way inferior to the new pack, it is said. The new prices are a considerable advance on former quotations. This is due to the small crop.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups 2 and 3
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal		3 00
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	3 25	4 00
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S	1 80	1 77½
Gals., red, standard		5 00
2's, black, H.S	1 90	1 87½
Gals., black, standard		5 50
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Gooseberries—		
2's, H. S	2 15	2 12½
Gals., standard		6 50
Lawtonberries—		
2's, H.S	1 77½	1 75
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25

Pineapple—		
2's, sliced	2 32½	2 30
2's, grated	2 57½	2 55
3's, whole		2 70
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10
Raspberries, Red—		
2's, L. S. (Shafferberries)	....	1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 87½	1 85
Gals., standard	....	5 50
" solid pack	....	8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard	....	5 25
" solid pack	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard	....	6 25
Gals. " solid pack	....	9 00

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	....	2 75
Beets—		
2's, sliced, sugar and blood red	0 87½	0 85
2's, whole, " "	0 87½	0 85
3's, sliced, " "	0 97½	0 95
3's, whole, " "	1 00	....
Beans—		
Fancy brands	1 25	....
2's, golden wax	0 85	0 82½
2's, refugee	0 85	0 82½
3's	1 27½	1 25
Gals.	3 77½	3 75
2's, crystal wax	0 95	0 92½
2's, red kidney	1 02½	1 00
2's, Lima	1 12½	1 10
Gals, standard	4 52	4 50
1's Baked, plain	0 40	....
1's, " tomato sauce	0 45	....
1's, " chili sauce	0 50	....
2's, " plain	0 70	....
2's, " tomato sauce	0 75	....
2's, " chili sauce	0 75	....
3's, " plain (flat or tall)	0 87½	....
3's, " tomato sauce (flat or tall)	0 95	....
3's, " chili " "	1 00	....
Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Peas—		
Extra fine sifted, 2's	1 25	1 22½
Sweet wrinkle	1 00	0 97½
Early June	0 95	0 92½
2's, standard	0 85	0 82½
Pumpkin—		
3's	0 80	0 77½
Gal.	2 52½	2 50
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 25
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 75
½-lb. " "	....	1 20
Northern River Sockeyes	....	1 65
Cohoes, per doz	....	....
Humpbacks, "	....	....
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haadies, per case	4 25	4 75
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

SUGAR—Some wholesalers are a little disappointed at the comparatively small movement of sugar. The anticipated rise is no longer expected, but a decline is not looked for. The Scotch sugar on the market still seems to be a factor, and though prices in New York have made two advances of 10c. each since a step up was made here Canadian prices have remained unchanged. The refiners are said to be holding firm at present quotations.

The market for raws in New York is quiet and beet is a little off in Europe. Early in the week American refiners appeared to observe the attitude popularly known as "sitting on the market." In other words, the large buyers were not in the market for supplies at present values. They were encouraged to this position, to a certain extent, by the slightly easier markets for beets in Europe, and also by the fact that, as a rule, their immediate requirements are reasonably well supplied. There was, however, no indication of real weakness in the attitude of sellers. It is believed that New York secured 100,000 tons of European beet within the last four or five weeks. The world's visible supply, say Willett & Gray, is being constantly reduced to an important extent, the figures to-day showing only 469,422 tons increase over those of a year ago.

Paris lumps, in 50-lb. boxes	....	4 93
" in 100-lb. "	....	4 83
St. Lawrence granulated, barrels	....	4 28
Redpath's granulated	....	4 28
Acadia granulated	....	4 23
Berlin granulated	....	4 18
Phoenix	....	4 28
Bright coffee	....	4 08
Bright yellow	....	4 13
No. 3 yellow	....	4 13
No. 2 "	....	3 98
No. 1 "	....	3 88

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Quotations are unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 02¾
" kegs "	....	0 03
" 3 gal. pails, each	....	1 30
" 2 gal. " "	....	0 90
" 2-lb. tins (in 2 doz. case) per case	....	1 90
" 5-lb. " (in 1 ") "	....	2 35
" 10-lb. " (in ½ ") "	....	2 25
" 20-lb. " (in ¼ ") "	....	2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEA—Trade locally is moderate and there is little new to report. Thompson's tea circular, London (Eng.), Aug. 2, says: "Although as far as British growths are concerned, the week has been without special feature, the comparative activity on the China market is noteworthy; here the new season's teas, admittedly superior in quality to the crops of the past two or three years, have been changing hands at a sharp advance in prices, many parcels bought to arrive being resold at satisfactory profits to their owners. The movement has been confined to the finer grades and appears to be the result of the cultivation of the taste for fine China growths amongst a certain section of the public. The improved quotations for Darjeeling teas this season may also possibly be taken in this connection." Offerings of Indian teas in London (Eng.) were nearly a third more for July than for July, 1905. For the lowest grades there is little market. Ceylon prices were also depressed on the strength of large deliveries.

COFFEE—Interest in the coffee world still centres about the valorization plan of the Government of Brazil and there is a vast range of opinion as to the probable results. Willett & Gray, New York, say:

"The valorization law is intended as a form of Government financial assistance to the planters all through the interior, in moving a portion of their crops when they have the greatest need to realize, a perfectly sound proposition and a commendable system of reform compared with the ruinous methods that have forced so many of the planters to sacrifice their product hitherto. The early operation of the Government plans will soon bring convincing results of the practicability of the same, and valorization may yet make and sustain prices for the crop. It is difficult to conceive that any valid objection can be raised to Government action in Brazil to protect its principal industry when all other countries have found the necessity for similar policy in one form or another.

"The coffee markets have been most unduly depressed for many months. Valorization has occasioned some new animation and in due time can be relied upon to have its own influence. Meanwhile it is advisable to consider coffee on its own intrinsic merits, justly entitled to a much better level of values—production is not equal to consumption, necessities of the trade are very acute and prospects for future crops a feature of great importance. It is undeniable that on the present scale of consumption of coffee the world requires every bag of the current crops. European port stocks are the smallest in several years, and the interior of Europe has never been so bare of supplies. Outside of New York itself (New York stocks have decreased one million bags in seven months), stocks in this country are meagre. A large buying and consuming capacity exists. The world must go to Brazil for supplies, and Brazil can be safely said to be in a position to dictate prices for her crops. On these facts alone the future for the article is exceedingly good and sufficient to stifle pessimism as to the paternal action of Brazil in trying to safeguard the interests of her planters."

DRIED FRUITS—There is fair business doing in currants and raisins and the market is practically bare of other lines save for a few prunes. A recent advice from the coast says seed raisins have advanced ¼c. owing to conditions in the San Joaquin Valley. Prices have been received by the wholesalers on new evaporated apples and when the fruit is available three or four weeks hence the price to retailers will be in the neighborhood of 8½c. to 9c.

W. G. A. Lambe & Co., importing brokers, report a little more business being done in prunes, wholesalers beginning to feel that prices have touched bottom. The new prunes will begin to arrive early in October. The California crop is large and prices are on a slightly lower level than last year.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s,50-lb boxes	0 07	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Peaches—			
Californian evaporated, " "			0 14 0 17
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06¾		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 06 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—Trade in these lines is very quiet and there are no changes in quotations.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 28	0 30
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—A good business is passing in pickling spices at prices ranging from 15c. to 20c. Otherwise prices are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole		0 30
Cream of tartar	0 22	0 28
Allspice		0 16
Mace		0 85
Mixed pickling spices, whole	0 15	0 20

RICE AND TAPIOCA—Quotations are higher again on tapioca but the market is nearly bare. A good trade is doing also in rice.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 06½
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	0 07½
" double goat		0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

HIDES AND WOOL—The situation has not varied materially. The trade is waiting for something to turn up. A cent is off the top price for unwashed wool.

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11
Country hides, flat, per lb., cured		0 11½
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Lamb skins and pelts		0 75
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

N. B. MARKETS

St. John, N.B., Aug. 13, 1906.

There continues to be good business reported and payments are satisfactory. In general markets are firm. This is particularly true in canned goods. In pork products, and in fish, values are still high. Tourist travel is very heavy, the weather has been beautiful. A very great crowd went west on the harvester's excursion; four thousand in one day. While many return some stay. It seems there is some magic call, westward. It is difficult to understand, as chances were never better in the east for young men of the right kind. Even our farmers find it almost impossible to get help and in every line of work men are scarce. The man who stays east and determines to apply himself, has a great advantage over more than half of those going west.

OIL—Fall business has been largely booked as far as burning oil is concerned. Prices, particularly outside the city, tend higher. In order to protect the buyers from the tank wagon, prices in the city have not been changed. There is good steady business reported in lubricating oils. Paint oils hold firm, but there is small business. Cod oil comes to hand slowly. Price quite low, there being but a fair demand.

CANNED GOODS—Prices are very firm. Corn holds firm at the higher price, stock light. Tomatoes are high. Peas have been advanced, new being quoted. In fruits, gallon apples about out of the market. Strawberries and peaches held firm at full figures. Salmon firm at the high price. In domestic fish, sardines tend higher. There has been a good pack of haddies. Kippers are now being packed.

SALT—In Liverpool coarse salt there continues to be free arrivals and a steady sale, so that stocks are not large. Prices well maintained. In fine, a fair, steady sale.

GREEN FRUIT—Dealers are very busy. Bananas sell freely. Apples received are but fair; prices rather easier. Oranges are high. Lemons hold at full figures; good steady sale. Pears unchanged; stock received is not always the best. Peaches hold at fair figures. Some splendid plums (Californias) seen. In berries, large quantities of raspberries and blueberries are being shipped to the United States, wild berries chiefly for manufacturing.

SUGAR— Dealers continue to carry full stocks. The advanced still delayed but daily expected.

FISH—Salmon about done. A few mackerel seen. There are no shad. In dry fish, particularly codfish, prices firmer and likely to rule high. Pickled herring continue high. Smoked continue the one cheap line of fish. Business in boneless fish quiet at this season.

FLOUR, FEED AND MEAL—In flour, Ontarios again lower; there is now about one dollar between them and Manitobas. It is thought this grade will have to drop off. In feed, very light offerings. Oatmeal and cornmeal unchanged. Oatmeal is still quite high. Beans unchanged, being rather dull. Yellow eyes, while unchanged are being reduced in stock.

NOVA SCOTIA MARKETS

Halifax, N.S., Aug. 4, 1906.

Prices in the Maritime grocery markets are steady throughout the list. Business is good all around and orders are coming in satisfactorily to the trade. Sales of sugar are good and they are expected to continue so while the preserving season lasts. The markets are well supplied with fruits and vegetables, but the price of the former is very high, $4 a box being quoted for California Bartletts. Plums are worth from $2.50 to $3, and peaches $2.50. American apples range from $4 to $4.50 and pears are $7 per barrel.

EGGS—Are advancing in price and the receipts are decreasing. There has been a very noticeable falling off in the receipts of Nova Scotia eggs, and the jobbers are at a loss to understand the situation. There are scarcely enough eggs coming on the market now to supply the local demand. Advices from points in the province are to the effect that eggs are very scarce and that the price quoted is unprecedented for the season of the year. Fresh eggs are now quoted here at 20c. and 22c., the latter figures being for the choicest quality.

BUTTER—The receipts of butter are also falling off, but this is accounted for by the farmers being busily engaged with hay making. There is plenty of butter in storage here and consequently the price is unchanged.

CHEESE—Cheese sold at a record price at a meeting of the Prince Edward Island Cheese Board, held at Charlottetown on Saturday. All the cheese herewith enumerated was listed and sold at 11¾c.: St. Peters, 87; Orwell, 90; Dundas, 120; Stanley Bridge, 200; Cornwall, 100; Lakeville, 120; Red Point, 80; Gowan Brae, 70; New Glasgow, 220; Union, 135; Kensington, 390; Hazelbrook, 80; Redhouse, 80; Hillsboro, 85; Hampton, 70. A cable was read, saying: "Montreal firm. English market firm and advancing. Montreal eastern, 11¾ to 12. Western 12 to 12½. Kingston sold 11⅞." The committee appointed at the last meeting to get reduced rates from the railway reported that nearly one-third reduction had been granted on the advanced rates.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.
Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

With the semi-annual convention an event of the past and the harvest at hand, it behooves association members and dealers who are in sympathy with the work of the organization to make active preparations for the proper handling of the Fall and Winter business.

It is too early yet to speak with positive assurance, but apparently the wheat crop this year is to be much the largest on record and the continued prosperity of the west is assured. That is the prosperity of the farmer, of the implement man, the builder and the grain man may be taken for granted. The prosperity of the country dealer can not be taken for granted; he must work out his own salvation in company with his fellow dealers.

Not Had Their Share.

In other years of big crops, the country dealers have not always had their share of the prevailing prosperity for the simple reason that they did not take advantage of their opportunity. When crops were large and money was plentiful they allowed their farmer debtors to play one dealer against the other and leave their store bills unpaid while buying more land.

Two Plans.

To meet this evil, the association have devised two plans, the debt collection forms with which members are familiar, and the association agreement to shut off all credit from November to April in localities in which this policy is agreed upon.

In order that either plan may be effective, it is necessary that the organization should be kept alive in local sections and that the trade should meet and form their own local sections in districts where there is now no organization. Now the secretary can not be expected to visit every section of the west for the purpose of effecting this local organization. Doubtless he will visit many parts of the west during the next two or three months, but dealers should not wait for his arrival. Local sections can easily be organized without his assistance.

When the local dealers have met together in a friendly way and have formed their own local section they can then discuss the adoption of either or both of the association plans for dealing with the credit evil.

Of Great Service.

Winnipeg dealers are finding the "delinquent list" of great service. Each member furnishes a list of his "bad pay" customers and the secretary sends out twice a month a revised list of "delinquents." Country dealers will not require the same elaborate machinery that is necessary in Winnipeg, but they can adapt the Winnipeg plan to their own district and at their meeting compile a list of delinquents. There is, of course, no agreement in Winnipeg or elsewhere not to extend credit to delinquents, but when a customer is known to be on the books of several stores for large amounts the dealer knows whether it is safe to extend him any credit.

Advantage of Forms.

In Winnipeg the collection forms are being used to great advantage, and they can be used equally well in the country. Dealers should write Mr. Coulson for them as they are supplied free of charge to paid-up members. It very seldom happens that a debtor who gets one of the association collection letters fails to make some arrangement for the settlement of his account.

A year ago a determined effort was made in a number of sections to shut off credit from November 1 to April 1. The plan met with considerable success in a number of sections and it is worth trying again. Preparations should be made well in advance. The Fall and Winter trade will be here in a few weeks and this is the time for association members to get busy.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 16, 1906.)

Interest centres at present in the new quotations in canned vegetables and fruits, which are being announced daily. Quotations are revised this week in several important items under the "canned goods" heading. With the beginning of harvest there is an increased demand for general grocery supplies and business continues very active.

CANNED GOODS—Quotations are revised this week in many items in the "canned goods" list. Tomatoes have been reduced to $2.80 per case in order to clear old stocks (held in Ontario) before the new is on the market. Peas have been advanced to $1.93 and $1.98 per case. Revised quotations will also be noted in raspberries, currants, cherries and beans. We quote:

FRUITS.

	Group No. 1.	Groups No 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 28	4 23
gallon, per doz		6 80

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 [illegible]
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
All groups, per case		2 80
Beans, golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 50
(Prices are for delivery in October-November.)	
Lobsters (new), ½-lb. flats, per case	16 00
" " " per doz	2 15
" " ¼-lb. flats, per case	10 50
" " " per doz	2 70
" " 1-lb. talls, per case	14 75
" " " per doz	3 90

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz	1 25
" " " 2's, "	1 90
" " " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " "	1 85
" 3 " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " "	1 85
" 3 " "	2 40
" 1 " Chili "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 [illegible]
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

SUGAR—The B. C. Sugar Refinery Co. have announced a reduction in the price of 1-2 bbls. of cut sugar, making the price now the same as in barrels. Formerly there was a difference of 10 cents. We quote:

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" " in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 55
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUPS AND MOLASSES— Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½

"Kairomel" syrup, 2-lb. tins, per 2 doz. case		2 55
" " 5-lb. " " "		2 90
" " 10-lb. " " "		2 70
" " 20-lb. " " "		2 80
Barbadoes molasses in ½-bbls, per gal		0 40
New Orleans molasses in ½-bbls, per lb		0 03½
Porto Rico molasses in ½-bbls., per lb		0 04½
Blackstrap, in bbls., per gal		0 31
" ½ "		0 33
" 5 gal. bsts., each		2 25

COFFEE—As was predicted in these columns last week, there has been a local advance in Rios in sympathy with the strong market in Brazil We quote:

Whole green Rio, per lb	0 11½	0 12
" roasted " per lb		0 16½
Ground roasted Rio		0 16
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.		0 23
" " 1-lb. "		0 24

MATCHES—

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS—New apricots are selling slowly because of the high price. Indications point to still higher prices on later deliveries. We quote:

Sultana raisins, bulk, per lb	0 07½
" cleaned, "	0 08½
" 1 lb pkgs "	0 10
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¾-lb. packages per package	0 07½
" " fancy seeded in ¾-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
(Above prices for California raisins and are for present delivery from old stock.)	
California raisins, muscatels, 2 crown, per lb	0 07
" " " 3 "	0 07½
" " " 4 "	0 07½
" " choice seeded in ¾-lb packages per package	0 07½
" " fancy seeded in ¾-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages per package	0 09½
Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
" 60-70 "	0 09
" 50-60 "	0 09½
Prunes 100-120 per lb	0 04
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

Something New!
Something Dainty!
Something Saleable!

GOLD STANDARD ICE CREAM POWDER

A ten cent package makes a quart of pure and deliciously flavored ice cream in ten minutes.

This is going to be a big seller, so order now while the warm weather lasts.

Put up in three pure and delightful flavors, Vanilla, Strawberry, Chocolate and unflavored.

This is sold to you on the same basis as Gold Standard Tea, Coffee, Baking Powder, Extracts and Spices, satisfaction guaranteed or your money back.

PUT UP BY

The Codville, Georgeson Co. LIMITED

WINNIPEG AND BRANDON, MAN.

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Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

TRAVELLER—Headquarters, Vancouver, wants good grocery line on commission. Box 121, THE CANADIAN GROCER, Toronto. (33)

FRUIT FOR SALE.

YOU must deal direct with the grower to secure the choicest fruits. We are prepared to supply a few new customers with the best peaches, pears, plums and grapes. Greystone Fruit Farm, box 48, Winona. [33]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY. Kingston, Ontario, the property of the late W. R. McRae. Established 1854 One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
137 Elgin Avenue, Winnipeg

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per lb., cwt. lots	0 05¾
" " 50-lb. lots	0 05¾
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

B. C. MARKETS.

Local apples are just beginning to come in in good quality. The California Gravenstein still holds the market for a tempting table fruit. Bartlett pears of particularly fine quality are in plentiful supply. California peaches are also plentiful despite Okanagan competition. The plum supply from California is being supplanted by Oregon products, and some early local varieties are also coming in. The small fruits are practically out for the season, with the exception, of course, of the great blackberry, which is now on in good supply and excellent quality. Its poor shipping quality for long distances is very much against this splendid berry.

Butter and eggs of local production are somewhat higher this week. Continued dry, warm weather has told on the luscious pastureland of the Fraser Valley and butter production has fallen off so that price is up to 30c. per lb. Eggs, local, are 30c. per dozen for strictly fresh, wholesale; eastern eggs, 24c. for choice stock. Cheese is also up in sympathy with higher prices in Ontario. The quotation is now 15c.

CHINA AND GLASSWARE

Some Prevailing Fancies—Cut Glass and Why it is so Reasonable in Price—Some American Inventions—New Expensive China From Europe.

Time was when only the well-to-do could afford cut glass, but to-day, althought it is not common property by any means, it is more within the reach of the masses than ever before. "Look at this piece," said a dealer to a Canadian Grocer representative. "Ten years ago it would have cost you from five to six dollars to get a piece this size, but now you can buy it for two dollars and a half." Improved cutting machinery and greater proficiency on the part of the workmen are the reasons for the reduction in price in such a comparatively short time.

Little Imported Cut Glass.

Nearly all cut glass used in Canada to-day is made in this country, about the only articles imported being stem and tumbler goods for wine glasses and similar ware. Until comparatively few years back Canada imported most of her cut glass. What little was manufactured at home was largely imitative of imported goods, as is always the way at the beginning of things. To-day, however, some large establishments are engaged in the manufacture of cut glass, and turning out a class equal to the best that is made in other countries.

More Decoration Popular.

German and Austrian china is being largely imported into Canada at the expense of French ware. These lines are made in both dinner and tea sets, the feature about them being that more color is shown and the figures and floral designs are bolder and more striking. This tendency for more color and heavier designs is becoming more prevalent now in all lines of chinaware decorations.

While Canadian manufacturers have had excellent results in their cut glass manufacture, strange to say they have not met with even ordinary success so far in the manufacture of china. The principal trouble they experienced was the "crazing" of the surface. "Crazing" is the term used to designate the small cracks that spread in all directions over the surface of the ware. It was impossible to compete successfully with imported goods and make things go on account of the cheapness of European labor, and not knowing fully how to satisfactorily remedy the defects that the domestic ware was heir to. Thus the Canadian factories were compelled to turn their attention to the baser grades of pottery, such as brownware for coffee and tea pots and the cheaper household goods used in the kitchen.

The Satin Finish.

A new thing in pressed glassware this season is the satin finish. This is done by placing clay over the parts of the dish to be left clear and treating the other parts to certain acids. The result is a dull, soft finish of the stamped designs which, when seen through the clear glass, has a pretty effect.

Rubies and Gold.

The ruby and gold goods are also new on the market. They are unique, and for water sets and odd pieces are becoming very popular. The color and gold are burnt in the glass, and being smoothly finished over will withstand any treatment short of breaking without showing any difference in appearance.

The One Piece Lamp.

Both these latter lines are made in the States, and find a good market abroad as well as in Canada. The one-piece lamp is also an American innovation. Until a short time ago glass lamps had to be made in two pieces—the bowl separate from the stand. For years workmen have been trying to make this cast and have succeeded only recently. It means a stronger lamp, easier made and more sightly to look upon. In every line where hand work is required the Europeans have them beaten, but where ingenuity and the application of machinery can be brought to bear the Americans easily take the palm from their foreign competitors.

Popular Wedgewood.

Wedgewood, like the poor, we have always with us. This good old ware is still as fashionable as ever, and this year new designs are added and new creations found in which to manufacture it. Odd pieces will be much in evidence again this Winter for presentation goods.

Some Costly Bric-a-Brac.

In the more costly lines being brought out this year, Pilkington's Lancastrian pottery, Royal Doulton, Royal Crown Derby and the Amsterdam assortment are among the winners. The Lancastrian pottery runs chiefly to urns and vases, each hand-carved and decorated, with the name of the artist on every piece. The men employed at this work are masters of their craft, as can be readily seen by the quality of the work. The Royal Crown Derby is a line of smaller vases, boxes, caskets, etc., and is the most expensive of the new lines that have come in. They are hand-painted and gilded, each piece of an assortment showing a special design. The writer was shown one small piece about three and a half inches high, the price of which was $5.75. The Amsterdam assortment are of the opal class, decorated with quaint little Dutch figures. They come mostly in trays and boxes and are admired as soon as seen.

FRUIT GROWERS GET TOGETHER.

The Ontario Fruit Growers' Association was formed in Toronto this week with the following officers: President A. E. Sherrington, Walkerton; vice-presidents, B. Johnson, Forest; R. Thompson, St. Catharines, and W. H. Dempsey, Trenton; secretary-treasurer, A. B. Cutting, Toronto. It is made up of representatives of local co-operative growers' associations, and its object is to gather reliable crop and market news, and assist in marketing the crop of the members.

AUBURN ORCHARDS

QUEENSTON, ONT. **W. O. BURGRESS, Proprietor**

Our peaches are quoted according to diameter measurement.

First-class Crawfords are twice as large as first-class Crosby, but when you buy 2⅛ inch Auburn Brand you know the size in advance. We have larger and small sizes as well.

GUARANTEED UNIFORM

Telephone, Telegraph, or write for prices.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The strength of the cheese situation, noted in our last report, has since developed further, and prices paid at country markets recently may truly be called "record breakers."

Sometimes history repeats itself, this year the conditions may be such, that the present high prices may rule right along and they may be advanced even further, but, in the history of the cheese trade, we find only one year or season nearly equal to our present condition, this was the year 1887, when July cheese sold above 12c. in the middle of August. Up to the middle of August of that year, the demand was so keen that the goods sold in Great Britain as quickly as they were landed, when all at once the demand dropped off. August cheese then sold at less than July's, and when no improvement in the demand came on, September cheese sold at lower prices even than August and in the Spring of 1888 many thousands of boxes of cheese were sold at ruinous prices.

We do not wish to predict a similar result for this year; perhaps the conditions are different now to what they were in 1887, but, with the exception of the year 1887, our present prices have never been equalled at this time of the year, and even in 1887 the prices ruling previously were very much lower than what they were this season.

So far we have nothing but "bull" arguments; we have had the canned meats scare, which has undoubtedly increased consumption of cheese, and we have had a long spell of drought, which has seriously affected the production of milk, against all this we have only one "bear" argument, which is the high prices ruling, and high prices are always a "danger signal" even in cases of famine. So far we cannot say that there are any positive signs of a famine, but as long as the British markets will take our goods at current prices, we cannot expect a decline, no matter how strongly the "danger signal" may be waved.

Last week's receipts in Montreal were 95,609 boxes of cheese and 22,747 packages of butter, against 100,055 boxes of cheese and 38,201 packages of butter for the corresponding week of last year, or a total since May 1 of 1,189,302 boxes of cheese and 368,589 packages of butter, as compared with 1,158,059 boxes of cheese and 438,125 packages of butter for the same period of last year.

The exports from Montreal were last week 83,987 boxes of cheese and 19,845 packages of butter, against 61,536 boxes of cheese and 34,487 packages of butter for the same week of last year, or a total since May 1 of 1,118,642 boxes of cheese and 193,382 packages of butter, as compared with 1,015,484 boxes of cheese and 295,050 packages of butter for the corresponding period of last year.

These figures show an increase in the receipts of cheese of 31,243 boxes and an increase in the shipments of 103,158 boxes, which means 71,915 boxes of cheese less in stock in Montreal than at this time last wear, the receipts of butter show a decrease of 69,536 packages and the exports show a decrease of 101,668 packages, or a natural increase in stocks in Montreal of 32,132 packages.

Taking the increase in receipts of cheese of 31,243 boxes against the decrease in receipts of butter of 69,536 packages, it means a very heavy decrease in the production of milk. Of course, present high prices will stimulate farmers to extra feeding of their stock, so that possibly the present shrinkage in the flow of milk may not be augmented, but after all the best the farmers can do is to keep the production of milk from further shrinkage as is is impossible to produce an increase.

As the weather gets cooler the milk becomes richer and it takes less milk to produce a pound of cheese than it does during hot weather and we may look for a fairly full make of Fall cheese, say August, September and October Then, if prices are kept high, farmers may insist on making cheese during the Winter months, which would naturally be of inferior quality, selling at lower prices and affecting the value of full grass goods, meaning possibly a lower level of prices next Spring.

After all, as long as the demand from the U. K. keeps up we cannot look for lower prices, if the demand falls off we must look for steadily declining markets. At present we are completely at sea about prognosticating the future. Prices, however, are high and dangerous for storing purposes.

PROVISION SITUATION.

Lower prices for live hogs and lower again next week is about the only change in the situation. This week the farmers are getting $7. That means the packers are paying $7.15 f.o.b. country points. That's what The Grocer predicted last week when the price was $7.40. Next week the price will be 15c. lower again.

The market on pork products is steady both at home and abroad and quotations are unchanged. In England, the advices say, Danish hogs are coming out more freely, which will have a tendency to weaken the market.

The American farmer is now getting 6c. for his hogs.

DANISH DAIRYING.

Dr. G. Van Ellbrecht, the Danish dairy expert in America studying dairy conditions and products for his Government, in a recent interview said :

"Canada, Australia and Ireland are our greatest competitors in the world's dairy markets. Regarding butter, I think we supply about 45 per cent. of the English market. You see, we are always in touch with that market. We have men there who study English tastes, and just as soon as the Englishman's taste changes the dairymen in Denmark know all about it. Then, again, we brand all our butter. Danish butter is put in a certain kind of tub. No country can imitate Danish butter. Two hundred million eggs were shipped to England last year from our country. You sell eggs by the twelves here, but we sell them by the 'sneg,' or by the

BUTTER MUST BE BUTTER.

English Laws Will Aim to Prevent Fraud—Imitation to be Open.

The British Government has recently issued as a Parliamentary paper a report of the select committee appointed to consider the conduct and control of the trade in butter and butter substitutes. The report was agreed upon unanimously, and makes suggestions to be embodied in legislation.

The London Times asserts that genuine dairy butter is a thing past praying for. Four-fifths of the population of London, the Times asserts, have never seen it in their lives. Those who know what it is have great difficulty in procuring it, and can not obtain it in many cases at any price. What is called genuine butter in London, the Times says, is blended and reworked butter. Its tough, tenacious texture is as different as possible from that of real dairy butter, and it is destitute of the subtle aroma of the genuine unworked butter. The Times says that both the imported butter and that made at home is generally blended butter. The Parliamentary committee propose that butter factories shall be registered, the registration to be renewable annually, and that inspectors shall be empowered to enter all such premises when they suspect that butter is reworked, blended, or adulterated. Adulterated butter must not be stored on such premises. With adequate penalties proportioned, as the committee proposes, to the magnitude of the output, some real check would be placed upon adulteration. Imported butter is to be met with not less stringent conditions.

It was shown before the committee by

a firm that was prosecuted for the sale of adulterated Danish butter that they got off with a nominal penalty upon showing that they had ordered what is known as "control butter." This butter is guaranteed by the Danish Government. The committee propose that the importer shall be held responsible for the genuineness of the butter he sells without any regard for anybody else's warranty. No difficulty is put in the way of those who manufacture and sell imitations of butter openly and honestly. Those who want margarine will be free to buy it as such. But people who want butter and pay for butter are expected to get butter, and not mysterious mixtures. It is thought probable that the British Government will take favorable action on the report.—Consular Trade Reports.

COW TESTING.

More Interesting Comparisons—$3.50 per Month per Cow.

The reports of the cow testing associations continue to show interesting variations in yield.

Bagotville, Que., 15 herds, 250 cows, 30 days to July 16, average yield of milk 767 lbs., average yield of fat 27.6 lbs., average test 3.6 per cent. fat. The two largest herds, 34 and 37 cows, were above the average, showing careful selection. A herd of 18 cows had the highest average yield of milk, 920 lbs., but its average of butter fat, 31.1 lbs., was excelled by several others.

Princeton, Ont., 14 herds, 107 cows, 30 days ending July 14, average yield of milk, 722 lbs., average yield of fat 24.7 lbs., average test 3.4 per cent. The average of butter fat was 4 lbs. less than in June. One herd of 7 cows averaged 1,234 lbs. of milk and 41.4 lbs. fat. Another herd of 8 averaged 549 lbs. of milk and 18.3 lbs. of butter fat.

St. Edwidge, Que., 30 days to July 9, 29 herds, 307 cows, average yield of milk 725 lbs., average yield of fat 27.2 lbs., average test 3.7 per cent. This is the fourth test for this association and shows a steady improvement since April amounting on the average to 6.3 lbs. of fat per cow. One cow shows a yield of 50.8 lbs. of fat from 1,060 lbs. of milk. In one herd of 12 cows the lowest individual yield was 29.3 lbs. of fat and 770 lbs. of milk; in another herd of 5 cows the highest yield was 25.2 lbs. of fat from 700 lbs. of milk.

Lotbiniere, Que., 30 days ending July 16, 18 herds, 156 cows, average yield of milk 658 lbs., average yield of fat 24.9 lbs., average test 3.8 per cent. One herd of 10 cows averaged 13.4 lbs. of fat per cow more than another herd of 19. That means about $3.50 per cow per month.

Laterriere, Que., 30 days to July 9, 5 herds, 28 cows, average yield of milk 713 lbs., of fat 26.9 lbs., over per centage of fat 3.7.

Normandin, Que., 30 days ending July 9, 8 herds, 45 cows, average yield of milk 743 lbs., of fat 21.1 lbs., average test, 3.9 per cent.

These last two associations are in the Lake St. John district. The range is from 500 lbs. milk testing 3.8 to 1,140 lbs. testing 4.0 per cow. The average yield of butter fat taken by herds is from 23.3 lbs. to 34.7 lbs. This indicates that while there are good individual cows in this district, there is still room for judicious selection and "weeding out."

THREE YEARS' BUTTER PRICES.

Thos. Nesbitt & Co., London, Eng., in their Prices Current of July 30 give the following comparisons:

BUTTER.	1904 s.	1904 s.	1905 s.	1905 s.	1906 s.	1906 s.
Danish..per cwt.	102—	104	118—	120	114—	116
Normandy.. "	102—	104	92—	104	92—	104
Dutch... .. "	94—	98	110—	112	104—	106
Canadian,etc. "	84—	90	88—	100	82—	108

OPENING FOR CHICKENS.

Lausdale & Hall, produce brokers, Liverpool, Eng., in a letter to The Canadian Grocer say: "We are aware, as you say, that there are not very many poultry exporters in your country, but we believe that with the way your country is going on in trade, it will soon be a large business. We hope so, at any rate, as we dearly like here to have a shot at the American beef companies. They at present control the poultry business, and buyers are only too glad of a chance to buy outside them. Buyers inform us, however, that Canadian chickens are not quite so good as American, but no doubt in a year or two this will be rectified, as you good people, we notice, never let anyone get ahead of you if it is at all possible to prevent it."

PRODUCE NOTES.

A project is afoot to erect a $100,000 meat plant and abattoir at Moose Jaw.

Canadian cattle sold at Yorkhill on Monday met the dearest market known for a long time past.—Scottish Trader, July 28.

George Fischer, meat packer, 95 Canning street, Montreal, has gone into liquidation, with liabilities amounting to about $8,000. The principal creditor is Catherine Fischer under a marriage contract, $5,000.

D. H. Ross, Canadian commercial agent in Australia, reports that exports of butter from that colony to Great Britain are increasing in keeping with decreased freight rates, which have been halved. In 1905-6, 26,450 tons have been sent, the freight being £3 10s. a ton, as against £7 a ton in 1904-5. In the previous year the export was 24,000 tons.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Breakfast bacon is lower this week while some changes have been made in compound lard quotations. Otherwise prices have no changes. Business continues very good. Locally all lines of smoked meat are in good request at figures quoted. More or less activity prevails in lard, although business might be better.

Lard, pure tierces	0 12
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases,10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.	0 09
" " ½-bbl., per lb.	0 09½
" " tubs	0 09½
Cases, 20 3-lb. tins, per lb.	0 10
" 12 5-lb. tins "	0 09¾
" 6 10-lb. tins "	0 09½
20-lb. wood pails, each	1 90
20-lb. tin pails, each	1 80
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 15½
Hams	0 14½ 0 16
Extra plate beef, per bbl.	12 50 13 00

BUTTER—There has been very little change in the butter market since last week. Prices have scored another slight advance. Finest creamery is now selling from 22 1-2c. to 22 3-4c., while choice is quoted from 22c. to 22 1-4c. Business is fair. Some inquiries have been received from the other side and export trade on the whole is rather better than last week.

Choicest creamery, saltless	0 22½ 0 22¾
Choicest creamery, salt	0 22 0 22¼
Medium creamery	0 21½ 0 22
Western dairy	0 18 0 18½

CHEESE—Prices this week are still higher. Holders are asking as high as 12 1-2c. for Ontarios, while Quebecs are quoted at 12c. Townships are also advanced. English houses have been making some inquiries and shipments have been more or less good.

Ontarios	0 12½
Townships	0 12¾
Quebecs	0 12

EGGS—Slightly lower prices prevail this week, but otherwise there is little new in the situation of the egg market. Selects are now obtainable at 20c. to 20 1-2c. a dozen. Receipts are fairly large, but not heavy.

TORONTO MARKETS.

PROVISIONS—With one exception prices are the same as last week's quotations. Stocks are light and the usual good demand obtains. American hog products are much easier at present and in many cases show a drop of about a cent. Unless it should come down 2c. it will not affect the Canadian market, as it must be two cents lower than our home prices before we can import it profitably.

Long clear bacon, per lb.	0 12½
Smoked breakfast bacon, per lb.	0 16 0 16½
Roll bacon, per lb.	0 12 0 13
Small hams, per lb.	0 16
Medium hams, per lb	0 15½ 0 16
Large hams per lb.	0 14½ 0 15
Shoulder hams, per lb.	0 12
Backs, plain, per lb.	0 17 0 18½
" pea meal	0 18 0 19
Heavy mess pork, per bbl	22 00
Short cut, per bbl	23 00 24 00
Lard, tierces, per lb.	0 11½
" tubs "	0 11¾
" pails "	0 12 0 12½
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	8 00 9 00
" front quarters	4 00 5 00
" choice carcases	6 50 7 50
" common	5 00 5 50
Mutton	0 08 0 10
Yearling lamb	0 09 0 11
Hogs, street lots	10 2[illegible] 10 5[illegible]
Spring lamb	0 11 0 12½

BUTTER—The ruling prices are about one cent higher than last week's, although some dealers are asking more. The general impression is that prices will hold up pretty well from now on as there begins to be noticed a decrease in the supply, consequent upon the advance of the season.

	Per lb.	
Creamery prints	0 22	0 24
" solids, fresh	0 21	0 21½
Dairy prints, choice	0 19	0 20
" tubs, choice	0 18	0 19
Baker's butter	0 15	0 16

CHEESE— There are no price changes. Market continues firm.

	Per lb.	
New cheese, large	0 12½	0 12½
" " twins	0 12½	0 12½

EGGS—Prices are about the same but conditions are much easier, and more eggs are coming in.

Eggs (new laid)	0 18	0 19
" bakers'		0 16

ST. JOHN, N.B.

PROVISIONS—Barrel pork is still high; sales small. Beef unchanged; there is little demand. Pure lard is higher and firm. There has been a slight advance in refined compound; price still quite low, sales good. Fresh beef has a fair sale, but at rather lower prices. Lamb has the demand and prices still high. Mutton is very low. Veal is scarce. Pork has little demand, but holds firm.

Mess pork, per bbl	$22 00	$23 50
Clear pork, "	20 00	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb	0 05	0 07
Western beef, "	0 07½	0 09
Mutton, "	0 05	0 06½
Veal, "	0 07	0 08
Lamb, "	0 10	0 11
Pork, "	0 09	0 10
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

EGGS——Prices unchanged, but hold at full figures. Just a fair sale.

Creamery butter	0 22	0 25
Best dairy butter	0 18	0 20
Good dairy tubs	0 17	0 18
Fair "	0 15	0 17

BUTTER—Prices are firmer and there is improved sale; stocks not large, even of the cheaper grades.

Eggs, strictly fresh	0 20	0 25
" fresh	0 18	0 20
" case stock	0 16½	0 17½

CHEESE—The extreme prices still hold. Output in the lower provinces small. Twins demanded.

Cheese, per lb	0 12	0 13

WINNIPEG MARKETS.

BUTTER—Creamery butter prices are unchanged from last week. Supplies are liberal. We quote:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " (western)	0 21

Produce houses are paying 14 1-2c. per lb. for good dairy butter.

CHEESE—

Finest Ontario, large	0 13½
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 13

LARD—

Tierce basis, per lb	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 15
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15½
" heavy skinned, 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18½
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0 17½
Spiced rolls, long if in stock	0 18
" short	0 13
Dried beef ham sets	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs	0 13½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00

Sweet pickled spare ribs, not cooked, per lb	0 06
" hocks, " "	0 05

EGGS—Produce houses are paying 17 1-2c. per dozen for fresh eggs delivered in Winnipeg.

JAPANESE HORSE RADISH.

The latest novelty from Japan is a new horse-radish which is of a delicate shade of green and mild flavor, as compared with the ordinary kind grown in this country. In Japan the vegetable is a favorite condiment with fish. The two-year-old roots are used, and the fresh leaves are also made into a kind of sauce.

F. H. Robinson, one of London's (Ont.) progressive grocers took a holiday last week and went from Port Stanley to Montreal by the Str. Cuba. Returning by Toronto he was a caller at the Red Rose tea warehouse.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

General Stores can easily sell three to five boxes each summer.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

The Reason for the Results—

The increased demand for

CLARK'S MEATS

is taxing the capacity of the plant. The reasons for this increased output are

AI REPUTATION *JUDICIOUS ADVERTISING*

A SQUARE DEAL ALL AROUND

These are the factors that make success

FREIGHTS AND CHARTERS

Shipping Not Very Active—Changes in Flour and Some Other Rates—Little Larger Movement of Provisions—Seven Hundred Sacks of Rolled Oats to London.

Shipping has been rather quiet lately, not much activity prevailing in any quarter. Exports have not been large in various lines considered in the light of staples.

The price of cheese recently has been so abnormally high as to make export trade in this article anything but good. Shipments have been very much lower than usual. Canadian cheese is growing in favor on the other side and consequently importers are willing to pay a little more than they otherwise would.

In butter conditions are about unchanged since last report. Shipments have been fairly good, but not large. Outgoing boats destined for the Old Country have in most cases carried more or less of this article.

Rolled oats is a line which has been rather quiet lately. A shipment of over seven hundred sacks was made to London recently.

Provisions are looking up slightly, several lots of bacon, lard and other lines having been shipped.

Flour is still rather slow.

Grain shipments have been very good, Old Country markets taking considerable quantities. There is an improvement in the export hay market since last report, some very good lots having been shipped.

Manchester Commerce, Furness, Withy & Co., cleared for Manchester with a cargo August 10.

The Dominion liner Ottawa, for Liverpool, and the Latona, R. Reford & Co., for London, both with general cargoes, left the same day.

Flour rates are higher this week.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	.....	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	13/1½	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	17/6
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	12/6	15/9	17/6	18/6	15/9	12/6	.....	.....	15/9	17/6	.....	17/6
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch and Grape Sugar, in bags, 2,240 lbs	10/	10/6	11/3	11/3	10/	10/	11/3	12/6	11/3	12/6	.....	11/3
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,	12/6	13/	14/	13/9	12/6	11/3	13/	14/	14/3	15/9	.....	15/
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	8/9	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs	10/6	15/9	15/9	11/3	15/9	10/	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	22/6	22/6	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	13/9	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	10/	10/6	11/9	12/6	10/	10/	13/	14/	11/3	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/7½	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/3
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	16/	15/9	17/6	.....	15/9
" Evaporated, in barrels or boxes, "	10/6	10/6	11/3	8/9	10/6	10/6	.....	.....	10/6	11/3	.....	12/6
" Prunes and other dried fruit n boxes, 2,240 lbs.	17/6	15/9	15/9	20/	21/	17/6	.....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern	2/	2/	2/3	2/3	2/	2/	.....	.....	.....	.....	.....	2/3
Smalls, of less than ¼ ton weight or measurement.	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal.

NORTHERN CANNERIES ALL RIGHT.

Recently a section of the Fisheries Commission, now in British Columbia, inspected the Fraser River salmon canneries at the behest of the Minister of Marine and Fisheries and reported them sanitarily very satisfactory both as to condition and methods. Prof. Ed. E. Prince, Dominion Commissioner of Fisheries, and chairman of the commission, has returned from a trip up the north coast, and of the canneries up there he says:

"The canneries of Northern British Columbia, all of which with one exception I visited, are absolutely cleanly, and everywhere I found the greatest care exercised in the packing of salmon. The canneries, being right on the water, are always in a sanitary condition, and

at all times and in all places I found that packing conditions could not be improved upon so far as cleanliness is concerned, or in any other way for that matter. I am glad to be able to state that the fish are packed under most healthful conditions. No person can ever say that having seen salmon canned one would not wish to eat it."

MARITIME GUILD OFFICERS.

The Maritime Grocers' Guild at a recent meeting in St. John, N.B., elected these officers: President, W. C. Cross, St. John; 1st vice-president, M. Dwyer, Halifax; 2nd vice-president, W. H. Dakin, Charlottetown. Mr. Cross is managing partner of Hall & Fairweather.

JAMS AND THEIR PURITY.

Results of Investigation by Analyst McGill, Ottawa.

Reporting the result of his examination of 182 samples of jams, jellies and marmalades, collected from Halifax to Vancouver, A. McGill, assistant to the chief analyst of the Inland Revenue Department, Ontario, states that 97 of them were "marked 'compound' with more or less distinctness," and that of the remaining 85, claiming to be genuine or sold without any statement to the contrary, 53 were found to be genuine, "leaving a balance of 32 samples regarding which the question of adulteration might be raised." Of the 85 samples, 44 contained preservatives, 29 dyes and 19 both preservatives and dyes.

Mr. McGill says:

"As regards preservatives and dyes I have contented myself with ascertaining the presence or absence of these without comment. We have no regulations which forbid their use, and it is quite probable that, so far as dyes are concerned, the minute quanities present are not more harmful to health than they would be in candy coloring. The chief objection that I find to the use of dyes in jams and jellies, is the fact that they serve to cover up defects in fruit, and thus permit the employment of inferior fruit in manufacture. It is also evident that the making of a so-called strawberry or raspberry jam from apple pulp, is only possible when the color is given by a dye.

"With regard to the quantity of fruit present in a jam, we have no standards which enable interpretation to be made from the amount of insoluble residue, nor is any ratio between fruit and sugar established by law.

"I would respectfully recommend that this very important subject be made a matter of investigation during the coming fruit season.

The Department of Agriculture at Washington has recently (March, 1906) adopted a ratio of not less than 45 lbs. of fruit for 55 pounds of sugar."

GET TOGETHER.

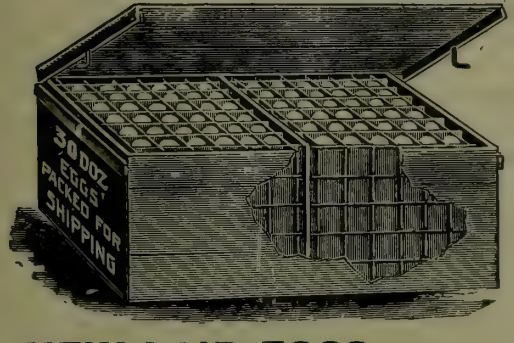
"Do many of the retail grocers you meet complain of wholesalers selling direct to consumers, especially boarding houses and restaurants?" was asked a Canadian Grocer representative the other day by a prominent Toronto merchant.

Some do, and the reply was to that effect.

"Well, do you know," he went on, "I used to be one of the kickers, but since having a good square talk with several wholesale men about it I have come to the conclusion that we're as much to blame as they are. For instance, if a retailer, who is dealing with a certain wholesale house, hears that he can get a certain line of goods a couple of cents cheaper by buying direct from the manufacturer, he passes his wholesale friend up and buys from the manufacturer, the wholesaler then loses this customer's trade to that extent. The wholesaler, to make up for this loss, thinks he is doing no more than right in dealing direct with the large consumer; and I think he's right there. Let the retailers get together and confer in a body with the wholesalers."

If grocers would join the Retail Grocers' Association they would get together, meet the wholesalers, and put an end to the heart burning. A widespread organization with proper aims would be a strong incentive to better storekeeping.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited
Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.
GUARANTEES
ALL ITS TINNED MEATS

Corned Beef, Roast Beef,
Chicken, Tongue, Potted
Meats, etc.

YOU RUN NO RISK

SELLING AGENTS
Nicholson & Bain, Galloway & Parnell
WINNIPEG and CALGARY VANCOUVER

FLOUR AND CEREAL FOODS

Grain Market Quiet—An Average of 19 Bushels to the Acre Predicted for the West—Big New Flour Mill in Manitoba—Notes of News

The impression seems to prevail that the wheat yield of the Canadian west is going to put the pessimists to the flush. Anyway, the grain trade is waiting for results and western wheat is a cent lower than a week ago.

Campbell & McLean, Winnipeg, concluding an estimate of an average crop of 19 bushels to the acre, to replace their 20 bushel estimate of a month ago, say: "We call an average of 20 bushels per acre a bumper, and 18 bushels a good crop. Taking a term of years, there will be a 16-bushel crop oftener than there will be a nineteen-bushel crop of wheat. It is yet too early to make crop estimates. We want to know what the thrashing machines will say."

The flour trade situation is unchanged. Prices are maintained and little trade is passing.

MONTREAL MARKETS.

GRAIN — Grain remains unchanged since last week. No new features have developed. Trade is not very brisk in any line.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 41½
No. 3 white oats "	0 40½ 0 41
No. 4 white oats "	0 40
No. 3 yellow corn "	0 60
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—The flour market remains practically unchanged since last report. Prices have been steadily maintained. Business has been fair, but nothing above the average expected at this season. Millers report a few export inquiries, but not many.

Winter wheat patents	4 40 4 70
Straight rollers	4 00 4 20
Extra	4 10 4 40
Straight rollers, bags, 90 per cent.	1 75 2 00
Royal Household	4 70
Glenora	4 20
Manitoba spring wheat patents	4 70
" strong bakers	4 20
Buckwheat flour	2 00 2 10
Five Roses	4 70

ROLLED OATS—In the rolled oats market conditions have not changed since last week. Trade is not very brisk, demand being on the slack side.

Fine oatmeal, bags	2 20 2 40
Standard oatmeal, bags	2 40 2 50
Granulated " "	2 40 2 50
Rolled oats, 90-lb. bags	2 20 2 25
" 80-lb. bags	2 10
" bbls.	4 55 4 70
Choice boiling peas	1 00 1 10

FEED—Since last report there has been little change in the situation. Bran and shorts continue very scarce. Owing to the number of mills closed down, and the fact that the recent dry weather has had the effect of burning up the grass in pasture lands, demand has been larger than usual. Prices are steadily maintained.

Ontario bran	16 50 17 00
Ontario shorts	21 00 22 00
Manitoba shorts	21 00 22 00
" bran	17 50 18 00
Mouillie, milled	21 00 24 00
" straight grained	25 00 28 00
Feed flour	1 25

HAY—It is still very difficult to obtain hay in the country. As a matter of fact, some dealers state, it is impossible. Prices demanded are above an export basis anyway, so that trade could not profitably be carried on even were it possible to obtain farmers' holdings. Little change has occurred in the situation on the other side. Shipments arriving are fairly large according to advices received. Prices do not show any noticeable change.

No. 1	10 00
" 2	9 00
Clover mixed	6 00 6 50
Clover, pure	5 00 5 50

TORONTO MARKETS.

GRAIN — Crop reports have a tendency to make Manitoba wheat easier, our quotation being a cent lower than last week. At present business is quiet and prices nominal.

(F.o.b. Georgian Bay points.)

Manitoba wheat, Northern No. 1	0 80
" " " No. 2	0 77½
" " " No. 3, nominal	
Red, new " per bushel, 78 per cent. points	0 70 0 71½
White, new " " " "	0 70 0 71½
Mixed, new " " " "	0 70 0 71½
Spring, nominal " " "	
Goose, " " " "	
Barley, No. 1, " " "	
" No. 2, " " "	0 48 0 50
" No. 3x, " " "	0 45
" No. 3, " " "	0 42
Oats, white, old " " "	0 33
" new " " "	0 30
" mixed, old " " "	0 32
" " new " " "	0 29

FLOUR—There is no change in the price of flour, but the market is easier. The ordinary business is being done.

On track, Toronto.

Manitoba patents, No. 1, per bbl. in bags	4 40 4 50
" " No. 2, " "	4 10
Strong bakers " "	3 90
Ontario 90 p.c. patents, No. 1 " "	3 25 3 50
Straight roller " "	3 15 3 25

CEREALS—The ordinary business is being done. Prices are unchanged.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal 5 05
Rolled wheat in boxes, 100 lbs.	" 2 40
" " 50 lbs.	" 1 25
Rolled oats, standard, carlots, per bbl., in bags	" 4 50
" " " " in wood	" 4 75
" " " " for broken lots	" 4 80

BIG FLOUR MILL OPENED.

Interesting Ceremony at St. Boniface, Man.—Capacity 6,000,000 Bushels a Year.

On the afternoon of August 9 the new St. Boniface, Man., mill of the Western Canada Flour Mills Co. was opened with impressive ceremonies. A special train from Winnipeg brought a large number of the representative business men of the Manitoba capital and the occasion was honored by the attendance of Premier Roblin and a number of prominent railway men. After the mill had been inspected by the guests, luncheon was served and the speech-making commenced. Andrew Kelly, president of the company, presided, and on his right was Premier Roblin and on his left Capel Tilt, president of the Winnipeg Grain Exchange. Other guests were Senator Kirchoffer; G. J. Bury, gen. supt. C. P. R.; F. W. Peters, gen. traffic manager of the C.P.R.; D. D. Mann, vice-president C.N.R.; Geo. H. Shaw, general traffic manager C.N.R.; James Pye, of Minneapolis, representing Nordyke & Morman; John S. Maxwell, John Hamburg, Peter Payne, Manager Weatherstone, of Bank of Hamilton; all of Brandon; Alderman Latimer, representing City of Winnipeg; Mayor A. Gauvin, of St. Boniface; W. A. Campbell, assistant local manager Ogilvies, and Will A. Matheson, of Lake of the Woods Milling Co.

The Opening.

After a few words of introduction Mr. Kelly called on Hon. Mr. Roblin to set the mill in motion; and the Premier, after thanking the president for the honor which had been conferred upon him, spoke of the conditions which had warranted the erection of such a plant. The addition of it to the manufacturing and milling industry of Winnipeg (as the speaker considered Winnipeg and St. Boniface practically one), marked an epoch in the history of the west. The time occupied in the construction, which was exactly twelve months, was in keeping with the enterprise of the directors and with the spirit of the west. The speaker was glad to learn from the president that the magnificent plant through which he had just been shown, was one of the finest in the world and certainly one of the largest under the British flag. The capacity was 4,000 barrels for every twenty-four hours, which meant that at least 6,000,000 bushels of wheat would be consumed annually, at a cost of four and a half or five million dollars. When these figures were taken into serious consideration it could easily be seen what the opening of such a plant meant not only to Winnipeg but to the west. Mr. Roblin noted that the flour milling industry of the west was centreing about the confluence of the two rivers. He hoped soon to see a sample grain market in the city which would mean a great advantage to the grain grower. The City of Minneapolis was to-day the chief grain city of the continent and one of the things which conduced to this importance besides the great manufacturing which was carried on was the fact of it having a sample market. There the producer receives a more proper consideration for his grain than he could under any other conditions.

Success Guaranteed.

The success of the mill was guaranteed by the quality of the grain which it would handle, the quality of which was known the world over. In speaking of the power used the speaker paid a compliment to the courage and foresight of the men who brought the power into the city, and he would be glad to hear of men with similar courage who would undertake to bring some of the surplus water from the Winnipeg River to the city. In speaking of the crop in the west the Premier said he would go better than his former statements and say that he believed that there was to-day in the west more than 100,000,000 bushels of Spring wheat. He referred to the custom at exhibitions of decorating articles with the motto, "Made in Canada," and said he would like to see them go further and use the motto "Produced in Winnipeg," so that wherever citizens should go they might be proud of the product of their city.

At the conclusion of his speech Mr. Roblin touched an electric button behind him and the wheels throughout the mill revolved and the Western Canada flour mill was in operation.

Speeches were also made by Capel

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

Household Canada Flakes 25c.

The largest package of the best Cereal made in Canada.

Largest flakes, perfectly cooked to that crispy brown, so palatable, and distinctive of Canada Flakes.

The best seller with the grocer because it is the best value to the consumer.

Every wideawake grocer pushes "HOUSEHOLD."

A Beautiful China Plate, Cream Jug, etc., worth at least 10c., in every package.

Let your customers share in our plan of "Advertising to Consumer."

Stock "HOUSEHOLD" and note its sale. It will please your cash-box.

A DREAM and a DRUMMER

A short time ago a grocer had a dream in which he saw himself the possessor of considerable cash.

Next morning he related his dream to a "Mrs. Rorer's Saratoga Chip" man whom he found at the store waiting to see him.

The traveller spoke thus:

"I'm sorry your dream isn't true. I'm willing to help you make it true. We'll call the goal a chain and I'll put the first link in it—Profits from the sales of **MRS. RORER'S SARATOGA CHIPS** in your store."

The grocer consented and lived happy ever after.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.

HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont, Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Tilt, G. J. Bury, Senator Kirchoffer and Geo. H. Shaw.

The new mill is one of the largest in Canada. It has a capacity of 4,000 barrels of flour per day and can consume 6,000,000 bushels of wheat in a year. The most modern and up-to-date machinery has been installed and as the shipping facilities are unexcelled the new mill will be an important factor in the flour trade of Canada.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The McLEOD MILLING CO., Limited
Stratford, - Ontario.
Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

CEREAL NOTES.

The Farmers' Milling Elevator Co., Prince Albert, has been incorporated.

A $2,500,000 corporation has been formed in New Jersey to buy up all the macaroni factories in the States. The output is said to be 27,000,000 lbs. a day.

Gordon, Grant & Co., Trinidad, writing of the flour situation, says: "The last P. & B. steamer from Halifax again brought negligible supplies, and we fear that owing to Canadian brands having been so long out of the market some difficulty will be experienced in re-introducing them."

The Farmers' Elevator Co., Midale, Sask., has been incorporated.

The Peavy Elevator Co., of Minneapolis, one of the richest concerns in the Northwestern States is planning, it is said, to enter the Canadian business and erect several large elevators on the Hill lines.

GRANOSE BISCUITS
are made of Granose flakes pressed into oblong moulds. They are delicious and tasty cakes.
Our advertising has introduced them throughout Canada.
Have you them in stock?
The Battle Creek Health Food Company, Limited
Canadian Factory and Office, LONDON, ONT.

The Brantwood Flour Mills, Limited, have been incorporated under provincial charter. The share capital is $200,000 and the head office is at Brantford. The provisional directors are Jos. Ruddy, M. H. Robertson, F. M. Foster and Ed. Sweet.

Edward M. Taylor, grain commission merchant of St. Louis, Mo., was in Toronto recently on his way to Cobalt. Mr Taylor, is a son of the late Rev. R. J. C. Taylor, rector of St. John's church, Peterboro, Ont.

WEST INDIA TRADE.

Interesting Exhibit at Toronto Exhibition—C. S. Pickford in Charge.

C. S. Pickford, of the Pickford & Black Steamship Co., has arrived in Toronto to arrange and take charge of a very interesting exhibit of West Indian products at the Industrial Exhibition. This has come to be one of the features of the great fair and this year's display promises to be more interesting than ever. Mr. Pickford has offices in the Board of Trade building.

A visitor at the Fair will be Sir Daniel Morris, commissioner for the West India Islands of the Imperial Department of Agriculture with headquarters at Barbadoes.

Mr. Pickford, speaking of the relations between Canada and the West Indies, said trade was steadily increasing in all lines. Imports into Canada had increased wonderfully owing to the sugar trade. Canadian soap was largely on the increase as an article of consumption in the islands. Canadian flour was used largely in Demarara and Barbadoes and was sold almost entirely on order.

The P. & B. Co. now have in commission the SS. Olenda, probably the finest vessel in the West Indian trade. She has accommodation for 80 first-class passengers and was formerly in the East India service.

LOOKING FOR CANADIAN BUSINESS.

George Hadrill, secretary of the Montreal Board of Trade, has returned to Montreal from the Old Country on the Dominion, of the Dominion line. Mr. Hadrill made the voyage to England as one of the Canadian delegates to the Sixth Congress of the Chambers of Commerce of the Empire. While not making the trip solely for business, yet he took an active interest in the progress of the congress.

Mr. Hadrill said that the Canadian delegates had taken no small part in the congress and had made a splendid impression.

Everything on the other side, he said, pointed towards prosperity. Trade was active and growing larger year by year. Business connections with Canada were eagerly sought after, the more so as British business men became aware of the splendid future before the Dominion. Everything possible was done by British trade to make the stay of the delegates a most pleasant and satisfactory one.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

ROLLED OATS. You do not care to buy largely of cereals in summer.
We ship five sacks as cheerfully as a carload.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Quaker Sugar and Cream Corn

This is a line that every progressive grocer should get next to. It is packed from the finest Maine seed, with the ears all selected, with the cans well filled with corn and not with watery juice. We believe there is a future for an article of this class among the trade. There is corn and corn. No line of canned goods varies so much in quality as corn. Our Quaker Sugar and Cream Corn is not only a really high class article, something in which the goods are not only tip-top but a line that can always be depended upon for high and uniform quality. The reputation of the Quaker is behind these assertions. While the contents of a can are of more importance than the outside, it may not be amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

The Packers of Quaker Canned Goods

ORANGES

Another car of Fancy Late Valencias due this week.

LEMONS

Prices are advancing and we look for a much higher market.

McWILLIAM
Mc. AND E.
EVERIST

Canadian Basket Fruits are now arriving in large quantities.

Peaches Pears Plums
Apples Musk Melons Tomatoes

DELAWARE PEACHES

Car of Extra Fancy Stock due at the end of this week. These are just what the trade is looking for.

25-27 Church St. TORONTO, CANADA

RIPE TOMATOES

I have the largest plantation of ***Early Tomatoes*** in the favored Leamington District. Write for prices. I make a specialty of ***careful packing.*** All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,
Leamington, Ont.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Various Apple Crop Opinions—Lemons and Oranges Advance—Fruit and Greenstuff Trade Active—Vegetable Prices Lower—News and Notes.

The fruit trade's immediate interest is the peach crop and beyond that the apple crop is engaging attention. Reports indicate a pretty average crop of peaches, sufficient to insure moderate prices, but no bargain sales. Apples, too, promise an average crop.

In the Toronto fruit market the other day a leading commission merchant called the attention of a Niagara grower to a lot of battered peach baskets.

"That's what the express companies give us," the commission man remarked. "A whole shipment like that. Day after a holiday and short handed I suppose. But you have a fine lot of agents across the lake."

This careless handling of fruit by unskilled hands is a continual grievance with the fruit men. The grower said he had seen train men shovelling up spilled peaches with coal shovels.

Both the growers, transportation companies, and retailers have yet a lot to learn about the fruit business. Take as an illustration, raspberries. They can't be washed, yet retailers will let them stand out on the sidewalk to gather the dust and filth of the street. A week ago The Grocer told of a progressive growers' experience and how careful, honest grading and guaranteeing his output had paid him handsomely.

All lines of vegetables are moving very freely and prices are lower. The fish trade is still quiet.

MONTREAL MARKETS.

GREEN FRUITS—Perhaps the feature of the fruit market this week is the sharp advance which has occurred in lemons. Last week they were quoted at $5, while to-day $6.25 is the price asked. Lemons are very scarce and higher figures would not surprise the trade. New apples are offered at prices ranging from $1.50 to $2. Bananas are enjoying very good sale at figures quoted. Valencia oranges are up since last report, as are also peaches and plums. Advices to hand say that the crop of Spanish onions is not as large as was expected. Consequently prices have been their lowest. Future shipments have been booked on a higher basis.

Late Valencia oranges, per box		6 00
Dates, per lb		0 04½
Bananas	1 75	2 00
Cocoanuts, per bag of 100		3 40
Pineapples		5 00
Apples, bbl	1 50	2 00
New apples, baskets	0 25	0 40
Old lemons, per box		3 75
New lemons		6 25
Limes, per hundred		1 25
Peaches, per box		2 15
Plums, "		2 25
Canteloupes, per crate		5 00
Watermelons, each	0 30	0 35
Jamaica oranges, per bbl		7 00
Spanish Onions, cases		2 50
Blueberries, 22 quart boxes		2 25
Raspberries, per box		0 11
Gooseberries, per basket		0 75
Blackberries, pail		1 25
Lawton berries	0 10	0 12
Black currants, basket		1 00
Jamaica grape fruit, box		6 50

VEGETABLES—Trade in vegetables continues very good. All lines are in good request on the part of the public and as stocks are not limited it is easy to supply the demand. With increased arrivals prices are declining more and more. Corn is now obtainable for 7c., but the best quality commands 10c. New green peppers are arriving more freely and the price is lower. Celery is enjoying good sale at 25c. a dozen. Tomatoes are fluctuating more or less, the price asked being anywhere between 35c. and 50c. a box.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 35	0 75
" tomatoes, boxes	0 35	0 50
New turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz		0 25
New potatoes, per bbl	2 50	3 00
New beets per doz		0 50
New carrots, per doz	0 15	0 25
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Green peas, per bag	0 75	1 00
New corn per doz	0 07	0 1

FISH—For the season trade is very good. Demand is fair and orders going out are proportionately large. Fresh pickerel and pike are not now obtainable, but frozen stock in these lines is already to hand. Lake trout and whitefish are in fair supply. Fresh haddock and cod continue plentiful and prices are unchanged. Halibut is up one cent this week, as is also Gaspe salmon, while dore has declined. Grass pike is now quoted at 7c. Fresh B. C. salmon, it is said, will be scarce this season. Dealers are at present offering some very good chilled eastern salmon.

Fresh haddock, express, per lb	0 05
Fresh steak cod " "	0 06
" halibut " "	0 10
" grass pike " "	0 07
Lake trout " "	0 09
Whitefish " "	0 09
Weakfish " "	0 09
Dore, per lb. " "	0 09
Gaspe salmon "	0 15
Fresh B.C salmon "	0 13
Fresh mackerel "	0 10
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddies, 15-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
" salmon, per lb	0 20
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, " Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, large, per case	5 75
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" large green cod, per lb	0 04
" medium, " "	0 03
" small, " "	0 02½

In the Montreal district apples are said to be about half a crop.

TORONTO MARKETS.

GREEN FRUIT—Quite a marked advance has been made this week in oranges and lemons. Very little in late Valencias is offering this week at less than $5.50, and in lemons $6 to $6.50 are the ruling prices. The crops are less than anticipated while the continued hot weather has made the demand very strong. Some fine domestic peaches are on the market now, and while the prices are lower generally the range of quality is so large that it would be impossible to quote grades. As it is they run from 20c. to $1 per basket. Apples are coming in pretty freely, and larger in size, with easier prices. There are still a few red currants at 8½c. per box, and a small quantity of black currants at $1.10 to $1.25 per basket. Blueberries are stronger in price, with few coming in.

Oranges, late Valencias, 96's, 112's, 288's	5 50	6 25
Lemons, Messina, 300's, 360's, per box	4 00	5 25
Limes, per crate		1 25
Apples, new harvest, per basket	0 25	0 30
" Spies XXX, per bbl		
" " XX, per bbl		
" Baldwins, XXX, per bbl		
" " XX, per bbl		
" other Winter varieties, XXX, per bbl		
" " " XX, per bbl		
" farmers', per bbl		
Bananas, per bunch	1 75	2 25
Red bananas per bunch	2 20	2 50
Red currants		0 8½
Raspberries basket	0 09	0 10
Pineapples, Floridas, 24's to 30's	3 00	3 50
Plums, California, per crate	1 75	2 00
Apricots, " "	2 50	2 75
Peaches, " per box	0 25	0 50
Pears, eating, per box	2 50	3 00
Georgia peaches, 6 basket crates, per crate	2 25	2 50
Canadian peaches, per basket	0 25	0 50
" pears, per basket	0 30	0 40
Watermellons	0 30	0 40
Cantalopes, per basket	0 60	0 75
Blueberries, per basket	1 25	1 50
Black currants, per basket	1 10	1 25
Lawton berries, per box	0 07	0 09
Southern grapes, 6 bgsket crates		3 00
Egg plant fruit		0 40

VEGETABLES—Potatoes are short this week with the prices changing daily. Harvesting is on and farmers have not the time to bring them in. About the same prices as last week prevail. In all other lines the prices are on the downward move, with a good supply coming in. Some nice new silver skin pickling onions are in. They bring from $1 to $1.25 per basket. Green peas are in good demand, with not many coming in.

New potatoes, Ontario, per us	0 65	0 75
Onions, Egyptian, per sack 100-115 lbs		1 00
" green, per doz. bunches		0 12½
" Spanish, per large case		3 25
" silver skins, per basket	1 00	1 25
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 25	0 35
Green peas, per bush		0 40
Beets, new, per doz. bunches	0 15	0 20
Carrots, Canadian, per doz. bunches	0 15	0 20
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb		0 75
Beans, white, prime, bush		1 75
" hand-picked, bush		1 80
" Lima, per lb		0 07
Tomatoes, Canadian, per basket	0 25	0 30
Rhubarb, 1 doz. bndls	0 20	0 25
Watercress, per doz. bunches		0 25
Egg plant		0 40
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, new per doz	0 25	0 35
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 45
" Canadian " "		0 40
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 40	0 60
Green corn, per doz	0 07	0 10
Leeks, per doz		0 25

FISH—There are no price changes in fish. The ordinary Summer business is being done.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb		0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium, per lb		0 04

BLUEBERRIES

We are importing these in full carloads. The quality is **HARD AND DRY.** The most satisfactory small fruit on the market. Send for sample case containing 22 to 24 imperial quarts.

LEMONS

In times of scarcity, as well as plenty. We have them.

WHITE & CO., LIMITED
TORONTO and HAMILTON

"Spoil the Little Potatoes"

In the same way as "Juicy Weather" spoils little potatoes (by making them big), the exclusive handling of Tracuzzi's Brands of Lemons will "disfigure" your present Lemon profits wonderfully by the simple process of "Increase."

"ST. NICHOLAS" "HOMEGUARD" "KICKING" "PUCK"

W. B. STRINGER & CO., - Agents - Toronto

THE F. T. JAMES COMPANY, Limited

Wholesale Fruits

Wire, Phone, or Mail your Orders — **TORONTO** — *76 Colborne St, 33 Church St.*

We can handle your **POULTRY, ALIVE OR DRESSED,** to the very best advantage.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS
And all kinds of
FOREIGN AND DOMESTIC FRUITS
Send us your order

HUGH WALKER & SON

ESTABLISHED 1861 — GUELPH, ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.

Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20

BACK FROM THE EAST.

James Langskill, president, and W. H. Despard, manager, of White & Company, wholesale fruit and produce dealers, have returned from a trip down through part of the New England States. They made arrangements while there for next season's business, and report a successful trip with a satisfactory outcome. Mr. Despard reports the American crop of apples to be very large this year, which together with good crops in England and France will keep Canadian apples pretty well down in price. The German maximum tax of $1.64 per barrel on foreign apples will also be felt by Canadian shippers, as this practically excludes them from what has been a good market hitherto. Mr. Despard found the weather extremely hot at some eastern points, and was glad to get away from it. One hundred and two in the shade was the mark reached one day in Philadelphia.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES
We are now booking orders at opening prices. Please ask us for prices.
W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

MONTREAL FRUIT AUCTION.

Monday of this week at a fruit auction in Montreal a car of peaches sold at 30c. per basket; plums at 60c., and pears at 50c.

A VALUABLE FIND.

The Marine and Fisheries steamer Kestrel, on the Pacific coast service, in a recent trip to the northern British Columbia coast with Prof. Price and other members of the Fishery Commission aboard, discovered a bed of scallops, shellfish similar to oysters, but larger and probably more palatable. The scallops are located at the northern end of Queen Charlotte Sound, a short distance off Tow Hill. The scallops are probably of large commercial value. This kind of shellfish is worth more than oysters, and if the bed proves to be as extensive as it looks on first appearance, it is altogether likely that an important industry may be built up. The beds are fairly sheltered and within about a day and a half run for a steamer from Vancouver.

ANOTHER NEW POTATO.

Messrs. Sutton, of Reading, Eng., are said by scientific cultivation to have produced a new potato, blue of skin with yellow interior, and with quite an individual flavor. Epicures describe it as a combined flavor of turnips and asparagus. The plant will thrive anywhere, the wetter or more marshy the soil the better. It is claimed that its productive power is 50 to 100 per cent. over the ordinary kind.

NOTES.

Twenty tons of strawberries were shipped from Upper Sackville, N. B., this season.

A mammoth potato storage building, 1,500 feet long, and covering four acres of ground, is to be erected at Cape Jellison, a terminus of the Northern Maine Seaport R. R.

Sir Thomas Shaughnessy, president of the C.P.R., has given a handsome cup of silver, mined, smelted and refined in British Columbia, to be given as a prize for fruit at the Melvin, B.C., exhibition to be held September 19-21.

A representative of a wealthy fish importing house of England is now investigating the fish resources of the British Columbia coast and if favorably impressed the firm will erect a large refrigerating plant on the coast.

J. S. Larke, Canadian commercial agent in Australia, reports that the crop of potatoes in New Zealand is much below what was expected. As a consequence prices have gone up, and in Wellington are quoted at £12 per ton, so that in October there will be a demand at good rates for any surplus Canada can supply.

A lady in Victoria, B.C., has succeeded in cultivating South African gooseberries there. The Cape gooseberry in appearance has a distant resemblance to the tobacco plant. There are no thorns to prick those who would pluck the fruit which is of very uncommon appearance. It is enclosed in an outer husk, about the thickness of tissue paper, that hangs from the branch like a small Japanese lantern. Enclosed in the husk is the fruit itself about the size of a small cherry, but tinged with brown as the husk opens and the fruit ripens. It is delicious in flavor, much resembling the fruit after which it is named. The seeds are almost impalpable and, like the gooseberry, it is a case of one swallow—and finis. Unlike some varieties of the latter mentioned fruit the skin is soft and tender and can be eaten.

GROCERS——FRUIT DEALERS
In order to get your
THIMBLEBERRIES
in good time, I should have your orders immediately.
My crop is a choice one and you'll get the berries fresh from the field.
PEACHES, PEARS and APPLES
are now at hand. Let me know your needs.
NOTE:—The best Grocers and Fruit Dealers in Canada are my customers.
E. D. Smith's Fruit Farms, Winona, Ont.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE
Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

HOW THE FRUIT TRADE GROWS.

White & Co., Limited, are handling a large quantity of blueberries, bringing them in in full carloads. It goes to show the extent to which the fruit trade is growing in Toronto, when only two or three years ago a carload would be enough for the season.

A meeting of the creditors of W. H. Lillie, grocer, Guelph,, Ont., was held on August 15.

NOW is the time to place your order for new pack

"HALIFAX" BONELESS CODFISH

PUT UP IN THE FOLLOWING PACKAGES

"HALIFAX" Shredded Codfish, 2 doz to case.
"HALIFAX" Fish Cake, 2 doz. cartons to case.
"HALIEAX" Cod Steaks, 3 lb. wooden boxes, 1 doz. to crate.
"HALIFAX" Cod Steaks, 1 lb. " " 2 " "

Send for Complete Price List

THE ATLANTIC FISH COMPANIES, Limited
LUNENBURG, N.S., Can.
A. H. BRITTAIN & CO., Selling Agents—Ontario and Quebec, Montreal

FINNAN HADDIES

THE FAMOUS
"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited
Black's Harbour, N. B.

King Oscar Sardines

most delicious for
A DAINTY LUNCH

Follow up the poster advertising by a display.
Ask your wholesaler for an advertising card.

JOHN W. BICKLE & GREENING
(J. A. HENDERSON)
Canadian Selling Agents
HAMILTON, - - - CANADA

Southwell Success Shines Strongly

In the old country it's a rare thing to come across a person who doesn't eat

Southwell's Jams and Marmalades

The people know that Jams and Marmalades that are good enough for the King are good enough for them

Why shouldn't the people of Canada feel the same way about SOUTHWELL'S goods!

Why shouldn't EVERY grocer recommend them!

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

THERE IS MORE AND MORE

MOTT'S CHOCOLATE

SELLING EVERY YEAR

REASON:

"Diamond" and "Elite" Brands

are the acme of Chocolate-making and are to-day

Canada's Premier Chocolates

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

"I Want Shirriff's"

You have heard your customers say that.

"Find the cause in the bottle labelled 'Shirriff's.'"

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

BISCUITS AND CONFECTIONERY

Provide an Appetizer for Confectionery —More Facts About Conversation Lozenges—Old-time Adulterations —Interview with One of the First of Ontario Apprentices

Just as you can stimulate the appetite before meals in ways we wot of, so the live grocer can stimulate demand upon his confectionery department. But first get the department. If it's only a little one, a dandy silent salesman two or three feet wide, it will afford opportunity for a tempting display. A candy department like that would add to the appearance of a nice grocery just the finishing touch it needs, as well as being an aid to business. You know when you have a few friends in to dinner and after the dessert the wife brings in some delicious chocolates and nuts how it tops off the meal and adds lustre to the occasion. You're not very different from other people and the average palate will glow at sight of an array of delicious confectionery.

Try the appeal on the public by a display in the window occasionally.

SOME COCOA FACTS.

A little more than fifty years ago the cacao tree had never been seen in Africa. It was first cultivated on the Island of St. Thomas about 1850. The Islands of St. Thomas and Principe are now producing about 50,000,000 pounds of cacao a year, says the New York Sun, and they sell the crude product for about $6,000,000 to the manufacturers of chocolate and cocoa. A great new industry has arisen in Africa. The Portuguese are very proud of the brilliant history of their industry and call it the greatest material success yet attained in West Africa.

The explorer Chevalier, who has returned from the French colonies, where he studied economic conditions last year for his Government, says that not a white man owns or controls a single cacao grove on the Gold Coast. Every plantation, large or small, is owned by the natives; and although in 1885 not a tree was to be found on the Gold Coast, the African blacks there are now producing about 11,500,000 pounds of cacao a year, worth over $1,000,000. The part which Europeans have thus far taken in the industry has been wholly advisory and commercial. They share in the profits because they buy and ship the raw product.

Cacao is conferring a double blessing on the Gold Coast. It is bringing material well-being to the country, and it is encouraging the natives to work so that each may share in the benefits. The destiny of the cacao tree seems to be to exert an educational and a moral influence while adding to the prosperity of native Africans.

EARLY CONVERSATION LOZENGES.

Following up the article on conversation lozenges in last week's Canadian Grocer, a representative of The Grocer had an interview with Geo. Robertson, Toronto, probably the first man to serve his apprenticeship to the trade in Ontario. He's Scotch, all Scotch, and as he himself said, "I can't help that, and if I could I wouldn't." He came to this country with his parents when a lad. He is a mine of information about the early development of Toronto, but especially in regard to the growth of the manufacturing end of the confectionery trade.

He served his apprenticeship with Dodgson, Shield & Morton, and preserves a testimonial dated November 5, 1864, from the firm, then Dodgson & Shields, to the effect that he was an expert cake maker and confectioner and had been manager of their department six years and four months and they were very sorry to lose him.

Conversation lozenges, he told The Grocer, were not indigenous to Canada. They were European in their origin. The first candy of the kind was made as large medals bearing in relief the portrait of some celebrated personage of the time. On the first conversation lozenge the printing was embossed with boxwood dies which lettered half a dozen at a time and these were afterwards cut singly. Of course the mottoes were few in number and very short, consisting for the most part of such laconic intimations as "I love you" and "Just one kiss." The next improvement in printing was a number of electrotyped mottoes, 18 or 20 fastened to a block. A firm would have possibly six of these each having a different assortment of mottoes. The lozenges were still cut by hand and it was pretty tedious work. An expert man could cut 100 lbs. of ordinary peppermint lozenges a day and only 25 or 30 lbs. of conversation lozenges.

Then machinery came in, and now cutting and printing are done automatically.

An early form of the conversation lozenge was white with a colored back and the makers never thought of printing on anything but plain white. Then as competition became keener the making of two-layer lozenges became too expensive owing to the labor involved, and the practice was adopted of making the whole lozenge of one color and variegating them in that way, mixing them in the proportion of one-third colored to two-thirds white.

In the olden days, ever so long ago, when sugar was 10c. a pound wholesale, conversation lozenges were sometimes adulterated with flour and an even cheaper ingredient.

Terra Alba, or Irish clay, was sometimes used in the cheaper grades. Lozenge dough was originally made of sugar, gum arabic and flavoring. The gum arabic was used solely to give the sugar a footing. When glucose or corn sugar was discovered, it was found to be much cheaper than gum arabic. It was brought originally from France and Mr. Robertson was one of the first to import it into Canada for this purpose.

J. W. Campbell, general merchant, Melbourne, Ont., is moving his stock to Moose Jaw, Alta.

TEAR THE CORNER OF THIS PAGE OFF

as a reminder to send your "baby" order for

Packed in the tins with

Perfection Cream Sodas

is

SATISFACTION and PROFIT

THE **Mooney Biscuit & Candy Company,**
LIMITED.
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

WHEN AT THE EXHIBITION
DON'T FORGET

TO GIVE US A CALL AT THE

MELAGAMA BOOTH

Main Building

A CUP OF MELAGAMA TEA FREE
HOT OR ICED

Our Mr. Alex. Minto will be on hand with a full line of samples, and will be pleased to quote you on Melagama and bulk teas. Our prices will interest you.

Drop in at our Warehouse if you are down that way. Shall be pleased to have a talk with you.

MINTO BROS. F. J. WHITE Manager TEA IMPORTERS AND BLENDERS 55 Front E., TORONTO.

"EAGLE" CONDENSED MILK

(UNSWEETENED) EVAPORATED CREAM

Have you studied your

Condensed Milk trade?

TRY THE SALE OF

These are the two leading brands. They are made from **Pure** milk scientifically and hygienically perfect.

BORDEN'S BRANDS

WILLIAM H. DUNN, Montreal and Toronto

For sale by all jobbers

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

BUY——

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Knowing how to select the Right Spices has a lot to do with "Nicholson" Results.

We take nothing for granted. Spices to get a place in

NICHOLSON'S MINCE MEAT

have to be of "top-notch" quality.

You can get profit by selling such profit-makers as

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

SUGAR IN EGYPT.

Until the year 1881 there were no sugar refining factories in Egypt. The Daira Sanieh mills crushed the sugar cane and extracted the raw sugar, which was either consumed locally in that condition or exported and refined abroad. In 1881 a refining factory was erected at Hawamdieh by the Societe de la Raffinerie and eleven years later, in 1892, another company, called the Societe des Sucreries de la Haute-Egypte, built a second factory at Sheikh Fadl. These two companies amalgamated in 1897 under the title of the Societe Generale des Sucreries et de la Raffinerie d'Egypte. and shortly afterwards constructed the large refinery at Nag Hamadi. The company had by this time extended its system to crushing the cane as well as refining the raw sugar. In 1902 a financial syndicate was formed under the title of the Daira Sugar Corporation, which controlled all the sugar business of Egypt. In 1905 it was engulfed in the failure of MM. Henry Say et Cie. and was ruined. After long litigation reorganization is now in progress, but no one can tell how it will succeed. The opinion prevails that sugar will not be much raised nor manufactured in Egypt hereafter, but that the land will be cultivated for cotton. The natives will raise a little cane near their houses, but only for their own consumption.—Sugar Journal.

BARBADOES MOLASSES TO CANADA.

Jones & Swan, shipping agents, Barbadoes, W.I., under date of July 27, furnish the following statement of the shipments of molasses in barrels to Canada from 1901 to 1906 :

	Maritime Provinces.	Montreal.	Quebec.
1901	17,974	8,337	5,617
1902	8,808	11,881	4,388
1903	11,271	1,392	2,346
1904	10,891	5,216	4,983
1905	13,187	4,643	4,332
1906*.....	22,421	10,135	5,248

*Some further shipments yet to go forward.

A UNIQUE WESTERN PRODUCT.

Gold Standard Jelly Powder, a preparation to make delicious ice cream in ten minutes, is the latest addition to the already extensive list of pure food product manufactured by the Codville, Georgeson Co., of Winnipeg. The Grocer's representative had the pleasure of sampling the ice cream made from this product and certainly if the goods are up to sample the ice cream powder should create an immediate and extensive demand. It is put up in dainty cartons bearing the firm's gold standard brand, so well known to the western trade.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture.

Registered, U. S. Pat. Off.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

UPTON'S

Jams, Jellies and Orange Marmalade

are easy to sell.

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

Genuine Pratts Astral Lamp Oil
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

1845-1905

COX'S
INSTANT POWDERED GELATINE
An old friend in a new guise.
Saves time and trouble Recipes in every package
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

War Prices for Tobacco

Same old prices for cigars, same old quality for **Pharaoh** and **Pebble**, somebody must suffer. I'm the man.

After Sept. 1st there will be "others," because I will have to suspend all jobbers discounts on **Pebble** and can allow only 3 per cent cash. discount in place of 5 per cent.

I think about next January all ten cent cigars in the **Pharaoh** class will advance about $5.00 per M. They should. I have a large stock of Manicaragua Havana on hand, and don't intend to advance the price, but am not making any rash promises.

The phenomenal run on **Pebble** upset my calculations, used up too much tobacco, now working Manicaragua seconds—the torn and broken leaves—Quality superfine. Cost to manufacture over $3.50 per M. more, worth to-day nearly $7 per M. more.

I am bearing the lion's share because the **Pebble** trade mark is too valuable to "queer." Quality must be maintained, because two years hence tobacco prices should be right and I will then make profits. In the meantime I think it good business policy if I can break even.

Better accept my 500 assorted order now. Same guarantee as before.

With **Pharaoh** (10c.) and **Pebble** (5c.) you win the other fellows customers.

J. Bruce Payne, Limited, Granby, Que.

Rush Orders Often Come

Certain grocers have ways for testing the demand for certain articles, which are not by any means the most profitable ways for themselves.

For instance, a man of 40 comes into the store and says "I'll take a package of **T. & B.** 10c. size."

Mr. Grocer says, "I don't keep **T. & B.**, but if you like I will get it for you."

"Well, I'm on my way to the shop and, of course, have no 'waiting' time on hand," says Mr. Smoker.

In the afternoon another "pipe" caller practically goes over the same performance, but Mr. Grocer still thinks that by his system of "demand" testing the time isn't ripe for stocking up **T. & B.**

When by the end of the week the number of enquiries has totalled ten or more and the last one is from no other person than the man of 40 who gave the initial call. Mr. Grocer gets excited, throws his system aside, and wires for **T. & B.**

Half a mile from "telegram" grocer there resides Tony Suremove, who says nothing but sells tobacco. He never loses a **T. & B.** customer, never gets rattled. **Why, he adopts the simple system of ordering T. & B. regularly.**

Who does the moral point at ?

THE GEO. E. TUCKETT & SON CO., Limited

HAMILTON, CANADA.

TOBACCO AND CIGARS

A Judge Who Improved Through Smoking—Gather Information—Statistics of Tobacco Manufacture in the United States—Large Increases.

There was a High Court Ontario judge now deceased but of honored memory and still revered by judiciary and bar, of whom it is told that until he learned to smoke he was of a most irascible temper. He was a man of great dignity, proud and quick to anger, and it is small wonder that the gentlemen at the bar held him more in awe than in admiration. Well, one day his doctor advised him to smoke tobacco. He did and the doctor became a benefactor of the legal profession and probably eased the sentence of many a poor malefactor. Anyway, the judge became a most affable gentleman, though he is no way relaxed in dignity.

The man who sells tobacco should take an interest in his wares and be able to interest his customers. To do that he has to dig up a little information himself. He'll find it will return both pleasure and profit.

U. S. TOBACCO MANUFACTURE.

Tobacco manufacture in the United States last year exceeded all previous records. Only cigarettes failed to make a new high mark. The figures are :

Tobacco, lbs.	354,915,499
Cigars, No.	7,174,805,223
Small cigars	895,867,425
Small cigarettes	3,783,276,608
Large cigarettes	9,493,690
Total cigarettes	3,792,770,298
Snuff, lbs.	22,707,539

Tobacco, chewing and smoking, increased 6 per cent., cigars 5 per cent., cigarettes 12 per cent., snuff 7 per cent. The output of cigarettes, while 416,000,000 more than the previous year, was still behind the production of 1896-7. The total receipts of the U. S. Government from tobacco last year were $48,422,997. Since 1863, when the tobacco tax was first imposed, the Government has received $1,504,652,930.

TOBACCO LEAVES.

Jas. Henry has started a cigar factory in Peterboro, Ont.

One day in July seventeen cigar travelers were registered in Berlin.

Andrew Wilson, of Andrew Wilson & Co., Toronto, has returned from a trip abroad.

La Fabrique Moderne is the title of a new firm of cut tobacco manufacturers in Montreal.

The Tobacco Trade Exposition will be held in Madison Square Garden, New York, Sept. 3 to 15.

W. J. Stirton, of Stirton & Dyer, London, has returned from a Northwest trip and reports trade good.

Joe Meyer, representing the wholesale pipe firm of Kaufman Bros. & Bonde, of New York, was in Montreal visiting the trade recently.

There was a slight falling off in the year's output of the London factories as shown in the figures of the Inland Revenue Department.

C. Dillon, formerly in the Windsor Hotel cigar stand, Montreal, is now representing G. Milligan & Co., Toronto, in the Maritime Provinces.

Francis R. Rodriguez is the latest addition of the road staff of Geo. Kelly & Co., London. He will do the ground in Ontario east of Toronto.

The employes of the Tuckett Tobacco Co., Hamilton, Ont., picnicked at the Falls a week ago Saturday. About 500 went in a special T., H. & B. train.

Morris Davis, of the S. Davis & Sons Co., Montreal, has returned from a business trip to the Pacific coast. He says he never saw the west so prosperous before.

C. A. Clark, manager of Adolph Frankau & Co., Montreal, recently visited the trade in Toronto. Mr. Clark has recently returned from a seven weeks business trip to England.

Belgium consumes more tobacco per capita than any other nation, using annually for each inhabitant 6¼ lbs. of the weed. The United States comes second with 5½ lbs., and Canada fifth with 2¾ lbs. for each inhabitant.

W. J. Glenn, manager of the Aylmer Cigar Co., while walking by the gasoline engine, which was running full speed, slipped and fell against the flywheel, which threw him with great force against the partition, severely injuring him.

The second anniversary of the organization of the Dark Tobacco Growers' Protective Association, formed for the purpose of securing better prices for tobacco raised in the Dark district of Kentucky and Tennessee, will be observed at Guthrie, Ky., on September 22 with a monster barbecue. Preparations are now being made to entertain 25,000 people.

Michael Hirsch, of J. Hirsch, Sons & Co., Montreal, recently made an extended tour of the west. He was accompanied by Mrs. Hirsch and the firm's representative, J. B. Morris. All the important business centres from Port Arthur to Victoria were visited. Mr. and Mrs. Hirsch returned by the American route, taking in the principal cities from Seattle to Chicago, including Los Angeles and San Francisco.

The American Tobacco Company, the largest concern of its kind in the world, has found that its employes are paying thousands of dollars annually in industrial insurance. The company has decided to relieve its employes of their burden, and will pay one year's wages

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

to the beneficiaries of every employe who dies in the company's service. This will apply to all employes receiving under fifty dollars a week wages, and will incur no cost to the employes. This is the first time a scheme of this nature of such magnitude has been attempted in America.

SOME INTERESTING PIPES.

At the tobacco exposition in New York next month Wm. Denneth & Co. will have a notable display of pipes. The $5,000 meerschaum pipe awarded a gold medal at the Chicago World's Fair will occupy a prominent position. The carving upon this pipe represents the landing of Christopher Columbus on American shores. There are forty different figures in the group, each perfect in the minutest details, and comprising weeks of work of the patient carver.

Another remarkable pipe will be one carved from the largest solid piece of amber ever mined, representing the head of a Texas steer. This pipe is valued at $3,000.

There will also be a group of meerschaum pipes, the heads carved to represent every president of the United States from Washington to Roosevelt. Another feature will be an exhibit of crude amber and meerschaum.

BUSINESS MANAGEMENT

Article IV—By Howard R. Wellington

A RETAIL MERCHANT'S ACCOUNTS AND RECORDS.

Customers of retail stores nowadays usually require an itemized invoice or memorandum of the goods purchased in each transaction in addition to an itemized account monthly, thus differing from the wholesale and retail transactions, where an invoice is sent after the goods and then a statement giving dates of purchase and amounts only.

In order to oblige the customer of the retail store it is advisable to post to the ledger direct from the sales ticket the items in detail, which, in turn, are rendered monthly on statements.

The amounts paid on account and credit for returns may be posted in red ink to guard against the possibility of posting the debits in the credit column or the credits in the debit column.

In order that there may be no delay in sending out the statements on the first of each month, the statements may be commenced early in the month for the first of the next month and entered up as soon as the posting is done to the ledger, the ledger folio being placed at the top of the statement. If the ledger accounts are arranged alphabetically as much as possible, a few extra leaves being left open after each letter, the statements will run alphabetically and also according to account folio, making reference and additional posting much easier. If time permits, the balance on the statement may be compared with the corresponding balance in the ledger account, and any existing error detected at once.

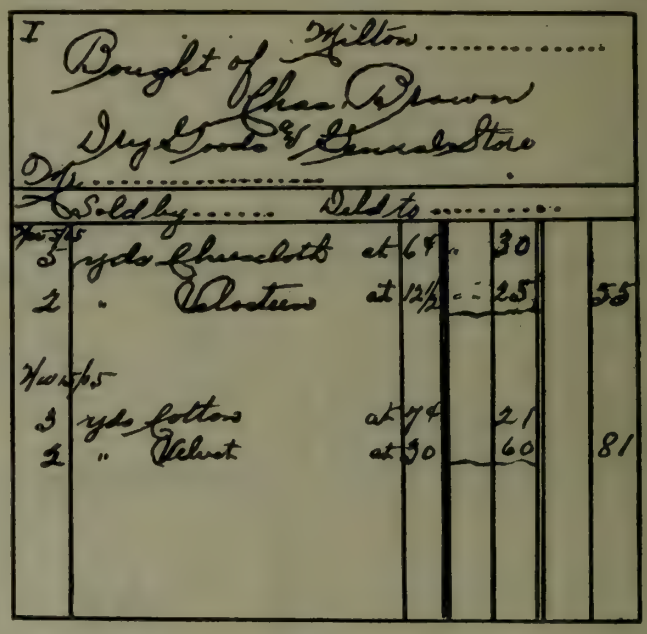
There is a tendency among retail merchants in their desire to sell goods, to overlook, to some extent at least, the necessity of recording their daily transactions in such a way that their accounts may be rendered promptly and collections helped thereby. In order to save re-writing the full details of each sale in the ledger and posting again to the monthly statement, the following plan might work out to advantage in a small business, although attaching the triplicate bills mentioned might prove a little cumbersome where a large number of sales were made to any one customer.

The salesman taking the order should use a duplicate cash, sale or charge book, giving the customer the original copy, or, if the goods are delivered by a driver, send the original to the customer with the goods. The total amount of the sale may then be posted direct from the sale book to the customer's account in the ledger and the totals of the sale for the day, week or month recapitulated from the same book, the grand total being posted to the credit of "Sales" account or "Merchandise" account, whichever account has been opened.

When rendering monthly statements to the customers, it should only be necessary to enter on statement the date and amount of purchase, as the customer has already the original bill of goods with which to check his statements.

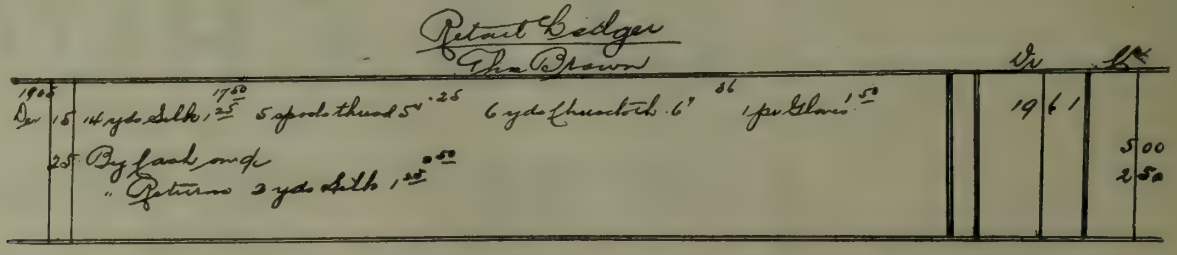
The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the original bill sent with the goods, an itemized account would be unnecessary. If, however, it was found that too many requests were being made for the complete statement of goods purchased during the month, a triplicate bill could be made by the salesman who originally took the order, and these bills would be filed alphabetically in the same order as the monthly statements until required at the end of each month.

Another method which was hinted at in a previous article is to use the duplicate cash sale and charge books, posting the charge sales direct to a statement-invoice form, which is inserted for this purpose opposite the ledger sheet in a loose leaf binder. This form is made in duplicate, the original being sent to the customer on the first of each month, the duplicate remaining in the ledger binder as a complete detailed record of each sale.



PITHY PARAGRAPHS.

Don't half-do things.
Delays are dangerous.
Great thoughts hallow any labor.



The key to success is not the night key.

The sun shines for all — who get up early.

The friend that does not help us higher is not worth having.

—Technical World.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

ACME CAN PICNIC.

Employes of the Montreal Factory Have a Pleasant Outing.

The first annual picnic of the employes of the Acme Can Works, Montreal, was held at Electric Park, Sault au Recollet, last Saturday afternoon. There were in attendance some three hundred employes and friends. Everyone enjoyed the outing, which lasted from 8.30 in the morning till 7 in the evening. The several committees did their work well and everything was run off in a most satisfactory manner. There were present several representatives of different manufacturing and business enterprises in Montreal.

President Jas. B. Campbell and Vice-President Wm. Pratt, of the Acme Can Works, were both in attendance and helped out the employes, having a good word for everybody.

Dancing occupied more or less time, while the sports supplied were quite interesting. The results follow :

Boys' race, 8 years and under — L. Tison, C. Orchard, D. Campbell, J. Orchard.

Girls' race, 8 years and under—Maggie Stewart, E. Page.

Boys' race, 15 years and under—Geo. Williams, E. St. Pierre, W. Deslauriers.

Girls' race, 15 years and under — M. Larrine, V. Pearson, Jeannette Galarneau.

Married ladies' race — Mrs. T. H. Pratt, Mrs. Wm. Davies, Mrs. Wm. Morton.

Young ladies' race—Miss M. Huckle, Miss E. Larinee, Miss E. Page.

Three-legged race—1st E. Larin and E. Cohn, 2nd A. Muncaster and J. Tarants.

Young men's race—R. Touzin, A. Gauthier, Chas. Kingdom.

Sack race—J. Tarants, C. Tison, A. Muncaster.

Running long jump—R. Touzin, A. Bernard, A. Cote.

Hop, step and jump race—T. H. Pratt, A. Cote, A. Bernard.

Throwing 32-lb. weight—J. Stevens, W. Jasmain, D. Dubeau.

Prize waltz—Miss Champagne and Geo. Chisholm, Mrs. E. Pratt and F. Thibault.

Committee race—E. F. Pratt, D. Dubeau, T. H. Pratt, J. Stevens, E. Larin.

Married men's race—E. F. Pratt, A. Rohland, J. Stevens.

Baseball match, Press Room vs. Factory—Winners, Press Room, score 22-19.

Football match, Press Room vs. Factory—Winners, Factory ; score 2-0.

TO BUILD UP MONTREAL.

Manufacturers and Business Men Will Lay Their Heads Together.

The executive committee of the Montreal branch of the Canadian Manufacturers' Association held their monthly meeting for August on Thursday last week. Hon. J. D. Rolland was nominated for first vice-president of the association. Nominations for that office will close September 3, the elections taking place in September in Winnipeg, where the convention will be held.

Seizure of employes' wages was a matter which came in for much dicussion. The present law is not sufficiently protective. A change was suggested by the executive whereby the court should have the power to summon the debtor, and after taking down his statement, decide how much he should have to pay each week or each month, and tax him accordingly. In this way those who contracted debts through sickness or other such causes would be, to a certain extent, relieved.

The matter of inducing manufacturing concerns and other business enterprises to settle in Montreal was brought up, and a special committee was appointed to take the matter up with the Montreal Business Men's League. At the present time the difficulty in obtaining a site has prevented many concerns settling in Montreal. It is hoped that some arrangements may be made by these two bodies which will help the city in this way.

Three vacancies in the Montreal executive were filled by the election of William Cauldwell, S. J. Joubert and J. H. Sherrard.

Twenty-seven representatives were elected to the central executive, as follows : D. J. Fraser, St. Johns ; J. H. Burland, J. C. Casavant, St. Hyacinthe ; Louis Simpson, Valleyfield ; John J. McGill, Fred Birks, Wm. Bradley, S. S. Boxer, C. W. Davis, James Redmond, Wm. McMaster, J. R. Kinghorn, E. W. Parker, Wm. Smaill, John M. H. Robertson, W. T. Whitehead, F. H. Wilson, Wm. Cauldwell, J. H. Sherrard, F. W. Fairman, P. Hamill, R. C. Williams, R. J. Younge, Jos. Horsfall, E. Tougas, Jas. Davidson, T. Esmond Peck, Montreal.

A NEW PICKLE JAR.

The Ozo Company, Montreal, have placed on the market a new style of patent pickle jar of stone. These jars, which run in size from 1 quart to 10 gallons, are provided with a new style self-sealing air-tight lid. The jars are lacquered and acid-proof. They bear the trade mark of the Ozo Co. in handsome design. The 2, 3, 5 and 10 gallon sizes are supplied to customers for their use and convenience and remain the property of the Ozo Co., who see that the contents are supplied fresh, or the jar returned and exchanged for others when empty. These jars since their introduction have met with splendid reception by the grocery trade, as they are a most desirable as well as hygienically necessary article for every grocer.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office Guelph. McLean's Block.
Branch Office, Acton. Town Hall.
Corporation. Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for he Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM. Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in
CANADIAN MACHINERY
MONTREAL TORONTO

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$ 1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

Incorporated 1833

FIRE AND MARINE.

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } BELLEVILLE, ONTARIO { J. Frith Jeffers, M.A., President.

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But there are those who will do this for you at a minimum cost, we do it

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an epitome of the world's best thought.

If an article with lots of body to it, appears in one of the leading magazines that article will also appear in **THE BUSY MAN'S MAGAZINE**. The same as regards choice bits of humor, vivid sketches of men and events and commentaries on things and conditions of more than passing interest. The contents are varied but all selections are **select.**

Any subscriber to The Canadian Grocer can get The Busy Man's Magazine for **one year** for $1.50.
Send in your subscription **now.**

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Toronto

CHEESE

"Quality First" has built up our home trade, has developed our immense export business in Canadian Cheese, the same quality will give you a reputation for handling the best. Besides, our prices are right. A post card will get them for white or colored, whole, flat or stiltons.

If you want anything in cheese, we have everything. Write to us. We import

Roquefort Gorgonzola Limburger

Stiltons Camembert

Oka Gruyere Edam

Pineapple Neufchatel

Last but not least, remember the surest satisfaction, the steadiest profit is made by handling.

NOTHING BETTER

MACLAREN IMPERIAL CHEESE CO., Limited

TORONTO

DETROIT, MICH — NEW YORK, N.Y. — BOSTON, MASS. — CHICAGO, ILL
PHILADELPHIA, PA. — SAN FRANCISCO, CAL. — WOODSTOCK, ONT. — LONDON, ENG.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 16, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 85
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2. 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, ½ doz. to case, per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 in per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 26c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 28c	

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 30c.	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 30c.	

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 28c.	
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins, 26c.	
6-lb. bxs. 12 bxs., in case, ½-lb. tins, 25c.	
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs., 25c.	

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	33
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme
Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, · Montreal

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per ear.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

WE WANT YOUR WINDOW

If you have a well dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

NO ARGUMENT IS NEEDED TO SELL

BRAID'S BEST COFFEE

A TRIAL POUND being placed with your customer, you can figure on that customer's Coffee Trade, which is something worth having when he uses a high-class article.

BRAID'S BEST is the mark of QUALITY

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon ....per cartoon	1

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate....per lb.	0 07
7 and 14-lb. wood pails....per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case....per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans....per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins....per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar....per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins....per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12.1b. boxes—	
½-lb. tins....per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars....per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins....per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars....per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz	$2 15
Worcestershire, Holbrook's, large, per doz	3 00

Less than case lots, 10c. and 15c. doz. extra.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors....per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

BUILDING

To erect a good firm edifice there must be good material and good workmen, expert men to plan and faithful men to execute.

In building up trade similar conditions must obtain if the business is to be permanent.

There are two plans to follow in the Coffee line. One is to try to build up with characterless, haphazard goods, which fails.

But to assure success, respect, confidence, and a hearty, healthy growth in your business, try the other, with the splendid material found in

WOOD'S COFFEES

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. drawlid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 3 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 38 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

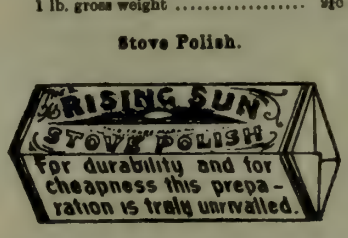
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$3 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

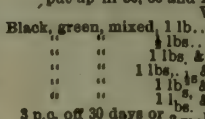
Blue Label, 1's	$0 12½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

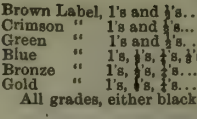
	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. & ½s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

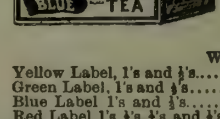
Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label. " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	



Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1 's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.		$0 35
" " 60 ½-lb.	}	0 35
" " 30 1-lb.		
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$....
"	II 40-lb. boxes	....
"	III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at		....
" AA " 40 "		....
Blue Jay, basket fired Japan, 70 lbs.		....
"Condor"	IV 80-lb. "	....
"	V 80-lb. "	....
"	XXXX 80-lb. boxes	....
"	XXXX 30-lb. "	....
"	XXX 80-lb. "	....
"	XXX 30-lb. "	....
"	XX 80-lb. "	....
"	XX 30-lb. "	....
"	LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 27½ ....

"Condor" Ceylon black tea in lead packets		
Green Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases	retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases	retail	at 0 40

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—	Empire, 4s, 6s and 12s.	$0 46
"	Amber, 8s. and 3s.	0 60
"	Ivy, 7s.	0 50
"	Rosebud, 1s.	0 51
Chewing—	Currency, 12s. and 6½s.	0 46
"	Old Fox, 12s.	0 48
"	Snowshoe, 6½s.	0 51
"	Pay Roll, 7½s.	0 56
"	Stag, 10 oz.	0 45
"	Bobs, 6s. and 12s.	0 45
"	" 10 oz. bars, 6½s.	0 45
"	Fair Play, 8s. and 13s	0 53
"	Club, 6s. and 12s.	0 46
"	Universal, 13s.	0 47
"	Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

DWIGHT'S
BAKING SODA

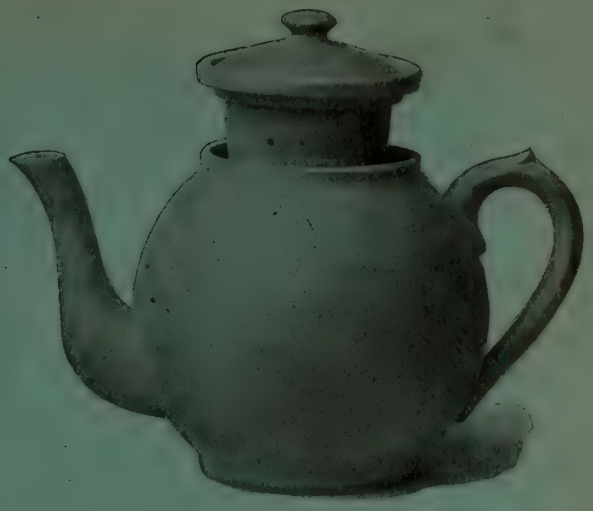
BAKING SODA

is the Best to Use—

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL



"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea-Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.!

275 pages; Cloth.

Price, postpaid, - $2.00

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10 Front Street East, - - Toronto

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JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
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1,000 "	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
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10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

SEND FOR SAMPLE

Our 4552 G. Assortment is one of the best lines in White & Gold Porcelain on the market. A package contains 25 dozen Teas, 32 dozen Plates in various sizes, 12 dozen Fruits, besides 10 dozen assorted Scollops, Flats, Bakers, Bowls, Jugs, Cover Dishes, Sauce Boats, Teapots and Sugars.

The Ware is beautifully light, almost like china, with a delicately embossed pattern, gold sprig and gold traced border decoration. The price is 62 dollars and 76 cents per crate.

You should certainly try a package it is bound to sell.

GOWANS, KENT & CO.
LIMITED
TORONTO

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

Maritime Board of Trade Number

THE CANADIAN GROCER

VOL. XX. NO. 34.

The City of Amherst where met the Maritime Board of Trade.

AUGUST 24, 1906

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Buy the Best

GREIG'S

WHITE SWAN

Flavoring Extracts

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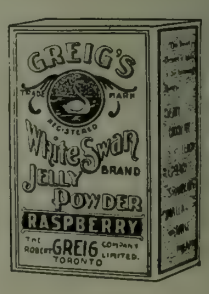
QUALITY—The Key Note Throughout

THE ROBERT GREIG CO., LIMITED

WHITE SWAN MILLS

TORONTO

The Standard of Canadian Excellence



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Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, AUGUST 24, 1906. NO. 34.

You may not have observed it but it is a fact that

Raised on it.

Robinson's Patent Barley

is being used by more families every year—Your customers go to the drug store for it—Don't lose this trade—It belongs to you and it pays a good profit—It's a ***FOOD*** and you should sell it.

WRITE US FOR PARTICULARS

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Every article in your store should be the best of its kind obtainable—

In the line of **STARCHES** your experience must lead to the conviction that

Benson's "Prepared" Corn (for cooking purposes)

and

Edwardsburg "Silver Gloss" Starch (for the laundry) are, year in year out, the safest brands to place before your customers—Then—Why use any others?

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

Redpath

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CANADA'S STANDARD

FOR

REFINED SUGAR

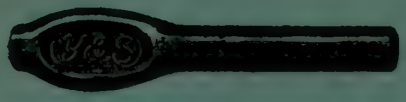
Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal



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SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

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Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

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EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts. Toronto.

Increase Their Faith!

"Price" is an argument for trade, but "quality" goes far ahead of it. *Quality holds* trade while price attracts for the moment only. Sell *standard goods* and you increase the faith your customers have in the service of your store. It pays to "increase their faith"

By Selling These Goods

Felix & Co. Italian Macaroni

Always the same delicate, tender Macaroni that makes for ***permanent*** trade. Most attractively labelled and packed. Macaroni that will "increase their faith."

"SHELL BRAND" Registered

"Shell" Soap

Made in Marseilles by Couret Freres only, contains 67% pure oil, over 10% more than ordinary brands—nothing equal for all household purposes.

Griffin & Skelley's Dried Fruits

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes. "Increase their faith" by selling them.

'Thistle" Brand Canned Fish

Canned Haddies, Kippered Herring and Herring and Tomato Sauce. Selected, cured and packed by Captain Austin of The Thistle Canning Co., Little River, N.S.

Absolutely clean, delicate, appetizing. Prepared right at the water side where they are caught bring into one line. The brand of highest quality only.

Arthur P. Tippet & Co.

8 Place Royale, Montreal
20½ Front St. E., Toronto.

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CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

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EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

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JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

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THE MOOSE JAW FRUIT & PRODUCE CO.
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Customs Brokers
and Warehousemen
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TEL. MAIN 778. BOND 28.

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Special attention to introducing New Lines to the Trade.

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1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

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Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
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and
Importers
29 Melinda St., Toronto

Green Apples
Wire us for prices by the Car.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR
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HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(*Continued on page 4.*)

"GOODWILL"

This is what we have won, and take a pride in winning. Consistent good value, and quality, and the absolute reliability of our goods at all times, has gained us this **GOODWILL.** Everyone of our customers is an advertisement for us, and we owe the steadily increasing demand for **BLUE RIBBON TEA** to their recommendations of the extraordinary quality of our goods.

WE WILL BE GLAD TO HAVE YOU CALL ANY TIME DURING EXHIBITION AND SEE HOW BLUE RIBBON IS PACKED. EASY TO FIND, FOLLOW THE ELECTRIC SIGN.

BLUE RIBBON TEA CO., Limited

12 Front St. East, TORONTO

A HEARTY INVITATION——

is extended to all our friends in the trade, to make OUR WAREHOUSE—YOUR HEAD QUARTERS while visiting the

Canadian National Exhibition

AUG. 27th to SEPT. 8th

We have some "snaps" that will make it worth your while coming, in fact you will be able to cover your expenses for the trip.

Free Telephone Service (out of town)

Our Stenographers and Mailing Department at your Service

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS TORONTO

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CALGARY STORAGE TO RENT
Second floor new modern warehouse
100 x 25
Track Privilege
THE McDONALD-DUNLOP CO., LTD.
BOX 363
CALGARY, ALBERTA

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

HALIFAX HOTEL
HALIFAX, N.S.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

CHINESE Starch
The greatest selling starch in the world—For sale by all Wholesale Grocers and Jobbers in the Dominion.
OCEAN MILLS, - MONTREAL

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with manufacturers wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.
Awarded 16 Medals.
SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

Established 1852.

GILLETT'S GOODS ARE THE BEST!

Magic Baking Powder. **Gillett's Mammoth Blue.**
Gillett's Perfumed Lye. **Imperial Baking Powder.**
Magic Baking Soda. **Gillett's Cream Tartar.**
Gillett's Washing Crystal. **Royal Yeast Cakes.**

E.W.GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE. MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER

Quality Always Wins. The sale of Gillett's Goods has more than doubled in two years and is increasing every month.

Order Direct From Us. If unable to get what you want from your Wholesale Grocer order from us direct, and shipment will be made promptly.

Visiting Grocers. Will be pleased to see you at our offices or at our booth in Manufacturers' Building at the Toronto Exhibition.

E. W. GILLETT COMPANY LIMITED

Chicago, Ill. **TORONTO, ONT.** London, Eng.

Awarded Highest Honors at all Expositions.

Merchants should recommend food products that are produced in clean factories.

From the "Elgin Sun," West Lorne, July 26th

A Visit to the Canning Factory

One of West Lorne's Leading Industries
A Busy Place at Present

After reading "The Jungle," by Sinclair, and other articles regarding the packing houses of Chicago, and other factories both in this country and the Old Land, the Sun scribe decided to visit the local canning factory and see how the choice brands of canned goods which we always use are put up.

We dropped in unawares without a pass and ran across Mr. Jas. A. Fuller, the manager, and informed him that we would very much like to see through the factory while it was in full operation, if it was not against the "by-laws and constitution." Another sign we noticed was "QUALITY AND CLEANLINESS OUR MOTTO," tacked up throughout the factory, and we must say THE MANAGEMENT LIVE UP TO THIS MOTTO. WE VISITED THE FACTORY ABOUT 4 P.M. AFTER IT HAD BEEN IN OPERATION ALL DAY AND ITS CONDITION AS TO CLEANLINESS WAS EXCELLENT. A plentiful supply of hot and cold water, wash basins, soap and towels for the employes was also noticed.

The new machinery installed has done away with two-thirds the hands formerly required in handling peas, and to a certain extent has done away with many hands formerly needed in packing other goods. The peas are pulled or cut and vines and all hauled to the factory where they are threshed and cleaned in one machine, after which the peas are weighed, the producer being paid by the pound for them, then he loads up his wagon with the vines and pods and hauls them home for his cattle and hogs.

The peas from the thresher run into boxes; these boxes are placed on an endless chain which takes them upstairs, where they are put through a suction cleaner. They are then run downstairs into a grader where they are further cleaned and divided into three grades or sizes by means of sieves. They are then placed on a table and hand-picked by girls, after which they are washed in cold water, then placed in a blanching tank of scalding water, after which they are put through a washer containing cold water, run into cans and these cans placed in a brine tank, then taken to the capping table where they are capped and the trays containing them are placed in the retort where the peas are thoroughly cooked.

After being taken from the retort they are placed in a cooling tank filled with cold water. This tank is sixty feet long with an endless chain which carries the trays containing the cans through the water out into the cooling room. The cooling room is an open place where the cans remain exposed to the air for a time, after which they are placed in cases and conveyed to the warehouse, where the cases are piled on their side and left several days before labelling, in order that any leaks may be discovered.

The company are also putting up large quantities of string beans this season, but at time of the scribe's visit on Friday were only working on peas.

It takes from twenty to thirty minutes for a producer to get a large load of peas threshed and the straw loaded on his wagon again.

Some idea may be conceived of the difference new machinery has made in the factory when it formerly handled in the neighborhood of two hundred acres of corn, whereas it will this season handle in the neighborhood of five hundred acres of corn with less hands than formerly required.

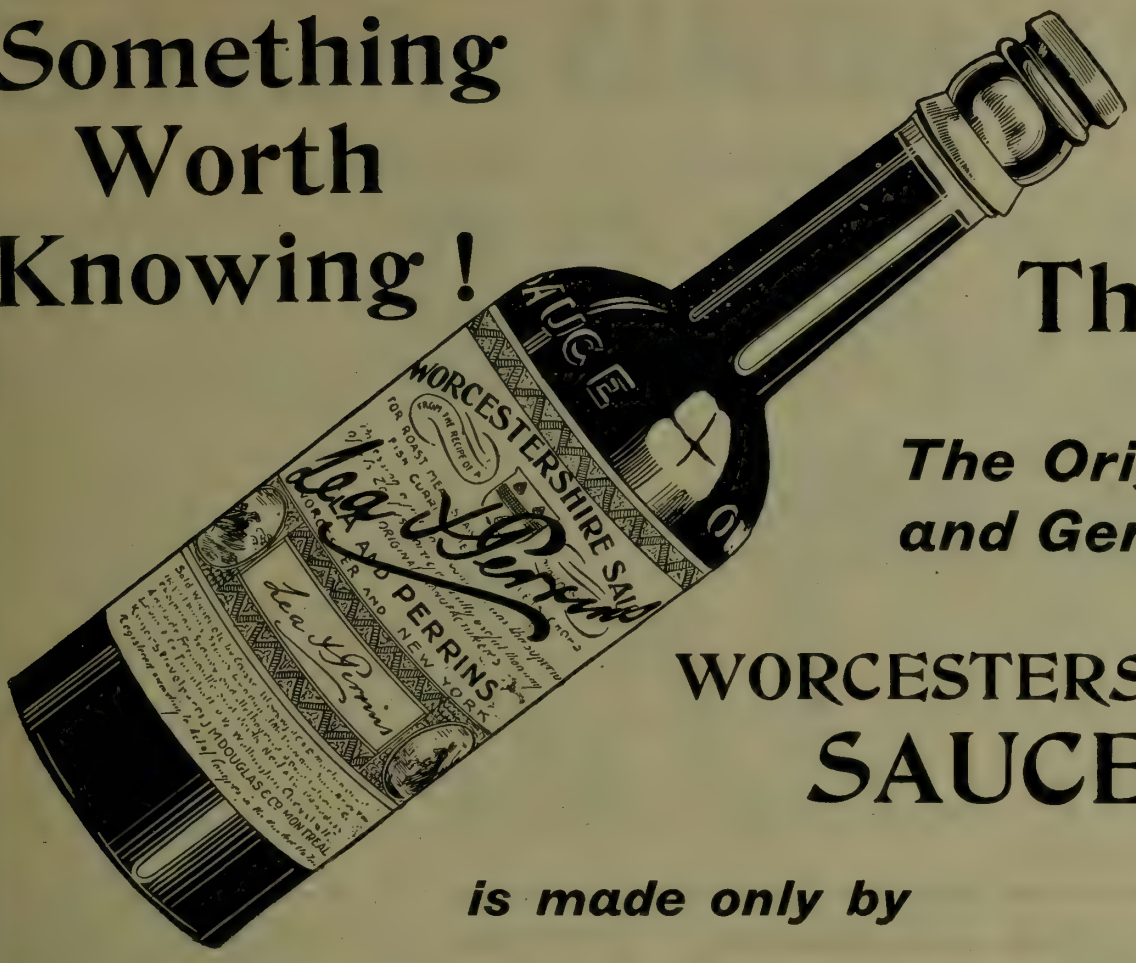
In ordering Canned Goods it will pay you to stick to the brands as follows:—
"CANADA FIRST," "AUTO," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "KENT," "LYNNVALLEY," "MAPLE LEAF," "LION," "GRAND RIVER," "WHITE ROSE, etc.

"QUALITY and **CLEANLINESS,"** our motto.

Yours respectfully,

CANADIAN CANNERS, Limited

Something Worth Knowing !



That

The Original and Genuine

WORCESTERSHIRE SAUCE

is made only by

LEA & PERRINS

WORCESTER

The Target for All Imitators

70 Years Reputation Behind It

J. M. DOUGLAS & CO., MONTREAL

(Established 1857), Canadian Agents

CANADA'S PRIDE

SEASON 1906

We have now fully equipped our factory with all latest machinery, making it modern and up-to-date and will pack a full line of FRUITS and VEGETABLES. We are situated in one of the best districts for producing a fine flavor, which was fully demonstrated by our pack of last year.

We would **specially** call your attention to our system of naming the different grades of peas, as on the label of each can is shown the exact size of the contents; the different grades being known as Nos. 1, 2, 3, which **assures** the consumers of getting exactly, what they are buying, instead of the great variety of names now employed, which no one understands. We respectfully ask that you give our goods a trial and allow the consumer to be the judge, ASSURING you we will pack, only, a HIGH-GRADE QUALITY, which will create a demand. Remember the brand "Canada's Pride," the best yet.

NAPANEE CANNING CO., Limited

W. A. CARSON, Manager

THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME. - - MONTREAL

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

THE GENUINE

HOLBROOK'S

WORCESTERSHIRE

SAUCE

has the largest sale in the world and is made and bottled in England only.

Did you ever test a drop of the Genuine Holbrook's Sauce? A small teaspoonful will go farther than half a bottle of cheap stuff.

Remember, goods well advertised are already more than half sold. Holbrook's Sauce is advertised more than any other brand.

Sold in 25c. and 35c. Bottles.

HOLBROOKS, Limited

28 Front St. E., Toronto.

Canadian Manager: H. GILBERT NOBBS

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

IF you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once.** It does not matter how small or how large your line is—give your account to **us** —and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Of course you can get along without selling Riverdale Brand Canned Goods, but what's the use of smothering T-R-A-D-E?

It would be presumptious for us to say, "You cannot get along without Riverdale Brand," though, nevertheless, it might be correct to say it. The conviction on which we work is this :

We have the newest plant.
We have the most suitable surroundings.
We have the most far-seeing directorate.

All of which means ***RIVERDALE BRAND Canned Goods*** take the palm. Grocers; this is your song : "Riverdale Brand and Big Trade.

The Lakeside Canning Company, Limited

Wellington, - Ontario

SUCCESSFUL GROCERS

everywhere sell

GILLETT'S CREAM TARTAR.

It is guaranteed Chemically Pure

GILLETT'S CREAM TARTAR IS STANDARD

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Whatever the function —indoors or outdoors—an indispensable is

STERLING

Brand

PICKLES

Observing grocers who study closely the trend of trade have noted this and always carry a well-assorted line.

—Buy from your Jobber
—or direct from the
—Manufacturers

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

And

The Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. **That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best

Profit satisfactory

Business increasing

You can't wish for more.

All jobbers.

PROFIT and ——

——shall it be loss or gain?

You may gain a profit
but lose a customer.

VALUE GIVEN WILL DECIDE IT.

Quality ensures satisfied customers.
Satisfaction holds patronage.
Your patrons advertise your business.

The best business policy is to sell only goods of first quality, backed by guarantee, and known to please.

Profit on the other kind may mean a loss

REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM

EVERYONE KNOWS THESE BRANDS

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Unassailable and Invincible

JAPAN TEAS

Draw light liquor with a flavor that's divine.

They show you a very good profit.

"For Gravies Perry's Sauce is good,
It adds a zest to all such food.

There's not a "meat dish" but what is improved by a dash of

Perry's Worcestershire Sauce

When My Lady Comes in with the Grocery Order

just ask her if she wouldn't like a bottle of PERRY'S WORCESTERSHIRE SAUCE.

SELLING AGENTS

Taylor & Pringle Co.,
Limited
OWEN SOUND, ONT.

Manufacturers of **Queen Quality Brand Pickles.**

We don't know EVERYTHING
but we DO KNOW that

Our Matches

are the most perfect, cleanest, best packed and safest that modern machinery and scientific work can produce—
We also KNOW
that you can make MORE MONEY selling our matches than any other kind. Write for prices, etc.

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC **Montreal** **OTTAWA**

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

68 McGILL ST., MONTREAL

We control the sale of

"CANADA'S PRIDE" CANNED GOODS

FOR MONTREAL

The Best in the Dominion.

ST. JOHN EXHIBITION.

Merchants visiting the St. John Exhibition are invited to inspect and test our celebrated **"PRINCE OF WALES" Coffee,** which will be demonstrated in the Main Building. The value of the coffee is recognized by judges as without equal. It will prove a good seller and profit maker for you.

Special attention paid to visiting merchants, and information furnished as to our Spices, Grocers' Sundries, etc.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Good Coffee
Good Trade
Good Profit

FOR THE MAN WHO SELLS

Chase & Sanborn's

HIGH-GRADE

COFFEES

Chase & Sanborn

The Importers, - MONTREAL

VALENCIA RAISINS (28-lb., 14-lb., or 7-lb. boxes)
SULTANA RAISINS (28-lb. boxes)
CURRANTS (In half-cases or barrels)

also Cleaned,
(In half-cases or 1-lb. Cartons)

For Import—
We represent Reliable Shippers only.

THOS. BELL, SONS & CO.,
MONTREAL

Fruit, a Short Crop This Year

Jams Will Be a Good Seller

It was difficult for us even to get fruit this year, but we are now finishing putting away a good big share of the best berries and fruits that came to Montreal this summer.

The enormous increase in population this year means that all these people will have to rely almost altogether on the grocers for their foodstuffs, and taking it into consideration that house-keepers have not been able to get fruits to do their own preserving the demand for a good line of Jams, Jellies, Marmalades, etc., wiil be ten times bigger than ever before. We think we have provided for this demand in the best way possible. We have secured from one of the best known English houses their head jam maker and placed him in charge of this department in our factory, and we know that, price for price, we can turn out better goods than any other makers in Canada.

As we were early advised of the shortage of berries, our men bought right and left. This gave us a good stock, but we would advise everyone to book their orders as soon as possible as prices are advancing fast.

We have a large assortment of packages in glass, running up to 7 lbs., 14 lbs., 30 lbs.; and barrels and pails for confectioners in any size.

Send us an order for Standard Brand Jam in 7-lb. pails (6 to crate), at 5½c. per lb., and we will send you something that will please you. We know by testing that it contains from 15 to 20 per cent. more fruit than any other make at the price, and as we bought sugar pretty cheap there is very little glucose in it, and absolutely no chemical preservative. The goods will show a good profit and prove fast and satisfactory sellers.

DO IT NOW.

THE OZO COMPANY, Limited, - MONTREAL

"Relief in Sight"

It is a matter of common remark among some grocers that serious inroads are constantly being made into their Tea selling possibilities by peddlers.

Did it ever occur to you that this condition of affairs can only last so long as you are prepared to allow it.

You have the indisputable remedy in your own hands—then why not apply it.

"SALADA" is your best friend and safeguard for the reason that it leaves you a good margin of "protected" profit.

It has an enormous sale and is of good repute.

It is never sold by peddlers or jobbers.

No firm, company or corporation in existence has ever succeeded in matching the quality and value.

Stock up and push sales with a vim and you will be surprised at the result.

Instruct your clerks and use your own personal endeavors to get every person that visits your store to try a packet ——1-lb., ½-lb., ¼-lb. or 2-oz.——any size to give it a trial.

Tell your customers that you are authorized by us to guarantee the greatest satisfaction or money will be refunded in full. No "buts" or "ifs" but in full.

Handle it with faith and sincerity and we will undertake to say that where you sold 10 lbs. in the past you will sell 100 lbs. in the future. We have many living examples of this doctrine all over the country, and you will never hear these men complaining of "Peddler" conditions.

They have applied the remedy and are reaping the benefit.

A postal enquiry and our experience will be at your service. Address, "SALADA," Toronto, Montreal

Quaker Sugar and Cream Corn

This is a line that every progressive grocer should get next to. It is packed from the finest Maine seed, with the ears all selected, with the cans well filled with corn and not with watery juice. We believe there is a future for an article of this class among the trade. There is corn and corn. No line of canned goods varies so much in quality as corn. Our Quaker Sugar and Cream Corn is not only a really high class article, something in which the Goods are not only tip-top but a line that can always be depended upon for high and uniform quality. The reputation of the Quaker is behind these assertions. While the contents of a can are of more importance than the outside, it may not be amiss to say that these goods are sent out in very handsome embossed wrappers, far superior to anything we have yet seen from our competitors.

The Packers of Quaker Canned Goods

IN BUSINESS TO STAY

That being the case, it is the best policy as well as common honesty to supply your customers with goods that satisfy, that give them confidence in you, that make them your friends as well as neighbors.

Let the man around the corner, who will be around some other corner six months hence, take his chances on inferior canned goods.

If you buy and sell

OLD HOMESTEAD BRAND CANNED GOODS

you will never disappoint one of your patrons. You will find your reputation for selling only the best growing steadily. You will find your general trade keeping pace with the increase in your canned goods department.

We make this claim because we know **Old Homestead Canned Goods** are as perfect as absolutely fresh fruits and vegetables can be made when processed by the most modern and approved manner.

DO NOT FORGET OUR HANDSOME LABELS.
THEY HELP A LOT WITH FIRST SALES.

The Old Homestead Canning Co.

PICTON, ONT.

CANNED GOODS

If you have not placed your orders for your season's supply, it will pay you to write us for our prices or see our travellers. We carry a large assortment of the best known brands of Tomatoes, Corn, Peas, and all vegetables and fruits. We also carry the best 1906 catch of Salmon, among others, our special :

Victoria Brand, Red Sockeye
Red Poppy Brand, Red Spring
Eagle Brand, Red Cohoes
Jacques Cartier Brand, Best Pink
Clover Leaf and ***Horse Shoe,*** in 1-lb. tall, 1-lb. flats and ½-lb. flats.

Our prices for these are to your advantage, and ***we guarantee*** "Full Delivery" in all kinds—***note this.***

Japan Teas

Japan Teas are much higher than a month ago, but as we bought our own special brands before the advance, we can guarantee best value in our ***"Victoria"*** and ***"Princess Louise"*** brands.

If you want lower grades of Japans we have still a few hundred half-chests which we bought at very low figures. Write for samples and prices of these—and get them now.

Laporte, Martin & Cie., Limited

Wholesale Grocers, Wine and Spirit Merchants

MONTREAL

$21.00
Size 8 x 12

STOCK CONTINUOUS LEDGERS

$23.75
Size 12 x 12

The above prices are for a complete outfit comprising,

1 Regular Crain Continuous Binder and Index
1 "K" Sectional Post Canvas Transfer Binder and Index
One Thousand Pages (500 leaves)

The Continuous Binder is the same in every particular as the high-class goods we have always manufactured

FIVE DIFFERENT LEDGER RULINGS TO CHOOSE FROM

on best ledger paper.
Before placing your order for a new ledger this fall write us for further particulars.

LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

TORONTO
18 Toronto Street.

MONTREAL
74 Alliance Bldg.

WINNIPEG
Sylvester-Willison Bldg.

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works
MONTREAL

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

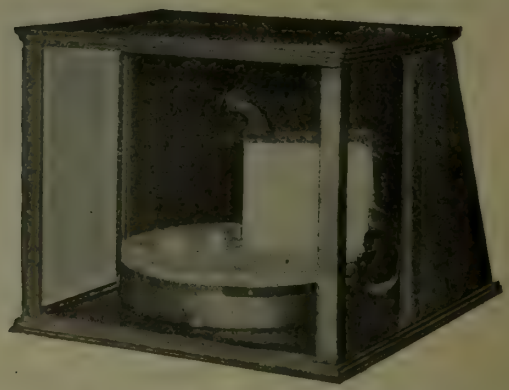
COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A Strong Combination in Cheese



THE STANDARD COMPUTING CHEESE CUTTER

The most accurate and complete Computing Cheese Cutter made, giving money values and weights at the same time.

THE STANDARD CHEESE CABINET

A Cabinet of the highest quality in every detail.

Write for folder and special price

The Walker Bin & Store Fixture Co., Limited

BERLIN, ONT.

Western Agents: E. H. BRIGGS CO., Limited, Winnipeg

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

Thats the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited

PRESTON, - - - ONTARIO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

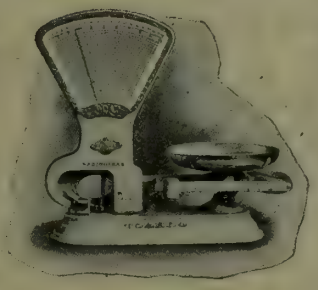
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

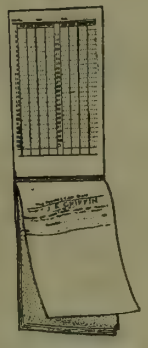
JOHN FORMAN, - 644 Craig Street

MONTREAL.

Things Will Run More Smoothly

in your store after you get our

SPECIAL DUPLICATING Counter Check Book

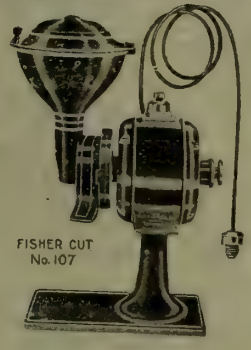


Manufactured by

The Carter-Crume Company, Limited

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

"Batger's"

Lemon Squash, & Lime Juice Cordial

When your customers come in and ask for a ***Good Summer Drink*** sell them ***Batger's*** Lemon Squash or Lime Juice Cordial——They give the satisfaction that brings repeat orders——***No Sugar Required,*** but just add water. Very ***handy*** and ***economical.*** Retail at popular prices and shows a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose and Laflamme

Montreal and Toronto

IMPERIAL MAPLE SYRUP

The standard from Ocean to Ocean

Quality Acknowledged
Superiority Admitted
Purity Guaranteed

Your money back if you do not like it.

ROSE & LAFLAMME, Agents,
Montreal

Fancy
SEEDED RAISINS
For Prompt Shipment

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

IF THEY ARE NOT CANNED FRESH
THEY WILL NOT TASTE FRESH

Will corn, peas, etc., become fresh in the preserved state? Not likely! If they were not cooked when the flavor was at its best they will not be a perfect product—will lack certain palatable qualities.

"All the 'after' skill in the world cannot correct a 'before' fault." **Packing fruit and vegetables that have "stood" is an irremediable fault.**

The needless delay between the "ready-to-preserve" stage and the "preserving" stage in the average canning factory was the cause of the formation of The Farmers' Canning Co., whose methods summarized are :

"PACK THE DAY PICKED."

Compare **"Farmer Brand"** with the "others" and note **the difference** in favor of **"Farmer Brand."**

The FARMERS' CANNING COMPANY, Limited
BLOOMFIELD, ONT.

Canned String Beans

NEW STOCK **PRICE RIGHT**

Thomas Kinnear & Co.

WHOLESALE GROCERS

TORONTO AND PETERBORO

Tartan BRAND

SIGN OF PURITY

JUST ARRIVED

TARTAN Whole Strawberry Beets, 3s, $1.10

A car of Fancy Oiled Java Rice

Purnell, Webb & Co.'s English Malt Vinegar in bulk.

We also keep the Imperial Vinegar Works' full line of goods. If you do not handle these, try a sample order and you will never be without it.

When in a hurry for goods phone our long distance No. 596

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

JAM AND PICKLE SEASON

Be well prepared with full lines

Fruit Jars, 10c. tins bottling Wax

Jar Rubbers, 1-lb. cakes Paraffine Wax

Full lines of

Pickling Spices for Pickles and Catsup

LUCAS, STEELE & BRISTOL
Wholesale Grocers,

HAMILTON, - ONT.

Show Cards

Have you ever realized the valuable advertising space you have in your show window—that you can talk to thousands of passers-by by attractive show cards and price tickets?

We invite your inspection of the finest line ever made n Canada. Suitable for any business.

Our 72-page Catalogue, giving illustrations, is free to all interested.

The Martel-Stewart Co., Limited
Montreal, Canada

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SIFTED JUNE
SWEET WRINKLE and GOLD LABEL
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

Resuming Trips

On Monday, August the 20th, our Ontario travellers will be again on the ground looking for business.

They will have special bargains and inducements to offer.

It will be impossible for them to be everywhere at once, so, if you are in need of goods and our man has not advised his call, wire at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

LIMITED

PHONES 422—1265—1816

WHOLESALE GROCERS

"The Brand of Quality"

TRADE MARK REGD

THE ESSEX CANNING & PRESERVING CO LIMITED

Grocers who want the best to be had in Canned Vegetables and Fruits will find the **"ESSEX"** brand nearer perfection than anything thus far introduced. Essex County is one of the most favored agricultural sections, and with new and improved facilities at our disposal, we are able to retain all the fresh garden flavor in packing. Nothing in any sense inferior is allowed to go out under our brand.

The Essex Canning & Preserving Co., Ltd.

Head Office : 8 Wellington St. E., Toronto, Canada

FACTORY AT ESSEX, ONT.

PRESERVATIVES AND PURE FOOD

Letter to The Canadian Grocer by New York food expert—Ptomaine Poisoning—Consumers Must be Particular—Some Suggestions for Healthful Living.

H. H. Langdon, food expert, New York, writes to The Canadian Grocer as follows :

I perused an article in your esteemed issue of August 3 headed "An Analysis of Meats." It is pleasing, I assure you, to learn that out of 322 samples of canned meats only four showed signs of decomposition, and that boric acid was the only preservative of which traces were found, and that it did not exceed the quantity fixed by the English Parliamentary Committee. The pure food wave that is passing over the country will certainly do a vast amount of good. The adulteration of food is practiced to such a large extent that it is absolutely necessary to place some curb on manufacturers who are flooding the market with cheap, adulterated foods.

Labels Should be Studied.

The new law (United States) will compel true labels on all articles of preserved food. If the public, however, do not pay heed to the labels, of what value will they be ? The public must be taught that there is no economy in cheap foods which have been adulterated with some inferior substance that would lessen the food value.

The preservation of food, however, should not be considered adulteration as the preservative is used to prevent the article from deteriorating. It is not the ordinarily preserved food that injures the consumer, it is food that has not been preserved that is in condition for the propogation of toxic germs which are a great menace to life. Those who advocate dispensing with mild preservatives do not realize the danger which lurks in food that is not preserved.

Ptomaine Poisoning.

Many varieties of micro-organisms produce poisonous ptomaines. After they are once produced they are not easily destroyed. The putrifactive organisms which produce ptomaine poison in such articles as canned meats, fish, fresh pork, head cheese and other animal matter, both raw and cooked, are very dangerous to human life. A peculiar feature of ptomaine poison is that it cannot be detected by sight, taste or smell. The cause of ptomaine poison can be traced to the lack of facilities for preventing the development of toxic germs. Meats, fish or fowl that are sprinkled with borax or boric acid are kept in a clean, healthful condition which prevents the formation and propogation of toxic germs.

The Senate, recognizing the value of mild preservatives, accepted an amendment which will allow borax or boric acid on any article of food from which it can be removed by maceration in water prior to consumption. Preservatives of a penetrating nature could not be removed in this manner.

It is an erroneous supposition to think that preservatives could be used to convert a tainted piece of meat into a sweet, edible condition.

Laws should be enacted and enforced so as to protect the unwary consumer. Our new pure food law will not be of much value to the masses until the various state laws are amended so as to conform with the national law.

Hints for All Mankind.

The spices and condiments that are used have comparatively no food value and they are partaken of to momentarily satisfy the palate (which has been educated to crave such articles), to the detriment of the digestive organs.

The question of eating is a very serious one. It is not so much, however, what we eat as it is how we eat. Food must be assimilated to be beneficial ; our rations should be balanced ; our diet should be varied. Thorough mastication is absolutely necessary to prepare food for the stomach. When persons bolt their food and wash it down with liquids they are candidates for the dyspeptic brigade.

We can live without food for thirty days or more, we can live without water for about seven days, we cannot live without air, however, for five minutes. Consequently, as much or more attention should be paid to our water and air supplies as there is to our food. There should be vigilant inspections of school rooms, factories, public buildings, etc., to insure perfect ventilation.

We spend about one-third of our lives in bed. We must breathe regularly, however, during our sojourn in slumberland, and if we breathe pure air all night, we will certainly arise in the morning greatly refreshed.

We have power within ourselves to be moderate in all things and if we exercise this power, we will enjoy life as the Creator intended we should.

FISH TRADE DEVELOPMENT.

What the Atlantic Fish Co. are Doing —Fast Increasing Trade.

The Grocer has for years past endeavored to bring the importance of our Atlantic fisheries prominently before the trade of Central and Western Canada and has published many interesting and valuable facts bearing on this industry. When it is considered that the annual business totals something like $29,000,000 it will be realized how important a factor this is in the trade returns of the Dominion. To adequately realize the work and financial outlay necessary to the marketing of this enormous business an actual trip over the fishing grounds and the various drying and curing establishment is necessary, and a close study of the situation all-important. Several such trips have in the past been undertaken by representatives of The Grocer and the results published.

During the past week the Montreal representative of The Grocer had an interview with two of the most prominent gentlemen engaged in the Atlantic fisheries, Wm. Duff, managing director of the Atlantic Fish Co., Lunenburg, N.S., and E. C. Whitman, of Canso, N.S. Both of these gentlemen are men whose life study has been the fisheries of the Atlantic, and since the amalgamation of their respective businesses and the purchasing of other large fish concerns they have launched out upon a campaign of drawing the attention of the trade and the consuming public of Central and Western Canada to the merits of eastern fish. That they will succeed, the plans adopted by them in their campaign will undoubtedly demonstrate, as nothing has been left unthought of that will conduce to this result.

Mr. Whitman, in speaking to The Grocer and referring to the curing and packing plant of the Whitman Fish Co., Canso, said :

"Our plant at Canso is now the most perfect and complete that modern methods can demand, and with our newly erected large refrigerating house we are in a position to prepare our products in a manner that must appeal to all lovers of fish. We prepare, among others, kippered herring of the Aberdeen Awa' and Atlantic brands, fresh mackerel, deep sea lobsters, and in the frozen fish line, haddock, halibut, mackerel, salmon and herring. The Canso salt herring, formerly commanding a large sale, will be placed upon the market in such perfect condition that we anticipate a prompt revival of the trade, and I feel sure that the package we are placing upon the market will command the admiration of the consumer and the support of the trade."

In speaking of the Labrador herring trade Mr. Duff stated that his company had purchased large fishing rights at Bay of Islands, on the Labrador coast, and erected there one of the best fishing plants on the Atlantic coast. Mr. Duff said :

"We have fitted up wharves and buildings on a scale to handle a very large quantity of herring. To insure proper handling and regularity in fish we have built large air-tight vats with a storage capacity of from 2,500 to 5,000 barrels. We are guaranteeing regularity and quality of all our pack and this we can do on account of having overcome the one great fault of former years and shippers, the great trouble of rusty fish. This question of rusty fish, as all dealers know, has been a serious one for many years, and was the cause of declining trade. Our 'pickle-tight' barrel, if I may so describe it, is an air-tight package bound with galvanized iron hoops and will insure fish arriving at destination in perfect condition. I have just returned from the United States markets and am pleased to state that our prospects for business are exceptionally good, but (and this was said with a patriotic vigor) we will look after our Canadian trade first and that is why Mr. Whitman and myself are visiting the Montreal and Toronto and western trade and supplying the trade here. Our success in calling upon the local trade with our representative, A. H. Brittain, has shown us that the business is here and our success has been most satisfactory. The impression prevailing last season that herring were scarce is an erroneous one ; the fact is that the greater portion of Labrador herring was shipped to the United States at very much higher prices. With the improved conditions prevailing and our facilities for securing, storing, handling and shipping fish, I anticipate a very large Canadian trade this year. Besides our herring trade, greater efforts than before will be made to insure a good and excellent supply of our Halifax and Acadia brands of boneless codfish, and Duff's boneless herring in packages."

Messrs. Duff and Whitman left for Toronto, where a branch office similar to the Montreal branch will be opened. H. G. Connor, who has been for some time with the Atlantic Fish Co., is being sent to Winnipeg to open up a western branch.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—
Sugar—Advanced 10c.
Fish—Revised.

Montreal, August 22, 1906.

An advance of ten cents all along the line in sugar is the feature of the grocery market this week. It may safely be said that the advance came as a surprise to most in the trade. While a few weeks ago an advance was momentarily expected, it did not materialize and the trade concluded that it was not likely to take place. Under the advance the market is very strong. Canned goods are interesting at present. There are the usual rumors and prophesies regarding the new crops and prices.

Tomatoes are being eagerly discussed, as are also the high prices on salmon. Tea presents no new features this week. Japans continue very scarce. In foreign dried fruits the most interesting line is seeded raisins. The block of cars on the Pacific Coast is causing much trouble to packers. First shipment of figs from Smyrna to Canada will reach here the beginning of October. In coffee there is still heard more or less discussion on the new scheme of the Brazilian Government, but the market is unchanged. Spices are quiet.

Collections have been very good during the week.

CANNED GOODS—At the present moment the canned goods market possesses considerable of interest to the grocer. The many rumors afloat as to probabilities for tomatoes for the coming season; the price of salmon, as well as new prices for corn and other lines, all command more or less attention. A large Montreal jobber this week showed The Grocer a letter just received from the centre of the tomato-growing district in Ontario. The writer stated, among other things, that while two weeks ago 100 per cent. tomatoes were in sight, this week only 50 per cent. were to be seen. He attributed the cause to the continued warm weather. Temperature in that district had been for the past two weeks from 80 to 90 degrees in the shade, and as a result the tomatoes were all ripening at once, while, for lack of rains, they were not growing. This, however, is but one view of the situation in one district, and it is not necessary to consider this as being representative of the tomato-growing districts generally. It is hardly likely, however, that the yield this season will be more than medium to good—time only will tell. High prices in salmon are not viewed with favor, naturally, and it is thought that the new prices will have a depressing effect on trade throughout the country. Stocks being limited to a great extent, however, it is hardly likely that there will be any trouble in disposing of all obtainable. Peas have not been going very well under the new prices, demand being small. New prices on other lines are anxiously waited for by the trade.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	1 52½	1 50
2's, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Since last report an advance of ten cents has taken place in sugar. By most in the trade it was quite unexpected and few were covered. Owing to the very strong market in other centres, one in particular, it was thought some few weeks ago that the Montreal market would shortly advance, but contrary to expectations it remained steady, although the trade continued to look for a rise up to a couple of weeks ago, when most came to the conclusion that the local market was destined to remain unchanged so far as prices were concerned for the time being. Consequently few were prepared for the higher prices. Trade is still very good.

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

SYRUP AND MOLASSES—Molasses continues very quiet. Retailers are supplied for the Summer months, and having very little inquiry from their customers do not find it necessary to ask for further supplies from their jobber. Syrups are dull.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02¾
" ½-bbls.	....	0 02¾
" ¼-bbls.	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

TEA—Since last week there has been little change in the tea situation. Japans continue very strong. Prices are high and teas cannot be obtained. A Montreal tea house reports having cabled for a lot at ruling market price and being refused, the answer being to the effect that there were no teas obtainable. The present state of the Japan tea market is just what was expected three or four weeks ago and earlier, as was stated in The Grocer. Teas are so scarce as to be almost impossible to obtain and prices are high. Low grade Indian and Ceylon teas are

cheap, but these seem to be the only lines obtainable under big money. The primary markets do not present any particular features. Reports received from Ceylon contain no news of particular interest.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 [illegible]
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—There is more or less talk in coffee circles concerning the valorization plans of the Brazillian Government, otherwise there is little that is interesting in the coffee market at present. It is not thought that this new scheme will very materially affect prices locally. Business is fairly good.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10¼	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS — Probably the most interesting feature of the market is the seeded raisin situation as it stands at present. Both Valencia and seeded raisins are scarce; the market is bare and will be until the new fruits arrive. When this will be it is difficult to determine. As a result of the San Francisco earthquake there is a railroad block on the coast which will delay deliveries of California fruits considerably. It is estimated that no less than eight thousand cars are tied up along the railroad. These cars cannot be unloaded because there is no place to store the raisins. Because of the same railroad block there is a scarcity of boxes, according to packers, which is another difficulty. The Malaga crop is two weeks later this [illegible] and deliveries will be delayed somewhat in consequence. Advices have been received stating that the first shipment of new crop figs to Canada will be made from Smyrna September 8, due here about October 5.

Valencia Raisins—		
Fine off-stalk, per lb		0 05
Selected, per lb		0 05½
Layers, "		0 05½
Dates—		
Dates, Hallowees, per lb	0 04	0 04½
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters, ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " " 90-100s		0 06
" " " 100-120s		0 05

Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned		0 06½
" " in 1-lb. cartons		0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—Spices during the week have been rather quieter than usual. Demand has been brisk in no line. In the primary markets there has been very little doing.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

MAPLE PRODUCTS — Preparations are being made for Fall trade, otherwise there is little activity in this line at present.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08	0 08½

EVAPORATED APPLES—There has been no change in the situation since last week. Quotations continue nominal at 15½c. to 16c.

BEANS—In beans there is little that is new this week. Conditions remain practically as they were at the time of last report. Dealers report very slight business.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 23, 1906.

BUTTER — Ma ket steady Dealers asking 22½c. to 23c. for finest.

CHEESE—No Change in situation.

EGGS—Firmer tone in market prevails. For Selects 21c. and occasionally 22c. is asked.

PROVISIONS—Demand for smoked meats continues good. Hog market easier; prices declining. Dressed hogs lower in consequence. Now quoting $10.00 to $10.25, per 100 lbs.

HONEY — Honey is unchanged since last report. Business is on the quiet side.

White clover comb honey	0 14½	0 15
White clover, extracted tins		0 08
Buckwheat		0 07

RICE AND TAPIOCA—Rice is unchanged, while there is practically nothing new in the tapioca market. A few inquiries are reported since it has become known that a few jobbers have small lots arriving shortly.

B rice, in 10 bag lots		3 15
B rice, less than 10 bags		3 25
C rice, in 10 bag lots		3 15
C rice, in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07½	0 03

ONTARIO MARKETS.

FLUCTUATIONS—

Sugar up 10c.
Canned peaches and apples very scarce.
Butter 1c. higher.
Eggs lower.
Hides off ¼c. to 1c.

Toronto, August 23, 1906.

Hope deferred took the trade by surprise in the matter of the sugar advance on Saturday. It had been so long delayed that the feeling prevailed that it was not coming. The result has been a pretty heavy movement this week, in some experiences the heaviest ever recorded. As one trader put it, "The firm market, the fruit season and the advance combined to further the movement."

Generally business is very good, with quiet spots. One wholesale grocer when asked what lines were moving most freely replied cereals and fly paperi and when the reporter laughed he said: "That is right. The demand for fly paper is remarkable." This market is about bare of dried fruits and prices are so high on the new crop that wholesalers are holding off or buying very sparingly. The salmon situation is interesting and high prices are now assured by a very small pack. Canned fruits and vegetables are being quite cleaned up ahead of the new pack.

CANNED GOODS — No new prices have been issued since a week ago, but to prevent confusion the lines in the appended quotations on which new prices have been issued have been separated from those which are still last year's pack.

Canned apples are very scarce. Some jobbers are out and there are no more to be had. It will be a couple of months before the new pack is in. Peaches also are very scarce. A jobber stated this week that all lines of canned goods were being cleaned up in a most remarkable manner.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
This year's pack.		
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals, red pitted		8 75
" " not pitted		7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack		7 25
Gals., red, standard		5 00
2's, preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard		5 50
Gals. " solid pack		8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard		5 50
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)		1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard		5 50
" solid pack		8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard		5 25
" solid pack		8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard		6 25
Gals. " solid pack		9 00
VEGETABLES.		
Asparagus, California—		
2½'s		3 90
2's, Canadian		2 75

Beets—		
2's, sliced, sugar and blood red		1 00
2's, whole, " "		90
3's, sliced, " "		1 20
3's, whole, " "		1 10
Beans—		
Fancy brands		
2's, golden wax	0 85	0 82½
3's " "	1 30	1 27½
Gals. " "		3 75
2's, refugee or Valenrine (green)	0 85	0 82½
3's (green)	1 30	1 27½
Gals		
2's, crystal wax	0 95	0 92½
Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4		3 75
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 80
1-lb. Flat, "		1 75
½-lb. " "		1 20
Northern River Sockeyes		1 65
Cohoes, per doz		
Humpbacks, "		
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haadies, per case	4 25	4 75
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 35
" 2s, "		2 40
" 6s, "		7 20
" 14s. "		16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

Last year's pack.

FRUITS.

Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal		3 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10

VEGETABLES.

Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SUGAR—The advance of 10c. on Saturday came as a surprise to the trade here and stimulated the already heavy movement of the staple consequent upon the fruit season and a firm market.

The raw market continues to advance. The European quotation on beet, which at the end of the week had advanced to 9s. 2½d. f.o.b. Hamburg, equal to 3.91c. duty paid New York for centrifugals, 96 degrees test, and 2.56c. cost and freight for Cuban centrifugals, 96 degrees test, shipment to New York, advanced on Monday to 9s. 2d., equal to 3.92c. duty paid New York, and about 2.57c. for Cuba sugars basis 96 degrees test for shipment to New York. Other positions were: September, 8s. 9¾d.; January-March, 9s. 11d.; May, 9s. 0½d. New York prices advanced and one refiner on Monday paid 3 7/8c. basis 95 degrees for 11,000 bags of Cubas out of store, equal to 3.94c. duty paid basis 96 degrees. An advance of 10 points on refined is looked for at New York, where granulated is now quoted at 8.40c. less 1 per cent. cash.

Willett & Gray say: "It seems to be evident that the American refiners will be unable to obtain sufficient cane sugars in season, to keep them fully supplied until the new Cuba crop comes to market, consequently they are likely to make further moderate purchases of beet in Europe, but not of necessity immediately. The course of the European markets will, therefore, have an important influence on prices here for several months."

Para lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags 5c. less than bbls.

TEA—Nothing has occurred to ruffle the course of the tea trade locally. Abroad the situation is unchanged, choice goods high in price and inferior goods plentiful.

COFFEE—The coffee market is quiet. Willett & Gray, who say the situation is sound and advancing, say of the valorization law:

"The Brazil valorization law is on the statute books. The Government is actively arranging the necessary formalities to put it into operation. Of this no doubt exists, and the determination of the authorities is beyond question. These are the cold facts. Discussions between economists and financial writers may develop theoretic ideas as to the far off results of this new protection law of Brazil, but the coffee markets are concerned in the conditions as they are now and for the near future.

"Brazil has a crop of coffee which the world must buy. Knowing the urgent necessities of consuming markets and the long continued bear depression and manipulation against the price of her principal product, Brazil had to defend herself. She knows that the actual consumer pays to-day the same prices for coffee as when the green was selling at double the present figures.

"The waiting attitude of the coffee markets may be ascribed to a meagre knowledge of the plan of operation of the valorization law or skepticism from disappointment or ignorance. Brazil continues the law prohibiting new planting. Other countries cannot profit by Brazil's valorization law owing to the poverty of planters from the long period of ruinous prices. There are no surplus stocks in any producing country, outside of this crop in Brazil. Stocks in America and Europe have been very considerably reduced. The advent of valorization in Brazil is well timed. The outlook for the growing crops alone may soon prove possible to outdo the effect of valorization—nature may create a greater benefit than legislation to the underpaid planter."

SYRUPS AND MOLASSES—Quotations are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 02½
" ½-bbls "		0 02½
" kegs "		0 03
" 3 gal. pails, each		1 30
" 2 gal. " "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
" 5-lb. " (in 1 ") "		2 35
" 10-lb. " (in ½ ") "		2 25
" 20-lb. " (in ¼ ") "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

DRIED FRUITS—Stocks of Valencias and currants are getting into very small compass and the entire dried fruit market is pretty well cleaned up. New crops will arrive in October but as yet jobbers are buying gingerly if at all, hoping for a recession from the present high prices. Currants are almost certain to be higher. Some light purchases of new stock made cannot be disposed of at present quotations. A report from Denia states that the crop of Valencias will be fifteen to twenty thousand boxes less than last year.

	Per lb.			Per lb.	
Prunes, Santa Clara—					
90-100s, 50-lb boxes		0 07	60-70s, 50-lb boxes	0 07½	0 08
80-90s "	0 07½		50-60s "	0 08½	0 09
70-80s "	0 07½	0 07½	40-50s "		0 09½
			30-40s "	0 10½	0 10½

French prunes, 110-120's		0 04½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—				
Lemon	0 11	0 11½	**Citron**	0 18 0 20
Orange	0 11½	0 12½		
Figs—				
Elemes, per lb		0 10	0 14	
Tapnets, "			0 04½	
Peaches—				
Californian evaporated, " "			0 14	0 17

Pears—		
Californian evaporated, per lb		0 13
Currants—		
Fine Filiatras	0 06½ up	
Patras	0 06½ 0 06¾	
Vostizzas	0 07½	0 08½
Cleaned ½c. more.		
Raisins—		
Sultana	0 05½	0 09
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	0 06	0 06½
Seeded, 1-lb packets	0 09	0 10½
California, loose muscatels—		
3-crown		0 07½
4-crown		0 09
Dates—		
Hallowees	0 05	
Fards new choicest	0 09	0 10½
Sairs	0 04	
" new choice		0 09½
Domestic evaporated apples		0 13

NUTS—The trade is interested in the new crop and almonds are regarded as certain to be very high.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 28	0 30
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb		0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 06½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—Quotations are unchanged:

	per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole		0 30
Cream of tartar	0 22	0 28
Allspice		0 16
Mace		0 85
Mixed pickling spices, whole	0 15	0 20

RICE AND TAPIOCA—Fair business is doing in these lines and prices are firm.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	0 07½
" double goat		0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb		0 06
Cod fish, 1-lb. bricks		0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs		6 50

WOOL AND HIDES—Hides are ¼c. lower and calf skins 1c. There is little new in the situation.

Hides, inspected, steers, No. 1		0 12½
" " No. 2		0 11½
" " cows, No. 1		0 12½
" " No. 2		0 11
Country hides, flat, per lb., cured		0 11½
Calf skins, No. 1, city		0 13
" " No. 1, country		0 12
Lamb skins and pelts		0 75
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 23, 1906.)

There are no quotable changes of importance this week in the general grocery list. Business is active for the month of August.

CANNED GOODS—Prices have been announced on Goodwillie's strawberries and white cherries for delivery about Nov. 1. The new season price is $3.10 per dozen. We quote:

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	4 20	
2's, whole, " "	3 75	
2½'s, whole, " "	4 60	
2's, grated, " "	4 40	
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 28	4 23
gallon, per doz		6 80

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
All groups, per case		2 80
Beans, golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case		7 25
" Skeena River, " "		7 10
" River's Inlet, " "		6 85
" Red Spring, " "		6 30
" humpback, "		4 00
" cohoes, "		5 50
(Prices are for delivery in October-November.)		
Lobsters (new), ½-lb. flats, per case		16 00
" " per doz		2 15
" " ¾-lb. flats, per case		10 50
" " " per doz		2 70
" " 1-lb. talls, per case		14 75
" " " " per doz		3 90

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz		1 25
" " 2's, "		1 90
" " 3's, "		2 60
Clark's 1 lb. plain, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " tomato sauce, per case		2 30
" 2 " "		1 85
" 3 " " "		2 40
" 1 " Chili "		2 25
" 2 " " "		1 95
" 3 " " "		2 35
Soups (Van Camp's), per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken (Aylmer), per doz		3 30
" " (Delhi), "		3 20
" turkey (Aylmer)		3 30
" " (Delhi)		3 20
" duck (Aylmer)		3 30
" " (Delhi)		3 20
Corned beef " 2's "		2 80
" " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf (Libbey's), ½ lb., per doz		1 25
" " 1 lb. "		2 50
Ham loaf " ½ lb. "		1 25
" " 1 lb. "		2 50
Chicken loaf " ½ lb. "		1 85
" " 1 lb. "		3 50
Lunch tongue (Clark's), 1's, "		3 45
" (Aylmer), 1's, "		3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.		1 80
" " " 1-lb. tins, "		3 10
" " " 1-lb. glass, "		3 35
Chipped " " ½-lb. tins, "		1 45
" " " 1-lb. tins, "		2 50
" " " 1-lb. glass, "		3 05
Sliced bacon, " 1-lb. tins, "		3 10
" " 1-lb glass, "		3 25
Corned beef (Clark's), 1-lb. tins, per doz		1 50
" " 2-lb. " "		2 65

SUGAR—Prices continue as follows:

Montreal granulated, in bbls	4 85
" " in sacks	4 80
" yellow, in bbls	4 45
" " in sacks	4 40
Wallaceburg, in bbls	4 75
" in sacks	4 70
Berlin, granulated in bbls	4 75
" " " sacks	4 70
Icing sugar in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 05
Powdered sugar, in bbls	5 25
" in boxes	5 45
" " in small quantities	5 70
Lump, hard, in bbls	5 55
" " in ½-bbls	5 55
" " in 100-lb cases	5 55
Raw sugar	4 50

SYRUP AND MOLASSES — Prices are steady. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03¼
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bets., each	2 25

COFFEE—Prices are steadily maintained at the advance noted in last issue. We quote:

Whole green Rio, per lb	0 11½ 0 12
" roasted " per lb	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb. "	0 24

JAM AND MARMALADE—

Upton's jam in pails, per pail	0 51
" homemade jam, raspberry and strawberry, in 1-lb. glass jars, per doz	2 00
Upton's homemade jam, assorted (including raspberry and strawberry), 1-lb jars, per doz.	1 90
Upton's assorted homemade jam, not including raspberry and strawberry, 1-lb. jars, per doz.	1 80
Upton's marmalade, per doz	1 60

MATCHES—Prices are held firmly at the recent advance. We quote:

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS—Prices are quoted as follows:

Sultana raisins, bulk, per lb	0 07½
" cleaned, "	0 08½
" 1 lb pkgs "	0 10
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½
(Above prices for California raisins and are for present delivery from old stock.)	
California raisins, muscatels, 2 crown, per lb	0 07
" " " 3 "	0 07½
" " " 4 "	0 07½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½

Prunes 60-70		0 04
" 50-60		0 09½
" 100-120 per lb		0 09½
" 90-100		0 05
" 80-90		0 05½
" 70-80		0 06½
" 60-70		0 06½
" 50-60		0 07½
" 40-50		0 07½
Currants, uncleaned, loose pack, per lb		0 06½
" dry cleaned, Filiatras, per lb		0 06½
" wet cleaned, per lb		0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 07½
" Vostizzas, uncleaned		0 06½
Hallowee dates, new per lb		0 05½
Figs, cooking in taps and sacks		0 05½
" " boxes		0 05½
Apricots, choice, in 25-lb. boxes, per lb		0 18
Apricots, standard in 25-lb. boxes, per lb		0 17
Peaches, choice, per lb		0 17½
Apricots, choice (new delivery about August 1), per lb		0 22
Apricots, standard (new delivery about August 1), per lb		0 21½
Peaches		0 16½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 14½
Nectarines, choice		0 16

CANDIED PEEL—Prices are steady since the recent decline. We quote:

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

EVAPORATED AND DRIED APPLES—Old stocks are almost exhausted. New stock for delivery in October is quoted at 7 3-4c. per lb. in 50's and 8c. in 25's.

BEANS—No. 1 white beans are quoted at $2 05 per bushel and No. 2 at $1.90.

NUTS—

Almonds, per lb		0 12½
" (shelled), per lb		0 30
Filberts		0 10
Peanuts,		0 10½
Jumbos		0 12½
Walnuts, new, Grenobles, per lb		0 15½
" " Marbots "		0 13½
" " shelled, "		0 32
Pecans, per lb	0 15	0 16
Brazils, per lb		0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayennepepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	5 11½	0 15
Ginger, In 10-lb. boxes, per lb		0 13
Mixed spice, in 5-lb. boxes, per lb		0 20
Mace, in 5-lb. boxes, per lb		0 70

WHOLE SPICES.

Black pepper, per lb		0 13
White pepper, per lb		0 25
Cinnamon (ordinary), per lb		0 18
Cinnamon (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves according to quality)	0 14½	0 25
Ginger, por lb		0 10
Allspice, per lb	0 08½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" " 4-oz. packets, per doz.		0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 3 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Tapioca is steady at the recent advance. We quote:

Japan rice, per lb., cwt. lots		0 05½
" " 50-lb. lots		0 05½
Rangoon rice, per lb	0 04	0 04½
Patna " "		0 04½
Tapioca, per cwt	7 50	7 75
Sago, per lb		0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

OATMEAL AND CORNMEAL—

Rolled oats, 80-lb. sacks, per sack	2 20
40-lb. " "	1 12½
20-lb. " "	0 57½
8-lb. " "	0 26
Granulated oatmeal, per sack	2 45
Standard " "	2 45
Cornmeal "	1 70

NOVA SCOTIA MARKETS

Halifax, N.S., August 21, 1906.

There is a general complaint regarding the scarcity of smoked meats and corned pork on the local markets. All pork products are unusually high and the dealers find difficulty in procuring sufficient pork, hams and bacon to supply their customers. Nearly all of the best stock has been cleaned up. Jobbers find it difficult to reach a conclusion as to the condition of the market Whether it is that the consumption is greater, or that the farmers are not raising as much pork as heretofore, are questions which cannot be decided off hand, but many are inclined to the opinion that the former is the cause.

Business is satisfactory all around, and good orders from outside points continue to come in. Prices are very steady. American beef has advanced 50 cents per barrel. Sugar is firm, the advance looked for not having as yet gone into effect. Sugar is now cheaper in the local markets than on the American market.

EGGS AND BUTTER—The demand for eggs is light at present and the supply is limited. The receipts of Nova Scotia eggs is only fair and some of the stock marketed is far from first-class. One dealer informed me during the week that all the eggs he had in stock would have to be candled, as he could not guarantee them. About 18 cents is the average price quoted.

With the decrease in the receipts the price of butter has been advanced. Creamery prints are quoted at 24 cents for the best and creamery solids at 23 cents The factories are not making as much butter now. Small tubs of good dairy butter are quoted at 20 cents.

FRUIT—There is plenty of good fruit on the market and the price is easing off a little, pears having dropped 50 cents a box Eastern American pears are now coming on the market, which lessens the demand for the California fruit to some extent, as it is cheaper. Nova Scotia apples are also coming in. The quality of the first varieties is very poor, but they are readily bought up, principally for cooking purposes. Tomatoes have also taken a big drop, ten pound baskets now selling at 50 cents.

FISH—The fish markets are showing greater activity and the dealers are stocking up. The receipts of fish during the week were quite heavy and include the following: Schr. Hazel, from North Bay, 575 qtts., green fish; Schr. Kasaja, Banks. 550 qtts. fish; Schr. Maggie Ball, St. Margaret Bay, 350 barrels pickled mackerel; Schr. La France, Bay of Islands, 762 barrels herring, 260 qtts dry fish, 10 barrels salmon, 16 cases lobsters five barrels caplin; Schr. Effie May, 180 barrels of pickled mackerel, and 150 qtts. cod; Str. Defiance, Chester, 100 barrels pickled mackerel; Schr. Ella May, 50 qtts. hake and five barrels of pickled mackerel; Schr. Electro, Banks, 1,000 qtts. cod. In addition to the above, one dealer received 5,000 pounds of fresh halibut. The receipts of fresh cod and haddock were also quite heavy. Prices are steady. There is a good demand for pickled mackerel and also for fresh mackerel.

Since last report the schooner Sirocco from Havana has landed here 1,000 barrels of molasses for the Dominion Molasses Co. The steamer Kathinka landed 800 packages of sugar and the steamer Oruro, from the West Indies, 5,000 packages of sugar.

G. H. Vroom, the fruit inspector for Nova Scotia, gives the following statistics of apple shipments from Maritime ports: The total shipments of apples of the crop of 1905 from St. John and Halifax amounted to 345,230 barrels, 178 half barrels and 3,013 boxes. Of these 15,000 barrels were grown in Ontario; 700 were from New Brunswick orchards; 5,000 were cider apples sent from the Annapolis Valley. Deducting these and adding 1,093 barrels for the contents of half barrels and boxes, the total foreign shipments were 325,623 barrels. To this should be added about 60,000 barrels disposed of in markets on this side of the Atlantic. Of the foreign shipments 29,366 barrels went to Liverpool, 1,482 to Glasgow, 3,814 boxes to South Africa. The shipments from Halifax were 321,576 barrels, and from St. John 23,654 barrels.

MAKES LIFE BRIGHTER.

Minto Bros., proprietors of Melagama tea, "mother's favorite," are giving away to grocers something that "makes life brighter." That's the motto that goes with it. It's not a sunbeam or an electric light, but a simple contrivance for making instantaneous photographs. Send and get one.

NOTES OF INTEREST.

W. P. Downey, Montreal, has returned from a few days holidaying at Old Orchard Beach.

John Cameron, general manager of Perkins, Ince & Co.'s branch, Peterboro, has just returned after spending a few weeks vacation at his cottage, Stoney Lake, and is looking the very best.

The lemon market appears to know no bounds this season. The higher prices predicted a few weeks ago have faded away and it is now a case of "get the lemons at any price." No new Messina lemons can reach us before October 25 and with practically no fresh supplies in sight till that time, the future will see the high water mark on lemons for many seasons unless the weather should turn cooler suddenly.

S. H. P. MacKenzie, manager of H. P. Eckardt & Co.'s sample room, is spending his holidays in Muskoka.

Mr. and Mrs. Charles W. Gillett, of Chicago, arrived in Toronto Wednesday afternoon of last week in their handsome Panhard touring car, having made the trip from New York via the White Mountains, Ogdensburg and Prescott. After spending a week in Toronto they left for Chicago in their big French machine. Mr. Gillett is the president of E. W. Gillett Co., Limited, and is a motoring enthusiast. His auto of 60 horse-power is one of the largest and most powerful that has visited Toronto this season.

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MARITIME BOARD OF TRADE.

The Maritime Board of Trade is a union of the business men of the three Canadian provinces washed by the Atlantic. When the financial, industrial and mercantile interests of Eastern Canada are thus united by common purposes and aims, what good reason is there for longer continuing three political divisions? The name "Maritime Provinces" is itself indegative of common interests.

The representative business men of the Atlantic division of the Dominion have declared unanimously for a provincial amalgamation of the three into one. How long will the politicians tarry behind? Just as long as they dare. There will be plenty of opposition. The office holder and the office seeker will regard union as an outrage, a disgrace, a forfeiting of all provincial traditions and sentiment. The tiny politician, who can cut some figure in a small field but would be totally lost in a larger one, will cry down union with a magaphone. And the mass of the people will be added weight.

The union of the three provinces will be attained only after a good deal of agitation and education of public opinion. An effective way of going about it would be to form an association to keep up the agitation, show the people of the three provinces that socially, industrially and politically, their interests are identical, that there would be a great economy in substituting one government for three, and that in federal matters one large province would be a much more potent factor than three small ones. There is but one way, and it is plain, in the one word AGITATE.

This twelfth annual parliament of Maritime businessmen was an unqualified success. The attendance was large and representative; the interest might rightly be termed enthusiasm and a spirit of kindred aim and neighborliness was apparent that could not but extend the horizon and broaden the sympathies of every delegate. It was a gathering well worth while. Already the west has copied the idea with splendid results, and some day the boards of trade of Central Canada will hold their annual conventions. The next step will be a congress of the boards of trade throughout Canada to form and give expression to the business opinion of the Dominion.

AT THE TORONTO EXHIBITION.

Toronto's Industrial Exhibition will open next week bigger and better than ever. The city will be crowded. Many subscribers to and friends of The Canadian Grocer will be in the city and we cordially invite them to make the office of the MacLean Publishing Co., at 10 Front street east, next door to the Board of Trade Building, their downtown headquarters. We can't furnish meals or beds, but if you want to rest a while, or a place to meet a friend or write a letter, we will be very pleased to see you and make you welcome to the best we have. Even if you don't want any of these things we'll be glad to see you anyway. We would be delighted if every grocer and purveyor of foodstuffs who comes to the Fair would call at the office of The Grocer.

Whatever you do, don't miss the Fair. If you haven't time to come for fun, come for business and get ideas and suggestions that will help to improve your trade.

LOW WATER AFFECTING SHIPPING

Low water in the port of Montreal is affecting the shipping trade. For the past week or so none of the large boats have been able to load capacity on this account, being restricted by the port warden. As a consequence shipping companies find it necessary to exercise considerable care in making bookings. Several companies when spoken to by The Grocer stated that they had been compelled to exercise the greatest discretion in loading their vessels, in some cases having to refuse shipments of particularly heavy goods. Most of the vessels which have cleared Montreal recently have had either short cargoes or else were loaded with light goods which took up all space in the holds without being too heavy.

When asked the cause of the low water, the port warden stated that the continued dry weather was chiefly responsible for it. Rains this Spring and Summer had been few and far between. It is improbable that conditions will be bettered this year, so that low water will affect the shipping during the remainder of the season. At the present time the water is sinking at the rate of about an inch a day, consequently if this continues the river will be considerably lower than it now is before the season finishes. It is nearly ten years since like conditions prevailed, and shipping companies feel that it is hard lines, particularly since the outlook for the remainder of the season is so bright.

FOREIGN TRADE INCREASING.

A recent report issued by the Dominion Government gives to the public some interesting information on the foreign trade of Canada during the month of July. The aggregate foreign trade during that month amounted to $41,996,228, which is over nine million dollars ahead of the same period in 1905. In a young and growing country like Canada such an increase as this in the volume of trade transacted speaks well for the future of commerce between the Dominion and other countries. Canada is rapidly rising in the commercial firmament, and her products, which only a few years ago were comparatively unknown outside of the British Empire, are now recognized as being pretty nearly the best obtainable. The trade mark "Made in Canada" is acquiring a significance of great value to exporters, a significance which, if maintained, will be of untold value in the future. Imports for the month in question amounted to $23,652,122, while domestic exports wete $16,549,548, increases, respectively, of $5,172,357 and $3,500,099. Animals and their products showed the largest increase in exports, being $1,555,421 ahead of the corresponding period last year. In the export of fish products there is a falling off noticeable, but in agricultural products and manufactures there are substantial increases.

The products of British Columbia last year, Provincial Finance Minister R. G. Tatlow states, was $50,000,000, about $1,250 for every white man in the Pacific Province. Hon. Mr. Tatlow asserts it is a world-beating record.

LONDON TRADE DOINGS

Grocers Will Conclude the Wednesday Half Holiday for the Season by a Monster Picnic—Summer Trade Better Than for Years

London, Ont., Aug. 21, 1906.

The retail grocery trade is beginning to revive after the usual Summer fall-off in trade. While during the recent months trade has been better in London than for many Summers, still the going out of town was more noticeable than ever. Some grocers say that more people are holidaying this year than ever before.

The people are beginning to come back, however, and in another week, with the Western Fair in sight and school vacation over, most citizens will be home. Last Saturday the trade done was almost equal to normal.

Though materials are plenty this week, the heat has been too great to encourage much preserving and as a result when the market on Tuesday was glutted with tomatoes there were few buyers. The price did not go above 25c. per basket.

* * *

The Retail Grocers' Association of London had an enthusiastic meeting on Monday evening, when it was definitely decided to wind up the Wednesday afternoon half-holidays during the Summer months by a big picnic at Springbank on August 29. The idea is to have a picnic for which there will be no financial receipts for the grocers but to which the general public will be invited and which will show what an energetic lot the London grocers are. Springbank is the Summer park belonging to the City of London and reached by a four mile ride on the street railway; it is an ideal spot for the grocers to have this picnic which will be marked by numerous sporting features, such as ball games and other attractions, concluding in the evening with attendance at the theatre. The committee appointed Monday evening to take charge of the programme are Messrs. Harry Ranahan, William Mullins and Thos. McCormick.

One of the features of the outing that is anticipated is the presence of London's newest musical organization, the Free Press Newsboys' Band. This band of boys, who have had but three or four months training, made their debut a few weeks ago and have been much sought after ever since. There are about thirty of the youngsters and they make a hit everywhere. If they can be obtained the grocers will have them play at the picnic.

* * *

Mr. Frank Harding has resigned the secretaryship of the Retail Grocers' Association, owing to his time being so much occupied since retiring from his grocery business to go into the London Canning Co.

* * *

The association are looking for a suitable man for secretary. They want a man who has an office and can be reached by telephone and will have time to devote to a new work they will take up. The idea is to systematize their bad debts list. For some time it has been felt that much money could be saved each year if bad-paying customers and dead-beats could be avoided. But there has been no way of properly attending to the list. They now hope to pay a man to keep this list in shape and give reports like a regular Bradstreet's. The new secretary will also be expected to do other organization work for the association.

THIS PACKING HOUSE ALL RIGHT.

Acting under instructions from the Manitoba Government, Dr. R. M. Simpson, chairman of the Board of Health, of the Province of Manitoba, recently made an inspection of the abattoirs and packing establishments of the province. In his report the following reference was made to the plant of the Manitoba Canning Co.:

"Subsequent to the inspection of the establishments hereinbefore mentioned, the factory of the Manitoba Canning Co. located on the open prairie about ten miles southeast from Winnipeg, was visited. This establishment has been in operation for about three years, and is under the management of a gentleman who received his training in France. The business embraces the canning of corned beef, roast beef, tongue, turkey, chicken, game and other specialties. At the time of visit the factory was not working, owing to improvements being made, involving an expenditure, it was stated, of $25,000, consisting of new buildings and the installation of new and modern machinery and appliances. The premises were found to be clean and well kept, and all the floors where the products enter during the course of manufacture, are of concrete with adequate drainage facilities. Samples of all the products were taken and have been carefully examined and found to be in good condition and of excellent quality.

"In conclusion I desire to say that the proprietors and managers of all the inspected plants are eager to submit to a most rigid system of inspection, and, to my mind, it is most important and desirable that this should be established at as early a date as possible."

BUSINESS PERSONALS.

H. P. Ferguson, grocer, Parry Sound, Ont., is dead.

Louis Gagnon, of Hudon & Orsali's staff, is on a fishing trip at present.

E. Patoine, Laporte, Martin & Cie., Lte., is holidaying at Sherbrooke, Que.

J. Rose, of Rose & Laflamme, Montreal, is in the Old Country at present.

John Crawford, of Mathewson's Sons' traveling staff, is up the Gatineau on his holidays.

Mr. Clough, representing S. H. Ewing & Sons, Montreal, in Toronto, is on his vacation at present.

David Seath, secretary to the Harbor Commissioners, Montreal, is on his vacation at present.

L. M. Bassard, of the traveling staff of Hudon & Orsali, Montreal, is spending his acation at St. Johns, Que.

J. E. Monday, of S. H. Ewing & Sons, Montreal, is in St. Gabriel de Brandon, Que., for a few days rest.

G. O'Neil, of the traveling staff of Mathewson's Sons, Montreal, is spending his vacation at Huntingdon, Que.

A. Sirois, of Manitoba Self-Raising Flour, Montreal, is spending his holidays at the seaside and in the country.

Mr. Lussier, of Demers, Fletcher & Co.'s grip department, and Mr. Bourbeau are both enjoying their holidays at present.

H. Probert, representing Lever Bros., Sunlight soap, Toronto, was a caller at the Montreal office of The Grocer during the week.

Metis, the Summer resort down east, at present holds Chas. Wilkinson, of the traveling department of Mathewson's Sons, Montreal.

Fred Darvis, Western Ontario repre-representative for the F. W. Fearman Co., is receiving congratulations on joining the ranks of the married men.

W. M. Fielding, a man of the grip with S. H. Ewing & Sons, Montreal, is fluctuating between Hamilton Beach and Toronto, devoting his time to rest and amusement.

Alf. Childs, of Laporte, Martin & Cie., Lte., Montreal, is in Ottawa on his holidays. W. E. Sullivan, with the same company, is spending a few days at Foster, in the Eastern Townships.

R. D. Campbell, Brantford, Ont., on account of ill health has had to retire from business and has sold his grocery and meat store to John Kew, from whom he purchased it about a year ago.

S. Rousseau and Hormisdas Delorme, Laporte, Martin & Cie., Lte., have returned from their holidays. Mr. Rousseau spent nine days at Isle Perrot, while Mr. Delorme made a trip up the Saguenay.

One of the Canadian delegates to the Congress of the Chambers of Commerce of the Empire recently held in London, in the person of Colonel W. N. Ponton, Belleville, passed through Montreal last week on his way home.

Messrs. Rousseau and Booth, two of S. H. Ewing & Sons' Montreal travelers, have given up business for a few days and are now holidaying. The former is at Cacouna, while the latter has chosen Waterloo, Que., as his resting place for the time being.

The Montreal Milk Shippers' Association has issued a circular announcing an advance of a cent a quart in the price of milk from September 1 to April 30 next. Cream will be advanced proportionately. The circular states that conditions this year are unusual and that the advance is absolutely necessary.

Messrs. Jos. Ethier, manager Laporte, Martin & Cie., Lte.; P. Daoust, president of the Montreal Retail Grocers' Association, and J. A. Beaudry, secretary of the Montreal Retail Grocers' Association, have returned from a week's holidays spent at Old Orchard Beach. They all look as if they had enjoyed the sea baths, etc., to their full extent.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co. Lunenburg, N.S
Halifax The, Fish Co., Halifax, N.S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng

Fruits—Dried, Green, and Nuts.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Hart, Levi, & Son, Halifax, N.S.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T, & Co. Quebec
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos., Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Office Supplies
Copeland-Chatterson Co., Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co, Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wentzell, H W., & Co, Halifax, N.S.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

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MARITIME BOARD OF TRADE

SEA-BOARD PROVINCES ONE IN BUSINESS INTERESTS—MERCHANTS' PARLIAMENT ADVOCATES POLITICAL CONSOLIDATION INTO ONE PROVINCE—SPLENDID GATHERING AT AMHERST, N.S.—MANY IMPORTANT SUBJECTS DISCUSSED—INTERESTING ADDRESS BY THE RETIRING PRESIDENT, CAPT. JOSEPH READ—H. F. McDOUGALL TREATS OF THE PROBLEM OF THE DEVELOPMENT OF MEANS OF TRANSPORTATION IN CANADA.

Progress and enthusiasm were the dominant notes of the twelfth annual convention of the Maritime Board of Trade which was held at Amherst, N.S. under most favorable auspices on August 15 and 16.

The subjects discussed were of great importance and several resolutions of considerable importance were put through.

Rev. Father Burke was again on hand from Prince Edward Island and put forward with greater vigor than ever the project of the tunnel.

At the election of officers a very popular and capable man, Mr. W. S. Fisher, of St. John, was elected president.

There was a fine attendance of delegates from all parts of the Maritime Provinces.

Captain Read, the president, called the meeting to order promptly at ten o'clock. On the platform besides himself were C. J. Silliker, mayor of Amherst; John McKeen, president of the Amherst Board of Trade; W. S. Fisher, first vice-president of the Maritime Board of Trade, and Charles M. Creed.

Captain Read was applauded when he called upon the mayor of Amherst to address the gathering.

The mayor of Amherst, C. J. Silliker's opening address was one of welcome. He asked the delegates to make themselves at home. The members of the council had consulted the different managers of the manufacturing plants, and every delegate would be permitted to visit these works without the usual red tape of having a pass.

He apologized for the tearing up of the streets which had been necessary at this time. He hoped for a good profitable time and he knew that would be the case.

President of Amherst Board of Trade, Mr. John McKeen, said on behalf of the board that it was gratifying to see the splendid response to the invitation of the Amherst board. The local members had looked forward to the meeting. They found on the day of opening that there were more delegates than Amherst could accommodate in hotel life. Citizens had come to their rescue and their loyalty was appreciated by the board. It was the desire of Amherst to make the visitors happy and it would be accomplished if all would co-operate.

Referring to Amherst, he said that the city had nearly doubled in population during the year. Yet the building operations had not kept pace with the growth of population; but Amherst was going ahead in every respect. He again welcomed the members.

Roll Call of Delegates.

Following are the names of delegates present:

NOVA SCOTIA.

Amherst—Harvey Pipe, E. B. Elderkin, J. A. Crossman, John McKeen.
Annapolis—A. E. Atlee.
Berwick—H. G. Harris.
Canning—A. D. Payzant.
Canso—C. H. Whitman.
Halifax—W. H. Sterns, Hon. W. Ross, J. S. Creed, J. E. De Wolfe, W. J. Clayton, Geo. E. Faulkner, John W. Regan, A. M. Bell, I. C. Stewart, A. N. Whitman, G. S. Campbell, A. T. Weldon.
Kempt, Queens County—Thomas Keillor.
Kentville—W. G. De Wolfe, Wm. Fraser, E. J. Ward, H. G. Harris, C. W. Webster.

W. S. FISHER, ST. JOHN, N.B.
President Maritime Board of Trade, 1906-7.

Kings County Board—J. A. Kinsman, S. A. Bowser.
Truro—C. E. Bentley, G. O. Fulton, G. A. Hall.
Windsor—B. W. Mills, H. A. Lynch.
Yarmouth—C. H. Armstrong, Robert Caie, R. S. Crawford.
Sydney, C.B.—J. S. McKinnon, H. F. McDougall, H. E. Kendall, J. H. Young, J. W. Dawson, H. G. Hagen, A. S. Curry, F. L. Dixon, S. P. Challoner.
North Sydney—J. M. Armstrong.

NEW BRUNSWICK.

Chatham—J. L. Stewart, W. L. T. Weldon, W. B. Snowball.
Moncton—Hon. F. J. Sweeney, A. E. Williams, G. L. Harris, John Abram, F. W. Gumner, Jas. M. Ross, H. G. Chanter, F. W. McDougall, C. P. Harris, T. J. Welsh, E. C. Coll, W. H. Edgett.
Sackville—Hon. Josiah Wood, S. W. Copp, F. B. Black.
St. John—W. S. Fisher, W. H. Thorne, J. M. Sutherland, T. H. Estabrooks, Jas. Pender, W. W. Frink, C. M. Bostwick, P. W. Trider, W. M. Jarvis, Robt. Maxwell, Thos. White, W. F. Hathway, W. E. Anderson, J. A. Likely, Newton Harvey.

PRINCE EDWARD ISLAND.

Alberton, West Prince—Rev. A. E. Burke, W. H. Dennis, Jas. E. Birch.
Summerside—Joseph Read, W. A. Brenan, Wm. Stewart.
Charlottetown—S. N. Crabbe, Hon. Geo. E. Hughes.
Newspapers—A. M. Belding, St. John Telegraph; G. S. Gowe, St. John Sun; C. D. Cliffe, MacLean Trade Papers, Toronto.

Mr. De Wolfe remarked that a number of delegates were not present at the roll call and he advised that a full list would be issued before closing day.

Mr. De Wolfe further suggested that as a full report had been issued in the MacLean trade papers, of all the proceedings, the reading of the minutes might easily be dispensed with. This was unanimously adopted.

A committee was then appointed as follows to select a sort of menu for the convention: Vice-President R. S. Fisher, W. H. Thorne, E. L. Derkin, J. McKeen, Rev. A. E. Burke, G. A. Calkin, W. H. Sterns, S. P. Challoner, Hector McDougall.

While the committee was away Mr. Creed read letters of regret from Governor Snowball, R. L. Borden, W. S. Fielding, Hon. Senator Josiah Wood, Sackville; P. Gifkins, general manager D. A. R.; D. Pottinger, general manager I.C.R.; J. M. Lyons, general passenger agent, I.C.R.; Lieut.-Col. J. B. MacLean, Toronto; the secretaries of the Montreal, Ottawa, Toronto and Hamilton Boards of Trade and the Montreal Star and Toronto Globe.

SECRETARY-TREASURER'S REPORT.

Mr. Chas. M. Creed was loyally applauded when he arose to read his annual report, as follows:

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year.

All the various resolutions and recommendations passed at the last annual meeting were forwarded as directed, and copies of important resolutions requiring the prompt attention of the Federal Government were forwarded to the

ministers of the different departments as speedily as possible after the annual meeting, those concerning the provincial governments were forwarded to the premiers of the same and copies of all resolutions were mailed to every board of trade in the Maritime Provinces.

On January 9, as usual, copies of all resolutions were mailed to W. S. Loggie, M.P., Chatham, N.B.; J. J. Hughes, M. P., P.E.I.; Dr. J. B. Black, Windsor; H. J. Logan, M.P., Amherst, and B. B. Law, M.P., Yarmouth, in advance of the meeting of the Federal Parliament in order that they could become familiar with them.

After the opening of the Federal Parliament copies of all resolutions were forwarded to the ministers of the various departments, and to all members from the Maritime Provinces.

The correspondence connected with the same as also from the boards being too voluminous to read are now on the table for the inspection of the members.

CAPT. JOSEPH READ, SUMMERSIDE, P.E.I.
Retiring President
Maritime Board of Trade.

Annual Report.

The annual report was published as usual and copies mailed to the ministers of the departments at Ottawa, the members from the Maritime Provinces and senators, also to all boards of trade in the Maritime Provinces and elsewhere as opportunity offered.

Correspondence with the Boards.

This has had unremitting attention during the year, and am pleased to report a growing interest is being taken by the secretaries who have been prompt in answering correspondence.

Unaffiliated Boards.

Have had every attention paid them; they have been written to frequently urging them to affiliate, and as a result the boards of Dartmouth and Liverpool have affiliated, and are doing good work.

New Boards.

A new board has been formed at Caledonia called the Queen's Board; it has affiliated with this board and is doing good work.

Subjects for Discussion and Notices of Annual Meeting.

The subjects for discussion at the annual meeting were mailed to all boards on August 6. This is most desirable as it gives the delegates time to study them and enable them to come to the meeting prepared to join in the debates on the subjects proposed.

Notices of the date and place of annual meeting with railway arrangements for delegates were mailed at the same time.

Lovell's Gazetteer of British North America

Having been brought to my notice that Messrs. J. Lovell & Son, of Montreal, were about publishing a new edition of their Gazetteer, I wrote them asking if my assistance in sending them a list of the industries in the cities and towns of the Maritime Provinces would be of service to them, to which they replied thanking me for the offer. Circular letters were sent to all the boards of trade with the result that twenty-four boards sent in statements of the industries of their cities and towns, which were forwarded Messrs Lovell & Son, who duly acknowledged the receipt of same.

Sixth Congress of Chambers of Commerce of the Empire.

The sixth congress of Chambers of Commerce of the Empire was held at London, G.B., in July and this board was ably represented there by our esteemed second vice-president, A. M. Bell.

In conclusion, during the past year I have devoted a deal of time, care and thought for the advancement of the board, at the same time doing all possible to assist your worthy president, in which I had the able assistance and advice of our first vice-president, W. S. Fisher, of St. John, N.B., and also of M. G. DeWolfe, of Kentville, N.S., who has been unremitting in his efforts at all times for the advancement and prosperity of the board.

Accounts for the Year.

The accounts for the year are all prepared, but as several boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted

CHARLES M. CREED,

Mr. De Wolfe then paid compliments to Mr. Creed as permanent secretary, and in moving the adoption of the report he could not avoid saying he averred that without Mr. Creed there would be no Maritime Board of Trade. The motion was carried unanimously.

Captain Read, the president, joined in the expressions of good will towards Mr. Creed. Captain Read believed that no body could live without a good secretary.

Mr. Creed formally thanked the members for receiving his report.

W. F. Humphrey, St. John, N.B., spoke in favor of shortening the proceedings of the committee by some arrangement before the day of session.

Captain Read agreed with Mr. Humphrey that it was a very important matter to shorten the agenda of doings, but it would be a mistake to deal severely with the matter of elimination of subjects as it would discourage many of the smaller boards should there be too many subjects erased from the bill of fare as arranged.

Mr. Atlee, of Annapolis board, also thought some improvement could be made as the committee could be aided greatly by some work before the day of convention.

Several others spoke, expressing the feeling that the board was a great meeting place for busy men who could get relaxation out of it.

James E. Birch, of Alberton, spoke strongly in favor of the present method

E. K. SPINNEY, YARMOUTH, N.S.
Past President Maritime Board of Trade.

being continued. No one could tell, he claimed, what number of delegates would attend. It would be impossible to tell until the president saw the delegates how to adjust the proceedings.

Captain Read thought that the secretary alone would be the man to help them out by putting the more prominent subjects in relative order.

Among the other speakers on this subject of changing the plan of the committee were M. G. De Wolfe, of Kentville, W. H. Dennis, of West Prince, P.E.I., and A. H. Wetmore, St. John.

Mr. Sutherland, C.P.R., St. John, thought a great deal of the discussion might have been avoided if a little more care had been exercised by the local boards before sending in matter for consideration.

Decision Reached.

Several others spoke, and finally it was moved by Prof. W. W. Andrews, seconded by A. E. Atlee, and carried:

"That the president at each meeting of the Maritime Board name five boards which shall each elect one of their delegates to serve on a committee of resolutions to arrange the programme for the next year's meeting; such committee to meet with the officers of the Maritime Board at a convenient date preceding the meeting. And further, that it be ordered that all resolutions shall be sent to the secretary prepared in due form, a week previous to the meeting of the board."

At the afternoon session Captain Reid announced that this resolution was unconstitutional, and would have to be given as a notice of motion.

This was accepted by the movers and the resolution will be taken up at the next meeting.

Subjects of Consideration.

The committee upon agenda reported as follows upon the list of subjects discussed. The Rev. Father Burke as chairman read the list as follows:

1. General development of Maritime Provinces. Berwick—Cause and remedy for decreased population in counties of Nova Scotia bordering on Bay of Fundy. Yarmouth—Advertising of Maritime Provinces in the interests of immigration and repatriation. Souris—Immigration (farmers). Sydney—Immigration, etc. Halifax—Establishment of department of publicity for Maritime Provinces.

2. Transportation—Nationalization of ports, St. John, Halifax, Sydney. Digby—Daily service St. John and Digby. Liverpool—Control of railway rates. St. John—Amendment of preference to apply only to goods entering through Canadian ports. P. E. Island—Communication question. Alberton—Excessive I. C. R. rates.

3. International policy. — Digby and Halifax—Abrogation of modus vivendi. St. John—Union of Canada and West Indies.

4. National policy. — Halifax and Moncton—Steel shipbuilding. Chatham—Government ownership.

5. Interprovincial. — St. John—Maritime union. Sackville—Improvement of dyke lands.

6. Miscellaneous. — Digby—Sheep raising. Kings—Sheep raising. Kentville — Sheep raising. Moncton—Protection of forests. Halifax—Technical Education.

7. Municipal. — Dartmouth—Bonusing. Halifax—Municipal taxation. Truro — Municipal ownership.

PRESIDENT'S REPORT.

Captain Read then read his annual report. His first request was on behalf of the Board of Trade of Summerside, that the Maritime Board should choose Summerside as their next place of meeting. He said:

Gentlemen of the Maritime Board of Trade:

Before we enter into the discussion of the important subjects which will engage your attention during this session of the Maritime Board of Trade, I wish to thank this important body for the high honor conferred on me, personally, and upon Summerside, a town that does perhaps more produce business in proportion to its population than any other in Maritime Canada. It is indeed an honor to be recognized by such a representative body of professional, commercial and agricultural gentlemen as make up the Maritime Board.

In recognition of the honor, I have a mandate from our town and board of trade to invite this institution to come to Summerside next year to hold their annual meeting.

Most of the questions discussed last year and on which resolutions were passed, have received the attention of the Federal House and some of the recommendations have been acted upon effectively.

Fast Atlantic Mail Service.

Something has been done to advance this project, but not enough to warrant us resting on our oars.

The report of the Royal Commission on Transportation, which was given to the Federal Parliament during the last session recommended among other things the establishment of a bi-weekly fast Atlantic mail service, all the year round between Liverpool (England) and Halifar, N.S. Coupled with this recommendation it was also suggested the expediency of completing the chain of rapid transit by a similar fast Pacific line to give an all-British mail service through Canadian territory in conjunction with an Imperial subsidy. In this connection it is worthy of note that the new Isthmian railroad now in operation between Coatzacoalcos, in the Gulf of Mexico, and Salina Cruz, on the Pacific, better known as the Tehauntepec route, is claimed to be shorter from New York to the far east by 1,200 miles.

This emphasizes the paramount importance of insisting on Atlantic terminals for the new national transcontinental railroad, now building, and for which such liberal public subscriptions are being made.

Another feature of this commission report is the nationalization of, among others, the ports of Sydney and Halifax and St. John, N.B.

Government support to the building of steel ships in Canada is also recommended, and I would suggest that the Maritime Board of Trade endorse and emphasize these portions of the report.

Towards the tunnel to connect the two Government railways, viz., the I.C. R. and P. E. I. R., and which is only the permanent and certain solution of the transportation question as it affects P. E. Island, while not much has been done, yet much has been accomplished by enlisting the support of Canadian statesmen of the first class. I have it on the best authority that the Premier of Canada is now convinced as to its necessity and its feasibility and that just so soon as the pressure of some of the very large undertakings of the Government is overcome, the tunnel will be built. It is for this Maritime Board a matter of first duty to hurry the day when that important work shall be commenced.

People's Railroad.

During the year just passed some political demagogues combined with the jealousy of certain vested interests have made an attack on the people's railroad. This has produced a mixed result, partly good, but largely evil—good where it made for economical management, bad where it made for impairment of the service and exorbitant local freight rates.

VIEW OF AMHERST, N. S.

The undue prssure brought to bear on the railroad management. by the ungrateful people of Ontario, particularly, the very province which has been receiving the most benefit by the low freight charges of the Government roads and who have been especially benefited by the abolition of canal tolls, a measure which was so generously supported by the Maritime Provinces, had forced the Railway Department to do things, which, to say the least, have not been in the public interest. For instance, Ontario gets a freight rate seven times less than P. E. Island on goods of the same class for export to Barbadoes, etc., the Government in each case being the sole common carrier. They pay nine cents for a carriage of 825 miles while P. E. Island pays 23 cents for a carriage of 309 miles. I am, therefore, not surprised to see among the subjects for discussion this session the question offered by St. John, N.B. "Should not the canal system of Canada be made to pay its working expenses?"

A. M. BELL.
1st Vice-President Maritime Board of Trade.

Certainly the action of the Government in connection with the Government railroads, if continued, changes the whole canal question.

Great improvements have been made during the year in aids to navigation in these provinces; especially commendable is the Government's action in planting wireless telegraph stations at prominent points around our coasts, which is placing within the reach of the great ships that come to us from over sea as well as our coasting steamers, means of communication unthought of a few years ago. The introduction of gas buoys, fog signals and better lights has been marked; but this board should impress upon the Marine Department the necessity of giving timely notice of changes in the lighting of our coasts.

Maritime Union.

This subject is not to my mind within the scope of practical politics at any rate as far as my province is concerned; the fear engendered by the non-fulfilment of terms of union with Canada regarding winter communication and the action of the Federal House in reducing the representation against the well-known intention of the fathers of confederation have so embittered the people against the greater union that they are mightily prejudiced against the lesser and more desirable one. The irritation of the island people against the central authorities above noted is strongly reflected by the sister island of Newfoundland, which waits to see justice done to the smallest member of the Dominion before trusting her destinies to a possibly similar breach of faith. There is no consummation more desirable at this moment from a Maritime Proince point of view than the admission of Newfoundland to the union and nothing the Federal Parliament could do to hasten that inevitable event would be more surely effective than doing P. E. Island justice in the matter of her parliamentary representation and the construction of the tunnel.

Inland Fisheries.

Some attention was paid to this board's recommendation regarding Inland Fisheries. Very shortly there will be a conference between the provincial and federal authorities which will touch among other matters the very important matter which is yearly becoming more obtrusive.

I do not wish to worry you with a too long address, but feel that attention should be drawn to the self-containedness of these three provinces and to the real and permanent progress they have made in the year.

New Brunswick had never before received such high prices for her lumber, Nova Scotia has flourished marvelously in mining, manufacturing and commerce, and Prince Edward Island has had a most magnificent crop and got generally splendid prices. I cannot illustrate the self-containedness of our heritage better than advise you that the Sydney Board of Trade are contemplating the erection of a building for themselves. This building will be constructed of material drawn from a district within a radius of 40 miles of Sydney.

The foundation will be of Cape Breton freestone; the front will be of C. B. marble, quarried at Eskasoni on the east bay of Bras D'or Lakes; the remaining walls, of Sydney cement building blocks, with red granite trimmings from Boisdale, on the Little Bras D'or Lake; the chimneys, of brick manufactured at Mira, about twelve miles from the city; the plaster to be calcined plaster, the product of the gypsum quarries at St. Ann's; the interior finish, of C. B. maple and birch; roofing, the product of the Sanderson Manufacturing Co., a new concern to be established here next month (August); roofing cement from the Dominion Tar & Chemical Co., of this city; the girders of steel, the product either of the Dominion Iron & Steel Co. or the Nova Scotia Steel & Coal Co.; the nails to be made from the product of the Dominion Iron & Steel Co.

Subject to the site finally selected, the cost of the land and building will range from forty to eighty thousand dollars. But what need of illustration from a distance. Look round you right here in Amherst. It is not long since this busy city was a sleeping country village. Its advance has been wonderful and to-day it stands as an object lesson of what other towns in our provinces might be, ought to be, must be.

Insurance.

The unfair system of rating the safer Atlantic ports and the fogless Prince Edward Island ports on the same basis as the St. Lawrence River and foggy gulf ports still obtains.

Adjustment of the severe fire losses at San Francisco has evoked an indignant outburst of criticism regarding the attitude of certain fire insurance companies, which have either repudiated

C. M. CREED, HALIFAX, N.S.
Secretary Maritime Board of Trade.

their liabilities or compromised their settlements.

Some of these companies have been yearly taking lines of insurance in these Maritime Provinces; hitherto the integrity and ability of these corporations have been unquestioned.

The Government has been probing the methods and management of life and accident insurance companies doing business among us, and while the results have not yet been fully given to the public, enough has been shown to inspire confidence in the majority of our Canadian companies. Apart from this the investigations both in Canada and United States will eventually do a great deal of good in correcting past and present evils, also in preventing mismanagement in the future.

Maritime Immigration.

The action of this board last session has been fruitful in moving the Provin-

cial Governments to take hold of the question of immigration into these Maritime Provinces; and while we must deplore the movement of our own people west, it is gratifying to know that steps are being taken to replace them by emigrants of the best quality. The appointing of agents to meet the steamers on arrival at St. John and Halifax, supplemented by similar methods at the European ports of departure whereby books, pamphlets and general information regarding the opportunities in this end of the Dominion, would be distributed, is a matter worthy of recommendation.

I am convinced that as a matter of fact many of our own people are leaving homes much better than they will find in the west.

Exhibitions.

A commendable feature in the Dominion Exhibition, which is to be opened in Halifax next month, is a determined effort to inaugurate a proper fishery exhibit, a substantial building having been erected for the purpose.

Exhibitions of the first class will also be held in St. John, N.B., and Charlottetown, which promise to be the best for years.

The success which has attended the Winter Fair at Amherst affords gratifying evidence of the interest taken by the stock and agricultural interests of these provinces in developing these great branches of human effort.

Sixth Meeting of the Chambers of Commerce of the Empire.

A few weeks ago there met in London, England, the members of the Chambers of Commerce of the Empire. This was its sixth meeeting and this board was represented by my friend and colleague, Mr. Bell, of Halifax, one of our vice-presidents, who will no doubt report to you fully. This body, representing as it does the whole Empire, is destined to do much to weld together in Imperial unity this great Empire, which, even in its present chaotic condition is the most wonderful aggregation of humanity that ever acknowledged a common allegiance. It has the "promise and potency" of an Empire that unified politically, connected by that annihilator of time and space, electrical communication, with trade matters so arranged as to be mutually beneficial and financially just—would be an Empire that must make for peace without oppression and freedom without license.

Federation of the West Indies with Canada.

This idea has not yet been taken hold of by the public mind in either of the two groups of communities. Trade communications, however, are being well maintained and the volume of business between them is increasing year by year. This reciprocal interchange and the preferential treatment of each other by both these British communiites will inevitably draw them closer together in the near future.

Tourist Business.

From the testimony of a large number of the boards affiliated with the Maritime Board, it appears beyond doubt that the volume of tourist travel throughout the provinces has been well maintained since our gathering at Yarmouth last year. The arrivals at nearly all the points up to the present date also indicate satisfactory progress in this line of effort for the present season. An encouraging feature is the yearly increasing number of visitors from our sister provinces of Quebec and Ontario as evidenced by numerous organized excursions favoring us with their presence. Our delightful Summer climate, scenic and historical attractions are being recognized as affording ideal opportunities for conventions and business gatherings in addition to the seekers for health and change of scene. The systematic efforts introduced by this board and its affiliated boards are meeting with gratifying results in more reasonable transportation fares and improved hotel and cottage accommodation.

Considerable interest is also being taken in preserving historic sites as suggested by this board.

General Business.

Taken as a whole, the varied resources of the Maritime Provinces in the fisheries, lumber, mining, agricultural, horticultural and manufacturing production show an all-round average of satisfactory development. To ensure adequate results the benefits of technical knowledge in every branch of industry is gradually being recognized in our midst, as in other world centres, in order that the yield from sea and forest, mine, mill and farm shall show a steady increase from year to year.

We should not, however, become careless in these days of plenty and unequalled prosperity. I cannot but adise you that much of the good times we are now enjoying is due to the fact that our greatest competitor in the produce markets of Europe is now commercially prostrated by internal troubles as she was this time last year by her disastrous war with Japan. Let our people look to it that they maintain the character of their goods in such high standard of quality that when Russia, with 120 millions of people, with a quarter of the land area of the globe, becomes clothed in the garment of freedom, Canada may be so in possession of the markets by reason of the good quality of her goods and by reason of her consanguinity that she may not be ousted from her position.

TOWN HALL AND FIRE STATION, AMHERST, N.S.

The Peace Congress.

We have seen and heard of three great peacemakers, men whose high positions have been exalted by their acts, Edward VII, King of England; Roosevelt I, President of the United States and Bryan, the silver-tongued candidate, who is the Democratic idol of the latter country, vie with each other in promoting peace, which haply to-day is almost universal.

A. M. Bell moved the adoption of the report and referred to the part of the report which mentioned the growth of mining in the provinces.

Mr. De Wolfe then seconded the resolution in a witty speech. He considered it one of the finest addresses they had ever heard. It was carried unanimously.

W. S. Fisher gracefully put the resolu-

tion and made some very nice remarks about Captain Read's report.

Defends Parliament.

Senator Ross wished to correct the idea that the Federal Parliament was to blame for the scanty representation. That would require Imperial legislation over the British North America Act.

Captain Read replied saying that Prince Edward Island did not come into Confederation for a long time after the other provinces, yet one of the conditions of coming into the Dominion was that the island should have six members in the Federal House. On the other hand Senator Ross was right about the B. N. A. Act.

East Seeks Justice.

Rev. Father Burke offered a general resolution : "That in view of the fact that the upbuilding of the west has entailed a tremendous drain on the population and resources of Maritime Canada, the time has arrived when the general Government should devise some efficient means of recompense ; by encouraging immigration of a suitable sort for the development of the fisheries, the agriculture, and the mines of these provinces, and by such bonusing or other fiscal treatment of prime industries as must necessarily give the requisite impetus to trade and commerce within them."

Mr. McDougall spoke of the reasons for the great immigration to the west. He had found out that the Northwest had been advertised extensively. He urged numbers of the immigrants to come to the Maritime Provinces. He showed them the benefits to be found in these provinces. He had pictured great things to many and could not induce one to come. In the Old Country he had found not a sign of any advertising of the provinces in London, Liverpool and Glasgow. Not one inducement was advertised over there to show the benefits of the Maritime Provinces. He found that people were carried from Liverpool to Winnipeg for the sum of $30. He regretted to see men leaving the east, but he was glad they were remaining in Canada. He believed that the Maritime Province people could induce the Government to use some means to bring more immigrants to the east. In Cape Breton they had several iron industries. Why should not the fishery men and the agriculturists use their influence to get something done for the eastern provinces ? The Government should not be permitted to disregard the conditions of the east. Rates west were always less than rates east. The Government railway should be used to bring immigrants back to the east from Montreal. If the C.P.R. could carry them west for $10 then the I.C.R. should be also able. Some effort should be put forth by this board to ask the Government to have ships land somewhere in the eastern ports.

Mr. McDougall's remarks were heartily applauded.

Advertising Abroad.

Mr. Regan then read a paper on this subject of advertising the Maritime Provinces abroad. He believed a bureau of advertising should be established at once in the Maritime Provinces. The daily papers could help greatly by using more space for the advertising of the Lower Provinces. Some school books were not enough devoted to local information. He argued that normal schools would do well to have departments in which the beauties and history of the provinces were accentuated. He referred to the results of good advertising in the American and Canadian west.

Advertising Brings Results.

Railroad systems always maintained publicity departments. In fact, nearly all business men were alive to the needs of publicity. It had always brought results.

Tourists, for instance, should be more encouraged. He showed how the neighboring State of Maine made sixteen millions last season out of tourists. The Maritime Provinces could do even more than that. Some advertising was being done, but more could be done. He believed that within the next ten years millions of American money would be invested in the Maritime Provinces, most especially if the Government would take action immediately and give an appropriation, not niggardly, for advertising the provinces.

Mr. Regan was warmly applauded and Captain Reid remarked upon the value

M. G. DeWOLFE, KENTVILLE, N.S.
Auditor Maritime Board of Trade.

of the paper, yet reminded the convention that speakers were as a rule limited to ten minutes.

J. McKeen emphasized the need of getting immigrants from England and Scotland to come direct to the Maritime points as destinations.

Father Burke : "Don't we want anyone from Ireland ?" (Laughter.)

The New England of Canada.

Mr. McKeen pointed out that it was all very well to advertise, but one must have something good to advertise. The possibilities of the west were immense. They should never forget that. What the Maritimes must remember was that they must be the New England of Canada ; they must be the makers of goods for all these consumers who were migrating to the great west. Without worrying about the migration, let the east encourage manufacturing so that supplies for the whole west would be furnished by the Maritime Provinces. He emphasized the growth of the commerce of Amherst. He said that an output of three and a half millions came from this one little town. They were sending goods to the great west. Money was coming back and building was necessary to keep pace with the increase of population that must come. He believed that bonusing industries was an artificial means of getting factories. Natural methods were the only means of attracting genuine industries. (Applause.)

Something Wrong Somewhere.

Mr. De Wolfe, of Kentville, pointed out how large was this subject, and it seemed as if either the provinces were standing still or there must be something wrong. Although the provinces had the natural facilities they were not going ahead. He endorsed the remarks of Mr. McKeen, and spoke of Amherst as a model for all other towns. He spoke of Truro, where he had just visited the Truro Knitting Mills, and there was a fine example of what two bright young men could do. They could not fill their orders owing to the demand in the great west.

Senator Ross spoke of the comforts available in the Maritime Provinces, and it was the environment and associations in the provinces which should be advertised. Farmers should deal more liberally with their sons and daughters. It would be unwise to make little of the privileges and attractions now in existence in the Maritime Provinces.

W. S. Fisher, of St. John, remarked that he felt sure there were one hundred factories in the provinces now busily selling to the west. Amherst had done wonders. What had been done by Amherst could be done by others. The right sort of men had been at work in Amherst. He referred to the excellent paper of Mr. Regan, and wished to explain that the chief reason for the provinces not being boomed was because no literature had been supplied agents who were in the immigration work.

Captain Read explained that the local Governments had taken up this matter of advertising the provinces. He felt that the movement of the people west was a removal of the generative forces as all the young men were flitting west and the old men were left behind.

Mr. Armstrong, of Yarmouth, pointed out that the Government had recently appointed a representative agent in Boston.

The general motion was put and carried with only one dissenting voice.

Population in the Bay Counties.

The next question was that of a possible remedy for the decrease of population in the counties of Nova Scotia bordering on the Bay of Fundy.

W. H. Reid, of Berwick, spoke, and the reason he gave for the decrease was that sheep raising did not pay down in his district.

A. E. Atlee, of Annapolis Royal, read an interesting paper on the retaining of the young men in the east. This paper had been read at the Annapolis, Hants and Kings Boards of Trade, and referred to industries affecting population and their remedies. Mr. Atlee said in part :

Industries Involved.

"The fishing interest out of Gloucester, Mass., yearly draws upon Nova Scotia for men, and it has now become a common practice for a Nova Scotian to take out American papers of naturalization, and sailing in a vessel under

United States registration, fish in Canadian waters and land the catch in the United States. Natives of Annapolis County are occupied in this business, and many so engaged take up their residence abroad.

"The call for men for lumbering in the State of Maine and in New Brunswick at high wages for a short time attracts many of our working men, and lately Nova Scotia operators have undertaken operations in Newfoundland and Labrador, and our working men have gone there.

"The development of the coal and iron industry in Cape Breton calls for more men (of a class) than Nova Scotia can supply.

"The decline of wooden shipbuilding has seriously affected the population.

The Remedies.

"The fishing and fishing rights of Canada should be exclusively Canadian. The abrogation of the modus vivendi should be brought about as soon as possible.

"The preservation of our forests, better and more careful manufacture of wood products, without the enormous waste that has taken place in former years.

"The development of iron and gypsum mines in Annapolis and Hants counties.

"While large wooden vessels cannot now compete with steel there is an urgent call for smaller sail tonnage, and a hopeful revival in building this class of wooden vessels and also small steamers. I believe wooden propellers are safer and better adapted to our coastwise trade than steamers built of iron or steel, and that this may also be applicable to the coal trade between Cape Breton and Nova Scotia ports and for trading up the St. Lawrence.

Co-operative Farming.

"In farming the co-operative idea should give good results in holding our population. Co-operative apple packing and shipping would give employment at distributing points in the Annapolis Valley and lead to the establishment of factories for using waste stock for vinegar, cider, and evaporated fruits. If every farm could be put on a self-sustaining basis it would hold many of the young men who now leave the province. Too many farmers buy instead of raising their live stock and import feed and grain that should be grown on our own lands. I contend that there should be on the majority of farms sufficient wood growth to supply all needs for fuel, fencing, barrel and box cooperage.

"I would point out that the boy on the farm is too often driven away instead of encouraged to work at home, and that the opportunity to do good work for honest pay is entirely withheld or discouraged. Let a farmer's son have an interest in the home farm, let him be paid for his work or share in the profits, and we will hold many that now leave the province as soon as they can get away.

"To encourage immigration and increase our valley population, it is a prime necessity that there should be an established market value for farm products. In the past trading has been hampered and business turned in other directions because buyers have had to make their own prices and spend a great deal of unnecessary time to fill orders. The farmers of Hants, Kings and Annapolis counties should consider this matter seriously. There should be a regular market price for hay, cattle, butter, eggs, cheese, apples, etc. To fill an order for a thousand tons of hay should be a transaction that could be done in a day. I venture to say that it would take weeks, and much of this time wasted, to fill an order of this kind. This state of things is discouraging to both growers and buyers, and is detrimental to intending buyers of farm properties.

Value of Sentiment.

"When a stranger comes to reside amongst us or a new industry starts up, it should not be our part to stand ready to shy 'arf a brick' at the first chance. A community can be either for or against, in sentiment, in money matters or in work. Sentiment alone can kill what might otherwise turn out to be a prosperous undertaking with the very slightest encouragement.

"Another point—if we are to increase our population we must give employment. If every merchant in every town in the three counties engaged sufficient and efficient help to conduct his business in the most up-to-date manner, and if manufacturers and employers of labor made an effort to keep all their employes fully engaged all the time; if every well-to-do farmer employed men or boys so that every acre of his farm would give its proper return, would it not give work to ten times as many hands as are now engaged?

"How many of us know the merchant whose book-keeping is faulty, and his inability to supply what we are anxiously willing to buy; the manufacturer who seldom or never is up to time with his orders; the farmer with mistaken ideas of economy whose lands lie untilled and he is 'land poor.' Find work, give work, make work. Let those who have not tried it begin now, and we will have hopes of holding the rising generation in the counties of Annapolis, Kings and Hants."

At the London Congress.

A. M. Bell, of Halifax, was called upon to tell the convention of his experience in the Old Country at the Congress of the Chambers of Commerce in London, Eng.

Senator Ross then spoke upon the abrogation of the modus vivendi. Bait in fishing, he said, was the most important part of the industry. The fact that American fishermen took away the best bait from Nova Scotia injured the industry. In Newfoundland the American fishermen were compelled to get bait outside. Then came the opposite question. Americans made easier conditions for getting fish into the United States for those who served them well. Speaking for himself he believed in reciprocity with the United States. Another view was that the herring which the Americans wanted for bait were not much sought for eating purposes in Nova Scotia, and the selling of it to the Americans gave a living to poor people. Still another plea was that the British Government was not anxious to stir up any ill-feeling with the United States. Now if this abrogation were to be brought about, it must come through the Dominion Government. The Government, he knew, was not anxious to excite any ill-feeling with the United States.

A resolution was presented that the board urge upon the Government the abrogation of the modus vivendi.

Mr. Whitmore, of Canso, said that he believed it would be unwise to abrogate the treaty. He believed there was a large class who made a living by selling bait. It looked to him like class legislation. The privilege of selling to the American fishermen should not be taken away. This was good business to sell bait as well as supplies to the American fishermen. It would be impossible to prevent the Americans from catching fish. Their market was too great to be ignored. If we antagonized the Americans we would meet with reprisals later on that would be detrimental.

Fishing Grounds Being Depleted.

Prof. W. W. Andrews thought that reports showed that our fishing grounds were fast being depleted. We had lost our forest assets; were there chances of losing the fish? Surely bait could be sold to Canadian fishermen.

W. F. Humphrey said that information should be given as to how much in value was the bait sold to Americans; how much fish were caught by the Americans, etc.

Senator Ross said he believed that the ocean was as prolific in fish to-day as it was 100 years ago.

Mr. Whitmore said that Newfoundland was on the point of making a reciprocity treaty with the United States. He did not think it would be a shrewd thing to abrogate the treaty.

Mr. Birch, of Prince Edward Island, argued that the Americans protected their industries and we should protect ours. Canadians could give as much for bait as the Americans. The abrogation of the treaty would give all fishermen better chances. He referred to the rigid duty restrictions of the American buyers.

J. McKeen said there was a good deal to be said on both sides of this question and he would deprecate the board taking any action that would commit them to any drastic measure. Likely any resolution would irritate rather than do good.

It was moved and seconded that this matter be left on the table. It was moved in amendment and adopted that a committee of five be appointed to study the question and report upon it at the next annual meeting.

Union With West Indies.

The union of the West Indies and Canada was the next subject taken up. It was brought forward by the Board of Trade of St. John.

W. S. Fisher spoke first. He explained that last year a resolution had been passed urging closer relations between Canada and the West Indies. He asked the meeting to reaffirm the resolution of last year and allow the committee to keep on working towards this union of West India and Canada.

Mr. Fisher was of the opinion that there were many possibilities for trade in the union of the West Indies and the Dominion. It was purely for trade advantages. He had noted that the press deprecated the union owing to the difference in races, etc. The Americans were after the West Indies and Canadians should be awake to their interests and opportunities in the British West Indian trade. The sentiment now was strong in the Indies in favor of British connection and it was wise to make a live issue of the subject.

The speaker's remarks aroused great applause.

Seconding the motion Mr. Elderkin

said the United States were only too anxious to annex these British islands in the Caribbean Sea, and he could not see why the Government was so apathetic. He believed a delegation should be named of men who would go to Ottawa and bring the subject before the Government in the right way.

An Opposite View.

I. C. Stewart, of Halifax, said he was opposed to Mr. Fisher's views and he was sorry they could not agree. The industrial conditions of the West Indies were being improved by Sir Daniel Morris, the Commissioner of Agriculture, and no fears of hopeless decline need be entertained. The British West Indies now grew cotton, the finest cotton in the world. The Barbadoes were also much improved and the outlook was that Great Britain would be the great market for cotton and other products.

He felt that before the board passed any resolution every member should know more about industrial conditions in the Indies. He would suggest that they get a report upon the Indies and especially what the people there thought of union with Canada.

Mr. Fisher claimed that Mr. Stewart's statement regarding the growth of the Indies was an argument in favor of union.

Mr. De Wolfe said that the Government of Canada was opposed to union with the Indies.

A Public Benefactor.

A letter was read from John Williams, of Worcester, Mass., in which he stated that he had advertised the attractiveness of the Maritime Provinces for tourists.

Mr. Armstrong, the delegate from Yarmouth, stated that he knew Mr. Williams well, and that he was deserving of a vote of thanks. This was passed unanimously.

Mr. Fisher broached the subject of union of the West Indies and Canada at the evening session. The motion of Mr. Fisher was carried.

Immigration and Publicity.

The motions of Sydney delegate and the Halifax Board of Trade council regarding immigration and publicity had been considered as dealing with practically one subject and a committee which had been appointed to draft a new resolution brought in the following:

"Resolved, that the respective local Governments of the Maritime Provinces be memorialized to establish a provincial bureau of industry, publicity and immigration, to collect and tabulate detailed information as to cost, extent, description and location of vacant lands available for settlement, local labor supply, opportunities for industrial development, etc., etc., and have this and similar data printed together with suitable illustrated literature and other reliable printed matter relating to the resources of the provinces, circulated through competent channels; and also, that the agents of the provinces and of the Dominion in the United States and in Great Britain be requested to take active steps to distribute this material in quarters where it will do the most good; and further resolved, that such immigrants to Canada as may desire it be given an opportunity to land at a Maritime Province port at all times."

Union of the Provinces.

Mr. Maxwell, of St. John, advocated the union of the Maritime Provinces into one and moved: "That this board reaffirm its attitude of a year ago regarding the desirability of a union of the three provinces and that the executives for the ensuing year urge upon each Government that the matter be taken up for consideration at an early date." He argued in support of his contention that as years went by, there would be a reduction of Parliamentary membership. This had happened in Prince Edward Island, and it would happen in all the provinces. The unit of membership in Quebec at 65, according to the area of miles would affect the membership in all the provinces as Quebec had increased in area. The chances were that the Maritime Provinces would be continuously decreased in representation in the Federal House. He thought the name Acadia—a good Scotch name—might do well for a Federal name for a union of the three provinces. It would be a great economy to centralize the Government of the Maritime Provinces.

Senator Ross said the most serious question was the reduction of representation in the House. He believed the influence of a united province would be greater at Ottawa. It was a subject worthy of discussion by the Attorney-General of each province. He favored the union. (Applause.)

Mr. Stewart claimed that the basic principle of representation was on population. The population of the east did not increase and of course representation must decrease. The decrease of membership was a question which must be faced. He was in favor of Maritime union but not on the ground of decrease in membership. The chief ground would be economy and increased influence.

Captain Read pointed out that this argument would not hold in Prince Edward Island. There they had 25,000 more population than when they had six members and they now had four members. Under the present governmental conditions there were no provincial rights.

The motion in favor of Maritime union was carried.

The Dyke Lands.

The improvement of dyke lands in Sackville was the next subject considered. Prof. Andrews spoke of the importance of increasing and improving natural resources. At Sackville and West Amherst, he said, unions had been formed with a view to improving marsh lands. The purchasing power or earning power of the farmers around the Bay of Fundy was decreasing. Greater than all other industries was the problem of agriculture. Manufacturing came next to agriculture. The cost of reclaiming marsh would reach $100 an acre. When once done it would last one hundred years. The number of marsh owners was decreasing.

The following resolution was submitted by Prof. Andrews and seconded by Mr. Stewart: "That the Maritime Board express its approval of all efforts which may be made to increase the yield of the dyked lands of the Bay of Fundy and thus add to the productive power of these provinces, and therefore its population."

The question of sheep raising in Digby, Kings and Kentville was discussed at length. A resolution was moved by S. A. Bowser and seconded by G. De Wolfe and carried, in effect that the board record its vote in favor of legislation at the earliest possible moment which would meet the needs of the situation.

Captain Reid referred to the notable attention paid to the board's resolutions by the Dominion Parliament.

Rev. Father Burke's report upon the permanent committee was adopted.

F. C. Whitman, Annapolis; S. Y. Wilson, Halifax; C. H. Whitman, Canso; J. Agnew, Alberton; and J. L. Stewart, Chatham, N.B., were appointed a committee to look into the matter of the modus vivendi, and report upon it at the next meeting.

At the conclusion of the evening session C. H. Whitman, of Canso, entertained the delegates by reading an interesting paper upon the fish industry.

TRANSPORTATION IN CANADA.

H. F. McDougall, of Sydney, C.B., read the following paper on "The Transportation Needs of Canada, Grain, Coal, Iron and Steel Products:"

The great and urgent need for an improved system of transportation for the carrying inward and outward the product of the important and rapidly growing industries of the country is at the present time the most serious and most far reaching, as well as complicated, problem before the Canadian people.

There is neither complaint nor dispute as to the fact that Canada has for the past twenty-five years kept pace with the most prosperous and advanced of its contemporaries in providing facilities by land and water for its growing trade and industries. The very large expenditures on railways, canals and steamboat lines, added to which other very large indirect expenditures such as light, dock and harbor service, make up a total in the neighborhood of about $200,000,000—much in excess of that which reasonably could be expected of a small population spread over a very large territory.

Great Results Attained.

The fruits of those expenditures, however, have now reached a point of development far in advance of the expectations of the most ardent and sanguine advocates of those expenditures. In one item alone, that of grain, the product of that industry last year reached $100,000,000 in value, all of which was grown in a comparatively small portion of a vast area of country but a few years ago considered by a large portion of our people nothing but a waste and barren territory. The value of the present annual production of a small part of this great territory in grain alone would be sufficient to wipe out the whole public debt of Canada in less than 3 years. The rate of progress of further advancement in this industry in evidence at present, would justify an increase of over 100 per cent. in less than 10 years.

Looking Ahead.

Canada in ten years will be producing two hundred million bushels of wheat alone. The problem of transportation, therefore, is a most serious one, and one which needs immediate consideration. Heretofore the transportation of grain from the west over the C.P.R. has been nearly all together transhipped into lake shipping at Fort William and Port Arthur, at the head

of Lake Superior, a portion of which was carried to ports on the Ontario lakes and therefrom carried by rail to different points in Ontario, Montreal and Quebec. A portion came down by Detroit and the system of canals extending from Lake Erie to Montreal and a portion went to Buffalo and other points in the United States for transshipment to European markets. The Canada Atlantic Railway carried a large portion of this grain from Parry Sound, on the Georgian Bay to Montreal, but the system is circuitous and not by any means equipped for the handling of so large a traffic nor are the other railways with terminals on the lakes any better equipped with such facilities as should be required for the handling of so large a traffic with the expedition its importance demands in this growing line of transcontinental traffic. While specially adapted for the conditions that obtain for interprovincial and local traffic they fall far short of present requirements of the traffic that now offers for placing the products of the Great West at the distant market with that expedition called for by reason of climatic and geographical conditions. Expedition, therefore, is of necessity the principal factor in this problem, made urgent by a combination of natural disadvantages, chiefly that of the short season between the date when the grain is ready to move and the date of closing of navigation in the Great Lakes and St. Lawrence, and the long distance over which it is necessary to carry these products to reach open Atlantic ports in Canada in Winter.

Facilities Between East and West.

In order to overcome those difficulties, in a measure at least, and to meet the demands for increased transportation facilities between the west and the east, strong appeals have been made for the deepening of the canals between Montreal and the upper lakes. A proposition has been before Parliament for several years for the building of the Georgian Bay Canal, a system of stream navigation and several canals extending from Montreal by way of the Ottawa River and small lake waters extending to Georgian Bay on the Great Lakes. One very great difficulty in respect to those canal improvements is the long time before any relief could be obtained from this plan and other difficulties would be found in their very slow services, as well as in their imperfect connections.

First Consideration.

The first question to be considered is the fact that there must be an immense grain production henceforth in the Western Provinces of Canada and the great bulk of that grain must find its way to the Atlantic seaboard at the earliest possible date after being ready to move from the fields of production.

The second is that this part of the transportation must be done within about three months to escape Winter conditions, which practically close navigation on the St. Lawrence, as well as on the Great Lakes, by the first of December. The interest of the producer and the grain dealer in Canada would require at least one-half the product to find its way to markets beyond the handicap points within those three months before the close of navigation, with the remaining half to be forwarded via St. John, Halifax and Sydney ports during Winter, to be partly used in the supplying of home markets and partly for Summer export beginning in April or May.

Reserve National Channels of Trade.

The third is that, although for a longer period of the year shipments destined for European markets could find their way through the United States to the seaboard, the difference is not so great as to justify the abandonment of a policy so important and national in its character from various points of view, as that of maintaining the channels of trade and transportation within Canadian territory.

The fourth is that we have now a complete railway system from east to west, and that that system in handling this class of freight finds it necessary to drop the greater portion of it at Fort William and Port Arthur to be carried across the lakes, thence across the country to the St. Lawrence, instead of continuing over the additional distance of a thousand miles from Port Arthur to Montreal, or other points at longer distance on the St. Lawrence. That the two lines of railway now under construction between the east and the west are likely, on account of natural conditions of competition, to reduce the cost of haul to the terminals at the head of the Great Lakes and correspondingly lessen the practicability of any appreciable increase in the quantity to be carried over the new roads from head of the Great Lakes to the St. Lawrence which, owing to their further northern location, have to cover longer distances in reaching the St. Lawrence. Essentially those new lines east of the head of the Great Lakes must exist on passenger, mineral and timber traffic, with such ordinary colonization development as the country being opened up will be found adapted to.

Question of Transportation.

The question, therefore, resolves itself into the position of Canada for the purpose of trade having to have recourse to such means as will improve and cheapen its system of transportation from the head of the lakes to a point on the Georgian Bay, thence by rail across the Ontario peninsula to the St. Lawrence at or near Montreal, where the final transfer can be made to ocean steamers. This system would secure to this branch of the trade of the country the very best possible results during the three months immediately following the date when the first grain is ready to move. The Great Lakes navigation being open for nearly a month later would make it possible to continue those shipments during that time partly for domestic or inland markets and partly for export during Winter from St. John, Halifax and Sydney.

Montreal to Georgian Bay.

An air line of double track railway from Montreal to the nearest navigable point on the Georgian Bay, equipped with the most modern and perfect service for carrying and handling this class of freight, with docks and elevator facilities adapted to the handling in the quickest possible time the largest possible quantity of this class of freight, would necessarily call for a very much improved system of both elevator and dock facilities than exist under present conditions, but only such as would be warranted by the results that naturally would flow from the alternating of a number of broken and inadequate as well as antiquated services into a consolidated and enlarged modern service with expedition and cheapening of cost the chief objects in view.

The Coal Trade.

An important auxiliary to this trade is made possible by conditions not unlike those that handicap the free movement of the grain trade of Canada, that militate against the continuous development of the great coal industry of the country. The coal deposits of the Dominion, so far as these are in a state of development, are located east of the Province of New Brunswick and west of Manitoba, and the intervening portion of the country extending over 2,500 miles have to draw their coal supply over long distances from the two extremes or take their supply from the United States. At present Ontario is nearly all supplied from the United States, and Quebec nearly all from Nova Scotia.

The navigation of the St. Lawrence for deep sea shipping for six months of the year makes it possible for the coal of Nova Scotia to reach Montreal at a reasonable cost, a cost which, with the assistance of return cargoes that could be handled without detention, could be considerably reduced. In the County of Cape Breton there is mined annually about 4,000,000 tons of coal, about 3,000,000 of which finds its way up the St. Lawrence during the six months of open navigation in the St. Lawrence. The Province of Ontario consumes annually about 4,000,000 tons, and it is nearly all imported from the United States, about half being hard coal and not obtainable from Nova Scotia. Of the remaining 2,000,000 tons Nova Scotia, with an improved system of transportation and handling, should supply 1,000,000 tons at least during open navigation.

The Western Crop.

The same railway service that conveys the grain from the Great Lake points in Ontario should be made, with very little additional cost, adapted to the hauling of this coal from Montreal to within reach of the great centres of industry within the Province of Ontario. Much of the coal that comes from the United States into Ontario now comes by water to certain points and thence into the interior of the country by rail, which is accomplished with very inferior and expensive equipment, whereas the handling from vessel to rail at one point like Montreal could be done with the aid of the most modern coal handling appliances. Coal can be handled and stored much on the same principle as grain, by means of labor-saving appliances and modern methods. The trade once established through channels with strong guarantee for permanency such as the one proposed would justify permanent appliances for handling the product such as are now established at the shipping points of the operators and to some extent at Montreal.

First Requirements of the System.

First requisites for carrying out the proposed improved system of transpor-

tation of the chief products referred to, namely, grain, coal and iron and steel products :

A fleet of steamers to carry grain from the head of the Great Lakes to eastern points on the Georgian Bay in Ontario.

An air line double track railway from a point on the Georgian Bay over the most direct and shortest route to the City of Montreal.

A fleet of steamers to carry grain from Montreal to European points and from Montreal to Sydney, and return cargoes of coal to Montreal and points on the St. Lawrence.

Modern elevator, storage and transhipping equipment at Port Arthur, Fort William, and at a point on the Georgian Bay, Ontario; Montreal, Quebec; St. John, N.B.; Halifax, and Sydney, Nova Scotia.

A ship building plant and docks in the harbor of Sydney, Nova Scotia and at Halifax.

Milling plants at Georgian Bay point, Montreal, St. John, Halifax and Sydney.

Tendency of grain trade is growing more in favor of exporting the finished product and retain the off takes for the production of dairy and meat products.

Comparative value of grain shipments moving east from Port Arthur and Fort William, 1904 and 1905 :

In 1904 grain shipments moved from Fort William and Port Arthur amounted in value to $17,117,221.10, of which $14,302,086 was moved in Canadian vessels, chiefly to Owen Sound, Midland, Depot Harbor, Godench, Montreal, Toronto, and other points, on the Ontario lakes and shores of the St. Lawrence, while $2,724,135.10 was moved in United States vessels to Buffalo and Detroit.

During the past year (1905) this trade was increased to $19,139,184.20 carried in Canadian vessels to Canadian ports, and to $11,137,089 carried by United States vessels to United States points, and $81,793.10 carried in United States vessels to Port Huron, in Canada. Thus it will be seen that nearly all the increase of shipments of 1905 over 1904 found its way from Port Arthur and Fort William in United States vessels and to United States ports because Canadian owners were unable to handle it.

Important Facts.

Coal Production of Nova Scotia. — Annual coal production of Nova Scotia, about 5,000,000 tons, of which about 70 per cent. is mined and delivered for consumption and shipment in the harbor of Sydney, C.B.

Shipping Tonnage Employed.—Tonnage now employed to perform waterborn business of Canada is over 80,000,000 tons; at the present rate of increase 100,000,000 tons will be required sooner than it will be convenient to supply it from Canadian shipyards.

Shipping Owned.—Canada in ownership of shipping stands seventh in the world, Great Britain, United States, Germany, Norway and France being ahead in order.

Steel Ship Building.—Changed conditions in the iron and steel trade and increased demand for carrying tonnage must force Canada into steel ship building on a larger scale than at present. Twenty years ago 90 per cent. of the pig iron used was imported; at present less than 35 per cent. is imported.

Relative Shipping in Six Canadian Ports

Statement of arrivals of sailing and steam vessels at following ports for the year ending June 30, 1904 :

	Vessels.	Tons.Reg
Montreal :		
From sea	430	1,311,348
Coastwise	6,337	2,539,673
	5,767	3,851,020
Halifax :		
From sea	1,171	921,252
Coastwise	4,119	534,456
	5,290	1,455,708
St. John :		
From sea	1,396	333,275
Coastwise	2,286	342,618
	3,682	1,175,893
Sydney, N.S.:		
From sea	212	291,359
Coastwise	1,387	754,568
	1,599	1,045,927
North Sydney, N.S.:		
From sea	911	145,547
Coastwise	1,090	255,072
	2,001	400,619
Louisburg, N.S.:		
From sea	256	276,293
Coastwise	291	139,320
	549	415,613
Totals for Sydney Harbor :		
From Sea	1,123	436,906
Caostwise	2,477	1,009,640
	3,600	1,446,546

The Scheme Approved.

The reading of the paper was received with many marks of appreciation and at its conclusion S. P. Challoner, Sydney, seconded by Hon. Senator Ross, Halifax, moved :

Resolved, That an important system of transportation affecting the shipments of wheat from Western Canada over the Great Lakes and from the lakes at a point on the Georgian Bay to Montreal, for shipment by the St. Lawrence route during open navigation and by rail to St. John, Halifax and Sydney, after close of St. Lawrence navigation, and for the carrying of coal west, such as is outlined and advocated in a paper read before this board by H. F. McDougall, representing the Sydney Board of Trade, hereby receive the approval of this board.

The motion was carried unanimously.

Winter Route to P. E. I.

Hon. Geo. Hughes, of Charlottetown, P.E.I., moved that "Whereas, the Winter communication between Prince Edward Island and the mainland is still in a most unsatisfactory condition, therefore resolved, that this, the Maritime Board of Trade, urge upon the Hon. the Minister of Marine and Fisheries the great necessity of placing a more powerful boat than the Minto or Stanley in the Straits of Northumberland this Winter for the purpose of ascertaining the most practicable route for Winter navigation between Prince Edward Island and the mainland."

The motion was carried.

Freight Rates Too High.

It was moved by W. H. Dennis, of Prince Edward Island, seconded by J. E. Birch that "Whereas, the freight rates on the Intercolonial and Prince Edward Island railways are excessive as they now stand and detrimental to the best interests of these provinces, therefore, resolved, that the Minister of Railways be requested to reduce the said scale of rates to those in effect on these roads in 1905." Carried.

Mr. Hughes read the resolution regarding freight rates which was passed at the meeting in Moncton, N.B., in August, 1904, and moved "that this Maritime Board of Trade, now in convention assembled, re-affirm the above resolution and urge upon the Federal Government the necessity of adopting means to carry the same into immediate effect, thus placing shippers to and from Prince Edward Island on the same footing as those from Cape Breton Island and the Island of Vancouver."

A West End P. E. I. Boat.

J. E. Birch, Alberton and West Prince Board of Trade, moved, seconded by Prof. Andrews, "that one of the steamers employed between Prince Edward Island and the mainland for the purpose of inter-provincial communication in Winter be placed on what is known as the western route, so that the advantages of direct communication with the west be as often as possible afforded to the public."

The motion was carried.

The Fish Industry.

The following resolution proposed by C. H. Whitman, of Canso, and seconded by Rev. Father Burke, was carried :

"Whereas, the fresh fish business of the Maritime Provinces is already an important industry and is destined to be one of the leading industries of Canada, for this reason it being important that the railroads should be in the closest possible touch with the sources of supply ; therefore, resolved, that in the opinion of this board the Dominion and local Governments in the making of any future contracts for railway extension should insist upon the main sources of fish supply being included in any such extension where at all possible.

"Resolved also, that for the better encouragement of deep sea fisheries the Government of Canada should readjust the conditions warranting the reception of fishing bounties, so as to make the lobster period count in determining the time and quantity requisite for same."

Back up the Commission.

A. M. Bell, of Halifax, spoke on transportation. It was a mistake, he thought, to boom Montreal as a port for freight and mail. Montreal and St. John were good ports for distributing freight, but for mails and passengers he was in favor of Halifax and Sydney and other Maritime extremities. In advocating a route he must submit to modern engineering and all the arguments regarding ports were relative from the point of view of engineers. Mr. Bell proposed the following resolution based on a recent report of the Transportation Commission. This was seconded by Mr. Bentley, of Truro, N.S. :

"Whereas, the report of the Royal Transportation Commission in dealing with the requirements of the Maritime Provinces makes the following recommendations :

"(1) That the grades and curves on the Intercolonial Railway between Moncton and the Atlantic ports be as far as possible reduced in order to secure faster and cheaper transportation ;

"(2) That the Grand Trunk Pacific between Quebec and Moncton be built by the most direct route;

"(3) That equitable running rights be secured by the Intercolonial over the Grand Trunk system between Montreal and the Great Lakes; and also that similar rights be given the Grand Trunk Pacific over the Intercolonial between the Atlantic ports of the Maritime Provinces and Moncton.

"(4) That it is in the interests of Canada and the Empire that a high-class fast mail, passenger and express service be established to run semi-weekly between Halifax and Liverpool.

"(5) Be it therefore resolved, that the foregoing recommendations, being in line with the declared policy of providing Canadian routes for the carriage of Canadian products are cordially endorsed by this board, and the Federal Government are hereby urged to carry them out in the interests not only of the Maritime Provinces but of the whole country."

Remember St. John and Sydney.

Mr. Hathway, of St. John, criticized the proposed resolution and said the members of the Transportation Commission from Winnipeg had shown a lack of knowledge of eastern conditions. St. John and Sydney should be in that resolution.

H. McDougall did not like to see the resolution hurried through as it was. At Sydney there were two ports but there was only one harbor. North Sydney was one port and Sydney another. The port was open from one end of the year to the other during some years. It was not safe to say it was an open port.

Prof. Andrews thought Mr. Bell in behalf of Halifax had spoken in a broad-minded way on this question and the question was which would be the point of mail call, Halifax, St. John or Sydney. It was a Canadian matter and should be looked at in a broad Canadian way.

Mr. Hathway proposed, seconded by M. H. Thorne, of St. John, an amendment to Mr. Bell's resolution.

Captain Read would not allow the resolution to be put as an amendment. He ruled that it was a substitution, not an amendment.

J. S. Campbell, of Halifax, spoke in defence of Mr. Bell's resolution and elaborated on the problem in sight over the question of transportation.

W. H. Thorne, of St. John, spoke on the question of Halifax and St. John men coming together. They had tried this. The St. John men could not see eye to eye with Halifax men. St. John men objected to the Grand Trunk Pacific scheme. Direct connection to St. John should have been allowed, and owing to the G.T.P. scheme the representative in the cabinet from St. John resigned. St. John further thought that as the mail service had been divided, St. John should be considered.

Mr. Stewart moved in amendment that clause 2 be eliminated from the main resolution.

Mr. Fisher explained that St. John was not jealous of Halifax. They wanted to have a just share in the resolution. The St. John men were willing to concede a great deal, but it was impossible to vote for the resolution as it stood.

Hon. Mr. Hughes extended an invitation to the board to meet next year at Charlottetown.

Mr. Sumner, of Moncton, spoke as an unprejudiced man, and said he thought the resolution should go through as it stood.

The amendment was put and lost by a large majority.

Mail at North Sydney.

It was then moved by Mr. Challoner and seconded by A. M. Bell, that the following new clause be added to the original resolution and the whole offered as an amendment.

Hon. J. N. Armstrong, of North Sydney, suggested a further addition to the main resolution. Mr. Challoner and Mr. Bell, as well as Mr. Bentley, the seconder of the original motion, all agreed to this. After much parleying over parliamentary usage the question was put and carried with this addition:

"Further resolved, that as the contract entered into by the Dominion Government for the carrying of the mails places the option of the Minister of Trade and Commerce of obliging the subsidized mail and passenger steamers that make their terminus at Quebec and Montreal to call at North Sydney; that it is desirable in the opinion of this Maritime Board of Trade, particularly in the interests of the Maritime Provinces, and generally of all Canada, that the option of the minister should be exercised so that the mail steamers call at North Sydney accordingly."

The New Officers.

The committee to nominate officers, comprised of M. G. De Wolfe, Rev. A. E. Burke, W. F. Hathway and N. T. Weldon, reported as follows: President, W. S. Fisher; first vice-president, A. M. Bell; second vice-president, Hon. Geo. E. Hughes, Charlottetown; secretary-treasurer, Chas. M. Creed, Halifax; auditor, G. M. De Wolfe, Kentville; recording secretary, M. Anderson, Halifax.

The report was approved unanimously. Mr. Fisher was congratulated warmly upon his election and all the other officers received similar greetings.

A Pleasant Outing.

The afternoon was occupied by an automobile drive to the Chignecto mines, and most of the delegates participated. The Board of Trade of Amherst were the hosts. After inspecting the mines and enjoying an ideal drive on a perfect road with finest of weather, a stop was made at the Government experimental farm.

There a band was playing and the ladies of Amherst had prepared the best of refreshments, which were served on the beautiful lawn.

When the meal was over the guests assembled in front of the house and a photograph was taken of a group of 150 at least, including as many of the ladies as wished. Speeches of appreciation and welcome were made by the different officers of the boards of trade and by R. Robertson, head of the farm. Cheers were given for Amherst, the ladies, and the boards of trade.

In driving back to the city the electric illumination of the Rhodes-Curry Co.'s factory was a feature that attracted attention.

The board of trade after its holiday resumed sessions promptly at 8.30, even before all the delegates had returned.

Help for Railroad.

Thos. Keiler, delegate from Queens, set the ball rolling by a report regarding a new railway from Digby to Liverpool.

The following resolution was adopted: Moved by T. Keiler, and seconded by W. M. Jarvis, "That the Government be urged to grant adequate financial assistance to any company that will build a railroad from Liverpool, in the County of Queens, to Digby, in the County of Digby, by way of Caledonia and Bear River, thereby affording railway connection to a section of Nova Scotia which is now without such connection and placing the towns along the route of the proposed railway on more equal terms with other parts of the province."

A paper on "Shipping, Old and New," was read by F. McDougall, of Moncton. He spoke highly of Nova Scotia and New Brunswick sailors. All over the world Nova Scotia sailors were in demand. They, he claimed, were the best sailors in the world.

A motion by Father Burke and Hon. G. E. Hughes was passed that the expression of the board on the P.E.I. tunnel passed last year be reaffirmed.

To Revive Shipping.

In connection with the shipping paper, the following resolution, offered by the Moncton Board of Trade, was adopted:

"As it is of the first importance to the Maritime interests of Canada that we should secure and hold a place in transportation by sea, therefore, to revive our fast declining shipping industry it is desirable to promote Canadian ship owning under the new conditions now prevailing; moreover, as supplementary or corollary to this, it is necessary that Canada should have the power to limit the coasting privileges now enjoyed by European nations;

"Therefore, resolved, that in the opinion of this board the Dominion Government should first pass a ships subsidy bill for the promotion of sea-going Canadian owned tonnage, and second, take such steps as will secure for Canada the privilege of cancelling existing coasting privileges now enjoyed by foreign countries under old Imperial treaties, the idea being to have Canada control these treaties as we control our tariff."

H. F. McDougall, of Cape Breton, suggested an addition to the resolution to the effect that a recommendation might be made to the Government asking for support to the industry of building wood and iron ships.

Want M. P.'s to Attend.

It was moved by Prof. Andrews and seconded by Hon. G. E. Hughes, and resolved, that the secretary notify all provincial representatives in the Federal Parliament that it is the desire of the Maritime Board of Trade that they attend the annual meetings of the board and take part in the proceedings.

Lower Postal Rates.

The question of reduced postal rates was dealt with unanimously in a resolution put forward by J. L. Stewart, of Chatham, N.B., and seconded by W. L. T. Weldon, as follows:

"Whereas, although letter postage has been reduced, the rates on some other postal matter, particularly miscellaneous printed matter, has been materially increased;

"And whereas, the postal revenue has so greatly increased that a surplus has been reported by the department;

"Therefore, resolved, that in the opinion of this Maritime Board of Trade these increased rates should be reduced to at least the rates that prevailed before the increase was made."

Technical Education.

The subject of technical education was dealt with by A. A. Hayward, of the Mining Institute of Halifax, in the following resolution :

"Whereas, the commercial and industrial success of the foremost nations of the world at present has been in a large measure due to technical education in equipping the men of these nations to better develop their natural resources ;

"And whereas, individuals, communities and national governments are supporting technical institutions in all parts of the world ;

"And whereas, the great natural resources of these Maritime Provinces demand technically trained men for their more efficient and complete development ;

"And whereas, the industrial trend of the age demands that our young men should have an opportunity to acquire the highest technical training within their own borders at a moderate cost to themselves ;

"And whereas, a sum of money more than large enough to support local technical institutions is annually paid to alien institutions by students from the Maritime Provinces ;

"And whereas, higher technical institutions, situated in the Maritime Provinces, would be best able to cope with the industrial problems of this eastern section of the Dominion of Canada ;

"And whereas, delegates from Nova Scotia colleges and from Mount Allison of New Brunswick, assembled in Halifax, April 19, 1906, to discuss better and more efficient means of technical education, endorsed the facts already outlined and promised their hearty co-operation, and requested the Government of Nova Scotia to enact such measures as would bring about the establishment of such an institution as the conditions demand ;

"Therefore be it resolved, that it is necessary that higher technical institutions should be established in each Maritime Province, equipped with such laboratories and instructors for teaching and research as the local needs demand ;

"Further resolved, that this Maritime Board of Trade recognizes the importance of greater facilities for higher and more complete technical education at home, and pledges itself to do all in its power to promote the establishment of institutions that will more fully equip our young men to develop our great natural resources and place these provinces in a better position to share in the industrial prosperity of the age.

"Resolved also, that this Maritime Board recommend to each local board of trade that on account of the paramount importance of the subject, it be made a matter of discussion at least at one meeting of each board of trade during the year in the hope that the interest of our people be thoroughly aroused in this matter so vital to the continued industrial development of the provinces."

Prof. Andrews spoke upon the resolution and presaged in glowing terms of the magnificent possibilities of the Dominion and the coincident part which technical education would play in this development. He dwelt upon the great need of trade schools in all growing centres, conducted on the lines suited to the existing industries and conditions locally.

Other able speeches were made upon the subject by Mr. Hathway, of St. John, J. McKeen and R. Maxwell, of St. John, and the resolution was carried.

The following resolution submitted by the Truro, N.S., Board of Trade was carried :

"Whereas, by an act of the Legislature of Nova Scotia passed 27th of March, 1902, the incorporated towns of Nova Scotia are deprived of the privilege of granting permission for the opening of streets for the purposes of supplying light, heat and power ;

"Therefore, resolved, that in the opinion of this Maritime Board of Trade the said act should be amended and the incorporated towns of Nova Scotia should be given the privilege of granting permission for such purposes, subject, however, to a majority vote of the ratepayers of any town."

The auditor's report was read and adopted as follows :

Amherst, N.S., August 16, 1906.
The Maritime Board of Trade,
To Charles M. Creed,
Secretary-treasurer.

To general expenses	$ 74.39	
Printing resolutions, circulars, paper, etc.	37.75	
Annual report	70.75	
Secretary's salary	125.00	307.89
Credit.		
Balance on hand	$104.62	
Subs. paid	219.85	
Do unpaid	79.30	299.15
		403.77
Balance		$95.88

Examined and found correct.
M. G. De Wolfe,
Auditor.
Amherst, August 16, 1906.

Mr. Creed made a cheerful speech at the conclusion and thanked all the members for kind wishes for him.

Captain Read in concluding the session asked Mr. Fisher to take the chair, and designated him a "worthy successor."

Mr. Fisher spoke briefly thanking the board and stating that he would endeavor to do his best in taking up the work of worthy predecessors.

A. M. Bell brought in a vote of thanks to Captain Read who very suitably responded.

A vote of thanks was passed to the Board of Trade of Amherst, moved by A. M. Bell and seconded by H. F. McDougall.

Mr. McKeen replied on behalf of Amherst.

M. G. De Wolfe moved a vote of thanks to the MacLean Publishing Co. for their friendly work in connection with the Board of Trade.

The next place of meeting was voted upon and St. John was chosen.

NOTES.

Amherst was gaily decorated with flags, and the whoe town said welcome.

Capt. Read was an ideal chairman. At critical moments his judgment proved of great value.

The local club was open to all delegates and Mr. Curry, jr., made a cordial host wherever possible.

No man seemed to have more of the knack of making others happy than W. S. Fisher, the popular new president.

Secretary Weldon, of the Halifax Board of Trade, was an active though quiet participant in all the proceedings.

There were two senators, Ross and Wood, at the convention. They added their knowledge of procedure to a dignified gathering.

Mr. Atherton, the head of the local entertainment committee, was a wonder and he deserved all thanks. Mr. Ross and others also assisted.

E. K. Spinney, of Yarmouth, was much missed at the convention. His ears must have burned if saying nice things about him would cause it.

G. DeWolfe was described jokingly as a professional "introducer." No man did more to make strangers feel at home and especially in the case of newspaper men.

Mayor Silliker, and Mr. McKeen, president of the Amherst Board, made everyone welcome. There is no doubt about why Amherst is going ahead. Mr. Fisher solved it: "They have the right men."

TO IMPROVE POTATOES.

Department Expert Tells How to do it —A Breeding Plot.

T. G. Raynor, of the Seed Branch of the Ontario Department of Agriculture, writing of how to improve potatoes, says :

"It is true that the potatoe balls are the medium for originating new varieties, and that many potato growers let their varieties run out; but is it not due largely to the fact that so many growers sell or eat all the large ones and plant the small ones? The contention of the seed branch is that having once got a good variety, growers should stay by it as soon as it is acclimatized, and improve it by selection and using a breeding plot.

"Let the potato grower in starting out to improve his variety, note the strongest and best growing hills by putting down a little stake by them. We will say he selects 50 hills in this way. When they are ready to dig, let him dig the 50 hills first and from them select 20 hills which he considers the best in the lot. Let him keep in small bags the product of each hill by itself, and the following season plant eight of the best potatoes saved from each hill, in a row, one potato in a hill. Then from this plot select 20 hills again of the best for a breeding plot the following year, and keep all the seed on the breeding plot for planting except, of course, the small ones, which should be fed. In this way we can hope to keep up the standard of any variety and should improve it some from year to year.

It has been found as a result of experimenting that the largest and best yields of potatoes were obtained from cutting large potatoes to one or two eyes, and planting one piece in a hill. The most economic production, however, has been the result of planting medium potatoes cut to two eyes. Each eye corresponds to a seed and too many plants in a hill act like weeds."

GATEWAY TO THE ATLANTIC

Halifax the Busy and Beautiful—Early Beginnings and Commercial Development—Outlet of Canada's West Indian Trade—Some of its Progressive Business Houses.

Every person of school age and over in Canada knows Halifax as the chief military and naval station on the North Atlantic, as the most easterly city of the Dominion and as the location of one of the finest harbors in the world. Unfortunately comparatively few of them reared west of the Maritime Provinces ever see it. Halifax is one of the most thriving and one of the most beautifully situated cities in the Dominion. No one can better speak of it than John Forrest, president of Dalhousie College, and in an article for the American Science Monthly's encyclopedia he says:

"Halifax, the capital of the Province of Nova Scotia and county seat of Halifax County, a city and port of entry on Halifax Harbor on the Intercolonial and Dominion and Canadian Pacific Railways. The harbor, originally known as Chebucto, 'chief of havens,' is one of the best in the world. It is 16 miles long from north to south, with an average width of a mile, and terminates in Bedford Basin, a beautiful sheet of water four miles wide, affording 10 square miles of safe anchorage. The Northwest Arm, an inlet on the west of the city, is a charming bay, on the shores of which are many of the villa residences of the wealthier Haligonians. The harbor is protected by eleven forts and batteries. A citadel crowns the hill on the slopes and at the base of which the town is built. The streets are regularly laid out on a rectangular plan, are lighted by gas and electricity and have electric street car line. The public buildings are built chiefly of freestone, the houses of wood.

Means of Communication.

"Halifax is the chief British naval station in North America and has extensive dockyards. * * Halifax has railroad communications with all parts of the Dominion and the United States and steamship lines connecting with Great Britain, the West Indies, Boston and New York. The chief occupations of the inhabitants are commerce and fisheries. The city has considerable West Indian trade, exporting lumber, fish, and agricultural products, and importing sugar, rum, molasses and other subtropical products. Most of the commerce of the province is carried on through Halifax. The principal manufactures are iron castings, machinery, agricultural implements, nails, paints, gunpowder, cordage, leather, boots and shoes, clothing, soap and candles, cotton and woolen goods, and woodenware. There are also sugar refineries, distilleries and breweries.

"Halifax was founded in 1749 by Hon. Edward Cornwallis, and named in honor of the Earl of Halifax. The following year it was made the capital of Nova Scotia, then including New Brunswick, in place of Annapolis. In 1817 it was declared a free port. In 1842 it was incorporated a city."

World-Wide Trade.

The business of the city is large and increasing, and there are several firms who trade extensively all over the Dominion, such as the Dominion Molasses Co., Wm. Stairs, Son & Morrow, the Starr Manufacturing Co., of Dartmouth, and others.

The shipping trade of Halifax is growing rapidly. The exports as well as the imports show steady increases and this serves as a barometer to all students of trade development. During the month of August the city streets were nearly all torn up and new pavements are rapidly replacing old uneven roads. There are signs of improvement on every hand. Fine new business buildings are in course of construction and Halifax is enjoying its share of the general prosperity of the Dominion. Steamship lines of the first importance trade with Halifax. Manufacturers are always given openhanded treatment by the Halifax City Council and the attractions for industrial enterprises are numerous.

Levi Hart & Son.

Founded in 1848 by Levi Hart, now the president, Levi Hart & Son are one of the oldest business houses of Halifax. Since their establishment they have carried on a large, successful and ever increasing fish business, being now one of the largest exporters in North America.

In January, 1901, they formed themselves into a joint stock company, combining a flour and feed business with their fish industry. They purchased the Crown Mills, having a daily capacity of 500 barrels, and have since improved the plant so that it is now thoroughly up-to-date and is in charge of a competent miller from Western Canada. Their Gold Dust brand of cornmeal is a standard in the Maritime Province market.

Besides being millers themselves they represent several of the best flour mills in Ontario and the west, notably the Brant-Wood Flour Mills, of Brantford, Ont., and have a large and growing trade in mixed cars of flour, feed, rolled oats, etc. They make a specialty of handling grains.

In fish they export to the New York, West India, South American and Mediterranean markets. In consequence of their extensive range of trade they are in an especial position for handling advantageously for their customers all fish and grain products, either by sale or purchase.

The business is under the direct management of H. Flowers, Jr., widely known for his energetic and pushing capabilities. He is assisted by an efficient and obliging staff. It is a pleasure to do business with such a firm.

H. W. Wentzell & Co.

This firm is reputed to be the largest wholesale grocers in the Maritime Provinces and their large warehouse in Halifax is one of the finest in Eastern Canada. The firm has been established nearly twenty years and it has distanced some of its oldest competitors. How they have done it is simply by hustling, and anyone who knows Howard Wentzell will not long wonder why the business has succeeded so well. He is a worker and his whole staff seem imbued with his spirit. They have a sign out, "The busy store," and it is aptly chosen.

Their fine block was known formerly as the Kenney block. It consists of four fine floors all lighted by electricity and fitted with electrical elevators. Everything is up-to-date. They are direct importers and have their own bonded warehouses. Their annual turn-over is very large, as it must be to insure their dividends, since their margins in many cases are very small. One of their specialties is the Three Star brand tea, which is widely and ably advertised. Mr. Wentzell is also the largest shareholder in the Cape Breton Wholesale Grocery Co., of Sydney, C.B.

J. Frank Crowe & Co.

The wholesale grocery business of J. Frank Crowe & Co. is one of the most important, though it is one of the youngest, in Halifax. Mr. Crowe is very popular in business circles and his trade is continually increasing. Since he purchased the business in 1897, increasing vigor has characterized it, and to-day it stands in the front rank. The premises are well located at the head of City Wharf, Water street.

The Moirs Co., Limited.

The Moirs Company are said to be the largest confectionery and biscuit makers in Halifax. They put out branded goods and do a very large trade. Their biscuit trade covers the Maritime Provinces thoroughly, while their chocolates and candy are very well known. They have a fine plant in the heart of the city.

The Halifax Hotel.

The comfort available in the Halifax Hotel is of the home type. Bright, clean, luxuriously furnished and elaborately appointed, the house stands easily as the aristocratic and leading hotel of the east. About a year ago the present company took charge under the management of E. L. Macdonald. New life has characterized every department and hundreds of guests have visited the hotel this Summer and are now personal advertisements for it. The house looks out on the harbor of Halifax and a fine conservatory lends additional attractiveness to the handsomely furnished drawing-rooms. The bedrooms are well lighted and airy. Every accessory to modern hotel life has been employed as well as an excellent cuisine. The dining room is most attractive and a first-class orchestra lends additional charm.

BEHIND WITH SOAP ORDERS.

The St. Croix Soap Manufacturing Co., producers of Surprise soap, have made extensive improvements and enlargements in their plant and this work has curtailed their output to some extent for a couple of months. Though the factory is again in full swing with a largely increased capacity the company find considerable difficulty in filling their orders promptly. This is partly because their business has increased very much this year. They hope, however, to soon catch up, but in the meantime are treating the customers as well as they can in the matter of shipments.

T. J. McCammon, grocer, Moose Jaw, Sask., is building a new store and expects to be in it early next month. Mr. Rondell, formerly with Cullend Co., London, Eng., arrived a fortnight ago to assume his duties in the store and will give his attention to the stores' Old Country customers.

TO BE CANADA'S WINTER PORT

High Ambition of the City of St. John—Its Early History—Landing of the N. E. Loyalists—Some Leaders of its Business Life To-Day.

The town derives its name Saint John from the river which pours into its excellent harbor. The river was named after a great prelate who lived in 1630 when Chas. Le Tour built a fort at the river's mouth. It became the scene of many stirring events. Much romance is found in the history of the district from 1670 to 1713, when the region was ceded by France to England. In 1758 the place was occupied by English soldiers and was called Fort Frederick. In 1762 the first English settlement was made by New Englanders. Three thousand loyalists from New York landed in St. John in 1783, just after the revolutionary war, and in 1785 these men were largely the founders of the city which was granted a charter in that year. The Province of New Brunswick had been formally established a year previous.

St. John as a Trade Centre.

In 1904 Sir Thomas Shaughnessy, president of the C.P.R., said: "With all that may be said upon the subject, the Canadian Winter port must of necessity be at St. John or in that vicinity. There are one or two other points quite close to St. John that could be utilized, but at either of these it would be necessary to start anew and build a port, where there would be none of the advantages of a city of considerable size like St. John."

When work now in progress is completed, the City of St. John will have spent upwards of a million dollars to provide harbor facilities to accommodate the Canadian export and import trade during the period when the St. Lawrence is closed to navigation.

The waterworks system just completed shows an expenditure of two millions to provide a gravitation system of the purest water, having its source in a chain of lakes.

The city has spent $538,000 on a sewerage system. They have a new ferry steamer costing $80,000, connecting the eastern and western sides of the harbor, and it compares favorably with similar craft in Boston and New York. The people are industrious and intelligent. The business men are easy to meet and pleasant to deal with at any time.

A Renowned Harbor.

The harbor is a wonderful place. It has the advantage of being at the mouth of the River St. John. New wharves are to be erected, the Government having let contracts which will be carried out next year. Just now the Federal Government is considering the question of nationalizing the port of St. John. This was recommended by the Transportation Commission in its recent report to the Government.

The city has unrivalled facilities for cheaply gathering raw material, of which lumber, lime, coal and iron are at her doors and others within easy reach by water routes. There are splendid facilities, too, for distributing the finished product. There is an equable climate Winter and Summer and work need not cease because of low temperature.

Exceptional opportunities are available for low freight rates to and from the United Kingdom and South Africa in Winter by regular steamship lines. Summer and Winter services are carried on to Glasgow, Liverpool, London, United States and the Indies.

The city deals liberally with all promoters of bona fide industrial enterprises. With cheap water, moderate insurance rates, efficient fire protection and intelligent labor the city possesses four of the cardinal advantages to attract industrial ventures.

St. John is the Atlantic terminus of the C.P.R. and one of the terminii of the I.C.R. and will be one of the Atlantic terminii of the Grand Trunk Pacific. It is easily the chief Winter port of Canada. It is the chief depot for the fish trade of the Bay of Fundy with fine fish-curing and packing houses for home and foreign trade. There is an estimated population of 50,000 people and St. John has a future that is worth the careful consideration of business men.

White's Restaurant.

One of the chief attractions of St. John is White's restaurant, a picture of which is given here. Mr. White is a brother of White, the candy man, and the two enterprises work well together, though entirely distinct. The cafe and confectionery store are on King street and constitute one of the busiest places in the city. The restaurant is renowned for its excellent dining parlors, its fine cooking and its extremely low prices. It has equipment, accommodation and style equal to the finest and much more expensive restaurants.

Thomas White, head of the White Can-

WHITE'S RESTAURANT, ST. JOHN, N.B.

RETURNED
AUG 28 1906
To Owner
Cut Book 54.
Page 11

dy Co., naturally provides the candy for the restaurant and it, too, is just as popular with the Maritime public and tourists. White's chocolates are hard to beat and are being sold all over the Dominion.

The Crosby Molasses Co.

Since the last convention of the Maritime Board of Trade, at which L. G. Crosby was a delegate, his firm has been changed to a stock company under the name of the Crosby Molasses Co., Limited. Mr. Crosby has taken his very capable son, Fred S. Crosby, into the company as secretary-treasurer. This company claims to be the largest direct importer of molasses in Canada. Mr. Crosby, the president of the company, has been in the molasses business for over a quarter of a century. He is a native of Yarmouth, N.S., where he started in the West India shipping business in 1888. He has been located in St. John for over eleven years. His frequent trips to the West Indies keep him in touch with the finest import trade and all customers can depend upon the Crosby Molasses Co. In addition, the company export large quantities of Canadian products, such as lumber, shingles and flour.

Charles H. McDonald.

Charles H. McDonald has opened fine premises for himself on Water street and has secured a number of fine agencies. He is a St. John boy and has made a good name for himself in business. He served Malcolm MacKay in the lumber business, and there received a sound training. Later he joined the wholesale grocery and tea house of H. W. de Forest. There Mr. McDonald established the reputation of being a hustler and he early got the notion of starting out for himself. At the age of 26 years he is started as a manufacturers' agent and importer, and with his brains, energy and determination success must attend him. He has four fine warerooms, all equipped for storage. Among his chief agencies are Guggenhime & Co., San Francisco, fruits; the Campbell Milling Co., Toronto; Canada Milk Condensing Co., Antigonish; Dalton Bros., Toronto.

Baird & Peters.

Baird & Peters have a very fine wholesale grocery which dates its inception from 1886, when it was founded by John H. Baird and C. H. Peters, the latter being head of the firm to-day. They cover the provinces thoroughly with a highly efficient staff of travelers and have a leading trade. The firm also control Vim tea, a high grade blend created by this firm.

G. E. Barbour & Co.

G. E. Barbour, head of the wholesale grocery house bearing his name, is a splendid type of business man. It is gratifying to note that the firm is doing a fine business and that they are rapidly climbing past old-fashioned competitors. They own the Maritime Spice Mills and do a large and growing trade all over the provinces. A competent staff of travelers is employed and all orders receive prompt and careful attention. Personally Mr. Barbour is a model of business astuteness combined with fine social qualities that win the good will and respect of all with whom he comes in contact.

Northrup & Co.

This company has been established in St. John since 1883 and at first went under the name of H. & W. Northrup. In 1890, I. H. Northrup was taken in as a partner, when the name was changed to Northrup & Co. The firm has won its way by intelligent progressiveness and good management. They have several good agencies and look after them. Fish is their specialty and they pride themselves upon the superior quality of their goods and their prompt attention to orders. Braun's canned clams is a line they push with vigor. They are great sellers and find favor in the trade.

T. H. Estabrooks.

No reference to St. John business men would be complete without the name of T. H. Estabrooks, the Red Rose tea man. His handsome five-storey-and-basement warehouse is an architectural ornament to St. John. Since May, 1894, Mr. Estabrooks has been building his success upon the rock of business integrity and hard work coupled with the best of judicious advertising. He has today one of the finest tea warehouses in Canada. He has seventeen travelers in different parts of Canada and the popularity of his tea is increasing daily.

St. John's Leading Hotel.

When down by the sea, in Canada, scarcely any traveler omits to call at the Royal Hotel, St. John. It is unique for many reasons. First, it is genuine home; second, it is a result of years of good management and development. The hotel is well located on King street and is constructed so as to face on two streets making an ideal hotel site. It is furnished from basement to attic with the best and newest hotel comforts and accessories. The hotel is owned and managed by two partners, W. E. Raymond, nephew of the man who founded it nearly half a century ago, and H. A. Doherty, who has been with the house for 37 years. He has risen from the position of bell boy to that of one of the proprietors.

Messrs. Doherty and Raymond make a great team. Mr. Doherty is attentive to all the tiring details of this big house, and always pleasant and obliging. Mr. Doherty is liked, as his partner is, by all who know him. Both take an active interest in the welfare of St. John. In the office of the hotel is Mr. T. B. Reynolds, the chief clerk. He is know almost as well as the proprietors for his unfailing good temper, capability and politeness. He is called the "Beau Brummell" of Canadian hotel clerks.

ITEMS OF INTEREST.

O. Nichols, confectioner, Rodney, Ont., is dead.

A. V. J. Herbert, grocer, Ottawa, has assigned.

The Bank of Hamilton has opened a branch at Carievale, Sask.

Dufault & Bilodeau, grocers, Montreal, have dissolved partnership.

W. Lavique, grocer, Montreal, has assigned to Alex. Des Marteau.

Octave Fournier, grocer, Fraserville, Que., has assigned to P. Langlois.

Robt. Miller grocer and flour and feed merchant, Grand Valley, Ont., is advertising his business for sale.

W. B. Hampton, grocer, Fort Erie, Ont., has assigned to C. S. Scott.

The assets of J. Pauze, crockery merchant, Montreal, are advertised for sale.

M. McNeil, general merchant, Lavoz, Alta., is offering the business for sale.

J. H. & G. L. Leclaire, grocers, Montreal, have been registered as Leclaire Frere.

Mahen & Wurtele, general merchants, Arthabaska, Que., have dissolved partnership.

Theo. Laconline, general merchant, Chateau Richer, has effected a compromise.

Peter L. Van Duzen, grocer, Barton Township, Ont., has assigned to W. G. E. Boyd.

John D. McAllister, general merchant, Beaver Lake, Alta., has removed to Mundare.

J. J. Kearns & Co., general store, Blind River, Ont., has assigned to W. S. Robertson.

The grocery stock of W. B. Crawford, Ottawa, was disposed of by sheriff's sale last week.

Jno. W. Chittick, general merchant, Waterdown, Ont., has sold his business to W. D. Airth.

Mrs. Stephen Wilkinson, Essex, Ont., has sold her grocery and crockery business to W. D. Beattie.

Chas. Jeffery has purchased the grocery and crockery business of George Bonnsall, Blenheim, Ont.

Lord Provost Cuthbert, of Perth, is hon. president of the Scottish Commercial Travelers' Association.

Louis Lavigne and D. L. G. Lavigne, general merchants, Lawrenceville, Que., have registered as Louis Lavigne & Fils.

Whitney Bros., general merchants, Essex and Wheatly, Ont., have sold the Wheatly business to Everett Omstead.

J. T. Chillick, of Walkerton, Ont., formerly general merchant at Cargill, has purchased the flour, feed and seed business of the Thorp Co., Guelph.

Loiselle, Archambault & Co., Red Deer, Alta., groceries, boots and shoes, have dissolved partnership and the business will be continued by A. Loiselle.

The Fraser River Canners' Association, of British Columbia, have memorialized the Fisheries Commission for a reduction of the head tax on Chinamen from $500 to $100, the old figure. Scarcity of labor is the reason given.

A model refrigerator has recently been installed in the grocery department of the Hudson Bay Co's store, Winnipeg. It is of hardwood, 32 x 15 x 8 feet, handsomely finished with heavy plate glass panels on two sides. The interior is divided into four compartments. The largest is used for smoked and cooked meats, dressed poultry and eggs, another for cheese, and the fourth for a tempting display of fruit and is so arranged that customers can select from the outside. The capacity of the ice chest is 8,000 lbs. Two modern marble topped counters have also been installed.

White's

ST. JOHN, N.B.

Chocolates and Caramels

STRICTLY FIRST-CLASS

Received Medal at Paris, 1900

Put up in 1-lb., ½-lb. and 10c. boxes, for fine retail trade. Put up also in 5-lb. boxes bulk.

WHITE'S RESTAURANT and CONFECTIONERY is the leader, not only in St. John but in all the Maritime Provinces. ***Unique*** and without a rival

Correspondence invited from leading Grocers, Druggists and Confectioners in every town.

SAMPLES ON APPLICATION

THE WHITE CANDY CO., LIMITED

ST. JOHN, N.B.

AGENCIES: MONTREAL—J. S. CREED, Board of Trade.
WINNIPEG—R. L. MORAN, 62½ Princess St.

"Read Your Answer in the stars"

THREE STAR TEA

THREE STAR TEA

"Where can I get **a tea** that my customers will like — which I can sell again and again on a profitable basis and which will always be uniform in quality?"

Three Star Tea

Answers these questions!

H. W. Wentzell & Co.

"The Big Store."

HALIFAX, N. S.

MOLASSES

A large and fresh stock of the following brands always on hand.

PORTO RICO.

Cintron Brand (Fajardo) Extra choice Molasses.
Bird's Leon Brand Extra Choice Molasses.

BARBADOS.

Jones & Swan Brand (Choice Grocery)
Jones & Swan Brand fancy Molasses.

All the above goods are direct importations and quality guaranteed the best.

Write or wire for Quotations

The CROSBY MOLASSES CO., Limited

Office—7 Nelson St. *St. John, N.B.*

PRICES ALWAYS RIGHT

LEVI HART & SON, Limited

HALIFAX, N. S. P.O. Box, 213

Flour, Grain, Feed and Hay Dealers
Cornmeal Millers

AGENTS for

ROYAL GOLD VIENNA BUNS, NORTH-WEST GEMS

Mixed Cars with Feed a Specialty

Commission Merchants and Fish Exporters

Buying all kinds of Dry and Pickled Fish

Correspondence solicited with a view to the exchange of products.

Right Prices and Right Goods Our Motto

TO THE
WIDE AWAKE DEALER

Handle Fish in the up-to-date way.

The modern way is the package way. **Convenience, Cleaness, Character.**

Our Company has been organized for the purpose of putting on the market a high grade product of Boneless Codfish in package form for Grocery Trade. We will be prepared to supply the product during the course of this month. Our brands will be ***"H. F. Co.," "Scotia"*** and ***"Chebucto."*** The first two named will be guaranteed to be absolutely pure Atlantic Codfish and absolutely boneless. The ***"H. F. Co."*** brand will be put up in 1-lb. and 3 lb. boxes, the ***"Scotia"*** in 2-lb. boxes, and 20-lb. boxes of 1-lb. tablets. The ***"Chebucto,"*** which will be a slightly lower grade of fish at a lower price, will be in 10, 20, and 40-lb. boxes of 1 and 2-lb. bricks.

We will also put out 50 and 100-lb. boxes of Skinless Cod, and a very high grade of Shredded Codfish in ½-lb. cartons, two dozen in a box.

The HALIFAX FISH CO., Halifax, Canada

G. E. BARBOUR COMPANY, Ltd.

IMPORTERS—MANUFACTURERS

WHOLESALE GROCERS

SAINT JOHN, N.B.

"ACADIA" Brand

BONELESS CODFISH

The most popular line of Pure Boneless Codfish on the market.

GOOD PROFIT TO RETAILERS

PACKED IN FOLLOWING PACKAGES :

"ACADIA" 2-lb. wooden boxes, 2 doz. to crate.
"ACADIA" 1-lb. TABLETS, 20 lbs. to case.
"ACADIA" ENGLISH STRIPS, 30 lbs. to case.
"ACADIA" FIBRED COD, 2 doz. to case.
"ACADIA" SKINLESS COD, 40 lbs. to case. Selected Fish (whole cut).

Send for Complete Price List

Leading Wholesale Grocers carry these goods. **Write us for further particulars.**

THE ATLANTIC FISH COMPANIES, Limited
LUNENBURG, N.S., Can.

A. H. BRITTAIN & CO., Agents Quebec and Ontario, Montreal

NORTHRUP & CO.

Wholesale Grocers, Flour, Fruit and

FISH

Fish is our specialty. We pride ourselves on the superior quality of our cures and the prompt attention we give orders.
If you want the very best in

Dry Cod or Pollock,
Smoked Herring,
Pickled Herring,

or any other line of cured fish, drop us a line. Our

Brown's Canned Clams

are delicious and great sellers. Try a small order.

NORTHRUP & CO., Wholesale Grocers and Fish

23-24 South Wharf, St. JOHN, N.B.

Exhibition Visitors

WILL FIND US AT HOME
DURING EXHIBITION TIME
AT 64 FRONT E.

We invite you all to come and see us.

WHITE & CO., Limited

64 Front Street E., TORONTO

BRANCH AT HAMILTON

JAMES LANGSKILL Pres.
W. H. DESPARD Mgr. and Sec.-Treas.

STORE WINDOWS AND FRONTS

No Royal Road to Window Dressing— An Office Boy's Views on the Subject —Opinions Wanted Regarding Displays of Goods on the Street.

Does the average grocer know or care how to dress a window

Does the average grocer know the value to his business of a well-dressed window and attractive store front?

The man on the street who knows little and cares less about shop windows, but who has a habit of seeing things, would probably answer "No" to both questions.

The fact is the ordinary grocery window is not attractive. And why? Because the grocer is not sufficiently interested.

Any man of ordinary intelligence can dress a window attractively just as any young person of average capacity can get through the university if he wants to. But he has to want to and he has to work.

There's no royal road to window dressing.

And windows are not dressed by inspiration. The store keeper must go after ideas, then work them out.

Behind every effective piece of window dressing there must be one good idea.

Don't smother an idea under a lot of stuff just to fill up. If you have an idea for a confectionery window, don't murder it under a lot of soap boxes.

Display one thing at a time, is not a bad rule. Of course it has exceptions.

WHEN DOES A STORE FRONT NOT AFFRONT.

(We are not responsible for this essay. Our office boy has taken to using the pen and we thought that this is the easiest way to help him get over it. N. B.—We wrote the title.)

Some merchants think that their show windows are places for everything that they haven't room for on their shelves They don't show or stand any show for getting new customers. The front windows should be in the rear of the store.

I went into a grocery store once and asked a clerk for a carload of black dirt.

"This ain't no truck garden," said the clerk.

"But you have a lot of samples of such real estate in your windows." And he kicked me out.

I tried another storekeeper and asked him if those vegetables in his window which he had kept there for two weeks, were fresh.

"Certainly!" was the phonograph reply.

"Well then, were they raised on the soil in your window?" The proprietor raised me.

Of course, some men only keep store, while others make it so their stores keep them.

If a man is a good shower of his goods, you can be sure that he needs no cellar for them; but if he isn't, he needs a mighty good seller.

A good show window is one that shows good goods good.—Business World.

A TORONTO INTERIOR.

This is a picture of F. G. Martin's store, 1498 Queen street west, Toronto. It looks good and the stock is well arranged, but somehow it looks too crowded. That's partly the fault of the picture. There should have been more floor space in it. Still there seems to be some things that must be in the way of a progressive grocer like Mr. Martin. The day will come when the grocery counter will be relegated to the back shop. Why not? That's what is happening in the States, and the grocers who have tried it like it. There are still a few good stuffs that are not put up in sealed packages, and if this pure food agitation keeps up people will take a dislike to seeing them stand about exposed to many kinds of impurities.

STREET DISPLAYS.

Is there any gain to the grocery trade as a whole in stacking store fronts breast high with fruit and vegetables.

In these days of pure food agitation it is strange that the health authorities do not take the matter up. Raspberries cannot very well be washed, yet thousands of cases of them stand open on the streets of Toronto in all the dust and filth until they are sold. Why need a grocer do business on the street anymore than the hardware merchant or the baker? The fronts of the best stores are not cumbered in this way. The Grocer would be pleased to have for publication some views of practical grocers on this question. Won't some of those who don't put fruit and vegetables out give the rest of the trade the benefit of their experience?

KEEP THE STOCK CLEAN.

One of the advantages of taking stock is that it brings to the surface slow-selling and shopworn articles. The good retailer should not wait the periodical stock-taking time to turn over his stock but should make it a weekly duty to go through the entire line and bring to the front the slow sellers. When these slow movers are found they should be brought to the front, marked with a price that will move them, and then the energy of every salesman should be directed to their sale.

BIG NEW WAREHOUSE IN MONTREAL.

Laporte, Martin & Cie., Montreal, will erect a large new warehouse next Spring. Already the necessary property has been purchased, the firm having obtained from the Seminary of St. Sulpice two adjoining lots, making 23,000 square feet, in the heart of the wholesale district and next to the Grand Trunk offices. The two lots in question have 90 feet frontage on St. Paul street, 101 feet on William street, and 250 feet depth, running right from William street to St. Paul street. The third side of the building will face St. Henry street, the remaining side a twenty-foot lane. Thus the situation of the building will be an admirable one for commercial purposes. The new building, which will be six storeys high, will be fire-proof, built of brick, and excellently lighted. Architects are now preparing plans.

D. Granda, of F. & J. Granda, cigar manufacturers, Montreal, left Tuesday of this week on a business trip to Havana. Mr. Granda expects to be absent at least three weeks and perhaps a month.

N. B. MARKETS.

St. John, N.B., Aug. 20, 1906.

The writer had the pleasure of attending the annual meeting of the Maritime Board of Trade, held at Amherst, during the past week. The meeting was one of the most successful of recent years. One feature was the large delegation present from St. John. The presence of Mr. Cliff, representing the MacLean Publishing Co. was particularly appreciated by the board, the more as the MacLean Co. have annually sent a direct representative to report its meeting, in fact it is the report of the MacLean representative which is considered the official report of the meetings. Particulars of the meeting, and in regard to Amherst, perhaps the most enterprising of the younger cities of the Maritime Provinces, will be found in Mr. Cliff's report published in The Grocer.

In markets there is nothing of striking importance. The looked for advance in sugar has been relaxed. One feature of interest is the erecting of an up-to-date fish drying plant for the preparing of fish for the West India business, by John Sealy, one of our large fish merchant. This is the first plant of the kind in New Brunswick.

OIL.—Business is just fair. Burning oil has, of course, improved consumptive demand. Contracts for Fall shipments have been made for some time. Prices firm. In lubricating oils a good steady sale. Paint oils have but a fair demand. Prices unchanged. In cod oil there is improved demand. Prices continue quite low.

SALT—In Liverpool coarse salt this has been an active season. Prices have ruled rather lower than last year. Market is expected to be stronger in the coming month. There are still several cargoes due. In fine salt Canadian has good steady sale.

CANNED GOODS — Vegetables are firmly held at full prices. It looks, however, as if there would be corn and tomatoes to last till new goods arrive. New peas held firm. In fruits prices are firm at quite full figures. New gallon apples are quoted rather above last year, they come on a bare market. Salmon held at full prices. In domestic fish sardines likely to rule firm. Haddies and kippers a fair pack.

GREEN FRUIT—Apples continue to improve. For best stock, prices still high. While last week bananas were somewhat scarce, they are again in good supply. Oranges high. Lemons have been quite sharply advanced. Melons are not a large line. Peaches are higher. Plums and pears about as usual.

DRIED FRUIT—Spot seeded raisins are firm. New goods unchanged. The outlook for Valencias is for quite high prices. Malaga loose muscatels not yet generally quoted. Layer rather higher than last year. Spot prunes scarce and high. For new goods prices are easy. Peaches and apricots will be high. In currants prices unchanged. New goods quoted about the same as spot stock; prices higher than last year. New evaporated apples are quoted for later shipment. No spot stock. Dates, figs and peels all higher than last year. Good Valencia onions now received.

MOLASSES — There are quite full stocks held. The arrival of two cargoes of Porto Rico, while not making a large stock, means a fair quantity of the goods here. Fancy Barbadoes a good stock. A fair supply of choice. Prices unchanged.

FISH—The outlook is for high prices in dry cod fish. Pollock, for local business, have but little sale. A drying plant for West India stock has been established here. In pickled herring fair supply. Prices held at full figures. In smoked herring some new arriving. Tendency is to higher prices. In fresh fish there is now light variety.

FLOUR, FEED AND MEAL—In flour, manitobas rather lower. The situation in all grades easy. Feed rather scarce. Oats lower. Oatmeal has but a light sale, price unchanged. Cornmeal a fair business at even figures. Beans quiet. New stock quoted at rather lower figures. Yelloweyes are firmer.

Something New!
Something Dainty!
Something Saleable!

GOLD STANDARD
ICE CREAM POWDER

A ten cent package makes a quart of pure and deliciously flavored ice cream in ten minutes.

This is going to be a big seller, so order now while the warm weather lasts.

Put up in three pure and delightful flavors, Vanilla, Strawberry, Chocolate and unflavored.

This is sold to you on the same basis as Gold Standard Tea, Coffee, Baking Powder, Extracts and Spices, satisfaction guaranteed or your money back.

PUT UP BY

The Codville, Georgeson Co. LIMITED
WINNIPEG AND BRANDON, MAN.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
52	"	"	1 year	10 00

POSITION WANTED.

A YOUNG MAN, with four years' experience with a first-class wholesale grocery house, would like to have position on the road; an A1 grocery specialty preferred; territory, Maritime Provinces. Address, Box 46, CANADIAN GROCER, Montreal. [35]

FOR SALE.

Grocery and Liquor Business for Sale

GOLDEN LION GROCERY, Kingston, Ontario, the property of the late W. R. McRae. Established 1854 One of the finest businesses in Eastern Ontario. Apply to Cunningham & Lyon, Vendor's Solicitors, Kingston.

AN old and well established grocery business in Toronto with A 1 family trade; good locality; large corner store. Will lease with or without residence. Surroundings first class. Box 122, CANADIAN GROCER, Toronto.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
137 Elgin Avenue, Winnipeg

JAPAN TEAS

ARE ADVANCING IN PRICE

OUR OWL CHOP TEAS

ARE ADVANCING IN QUALITY

We offer the best value in the market to-day

TRY US—SAMPLES SENT WITH PLEASURE

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, and IMPORTERS of TEAS, WINES and LIQUORS

2, 4, 6 and 8 DeBresoles Street, MONTREAL

FOR PURE

MAPLE PRODUCTS

WE ARE

HEADQUARTERS

SUGARS LIMITED

MONTREAL

GAZELLE BRAND

We have already booked, and are still booking, numerous and large orders for the **Gazelle Brand** Canned Fruits and Vegetables.

There are on the market a great variety of ***good*** *brands, of* ***best*** *brands, but we wanted something different for our customers who appreciate unique goods, who realize that, next to quality, looks also help the selling—and we have evolved the* ***GAZELLE*** *brand.*

The Labels are embossed and made in the highest type of lithographers' art, and at once stamp the goods as unique, both in quality and in looks.

QUALITY: *Above praise.*

PRICE: *No higher than the Best Quality sells for.*

HUDON, HEBERT & CO., LTD.

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

ESTABLISHED 1860

The Park, Blackwell Co.,

Limited

Pork and Beef Packers
Lard Refiners

Provision Merchants
Manfrs. Canned Meats

Toronto, Ontario

We are always in position to execute promptly all orders for

Pork and Beef Products, Canned Meats, Lard, Butter, Eggs and Cheese

If our travellers are not calling upon you write us for Price List and send us your orders direct.

Quality Always Reliable. *Prices Right.*

NOTE—For the convenience of our Cape Breton customers we have established a branch warehouse at Sydney with full stocks of meats, etc., constantly on hand.

PRODUCE AND PROVISIONS

CAMPAIGN FOR BETTER CHEESE

Important Meeting of the Trade at Brockville—Cool Curing, Grading and a Montreal Referee—Subjects Discussed—Improvements Going on.

An important cheese conference was held at Brockville in the Government cool curing station last Friday. Prof. J. A. Ruddick, Dominion Dairy Commissioner, called the meeting for the consideration of three things, cool curing of cheese, grading of cheese and the appointment by the Government of an official cheese referee at Montreal. A hundred gentlemen responded to his invitation. Nearly every cheese board from Peterboro to Alexandria was represented. There were also present many cheese makers, buyers, cheese instructors, patrons, and manufacturers, besides G. A. Putnam, superintendent of farmers' institutes in Ontario; Mr. Publow and G. H. Barr, chief dairy inspectors for Eastern and Western Ontario respectively; D. Derbyshire, M.P., and others.

After an address by Prof. Ruddick, who presided, there was a general discussion in regard to grading and the appointment of a referee at Montreal. It was generally favorable to grading, but against the appointment of a referee, but no action was taken in the way of putting the questions to a vote.

Prof. Ruddick stated that one of his main reasons for desiring to hold the meeting was in order that as many persons as possible interested in the dairy trade might have an opportunity of thoroughly inspecting the Government cool curing station and the system of work conducted in it, for in the course of another six weeks or thereabouts this and other stations would close operations. He said that the experiments conducted during the past five years had been satisfactory, and had fully attained the object for which they were established, viz.: to demonstrate the advantage to be derived from the process of cool curing. He was pleased to report that an active and intelligent interest in the system had been developed in many sections of Canada, though he regretted to state that Eastern Ontario had not shown such interest or progress with regard to these advantages as some other sections. Central Ontario had taken hold of cool curing with more enthusiasm than any other portion of Canada, and, as a result, the improvement in factory facilities had been marked, resulting in the dairymen deriving especial benefit. Improvement was also noticeable in the Kingston district, but not to such a marked degree as further west. He hoped that Brockville would take part in this general improvement and that cool curing rooms would soon be provided in all the factories of the section.

Progressive Quebec.

Among the most progressive sections that he had noticed was in Lake St. John, 250 miles north of Quebec, where there had been recently built eight large factories, fully equipped with modern cool curing rooms, many of the older established factories were being fitted in a similar manner. He then reviewed in detail the advantages to be derived from cool curing methods. The Brockville station had accommodation for 2,700 boxes, and the average cost for it per year has been $65. Regarding the appointment of an official referee at Montreal, he said it was the desire of the department to get an expression of opinion from those interested in the dairy trade. It would be remembered that about twelve years ago the position was

PROF. J. A. RUDDICK.
Dominion Dairy Commissioner.

made of an official inspector, which was cancelled a few years later, and no appointment was made to fill that or a similar position until 1900, when an official referee was created, which was filled by the speaker for the first three months.

About a Referee.

Some difference of opinion seemed to exist as to whether there is or is not a necessity for a referee. The speaker thought that such an appointment should result in the advancement of the interests of salesmen as much as it would insure prompt examination of disputed lots of cheese. An opinion which seems to have gained considerable belief had been that the certificates of the referee have always been against the seller, but he knew of his own knowledge that this has not been the case, for he was aware of several instances where the finding had been of direct benefit to the sellers and against the buyers. It was perhaps true that the buyer was sometimes one of the rejected upon the referee's certificates. This he hoped was not often done for he considered that the buyer was in a better position to protect himself as a rule than is the salesman.

Already a number of expressions of opinion relative to this matter had been received by the department and generally salesmen were opposed to it. As a measure of protection, however, to both parties a referee seems advisable to many and the department has fully determined that if it does make the appointment it will be with the distinct understanding that the referee shall not act except on the request of both parties to the dispute

Grading of Cheese.

Another question he wished to consider was that of grading cheese. To-day it is sold as "Finest" or "Under finest" —just two grades. This he thought was too loose a practice. Either the finest grade is too low or the grade known as "under finest" includes too much. If at least three grades were established it would be beneficial to the trade. As the matter now stands, it is impossible to clearly define what is meant by "under finest," as the term is too vague and indefinite. If the trade is to have recognized goods, there must be standards for these grades. At present Canada's standard for finest is too frequently simply absence of bad flavor. This he considered insufficient to establish a first standard for cheese

Better Factories Needed.

To be of first standard cheese should be not only free from bad flavor, but also have developed a rich, meaty flavor. In order to make this possible, Canada needs greatly to have much improved factories. In Central Ontario, where the factories are generally joint stock and co-operative, the improvements in facilities are far in advance of sections where factories are owned by individuals. Patrons, he thought, should co-operate with owners in the inauguration of improvement. This could be done by giving an advance on the price of manufacturing and the results would soon repay the patrons. While the cost of production has increased of recent years the price paid for manufacturing has not increased and this, he thought, was unfair. The work of syndicate instruction in Eastern Ontario had been an effective factor in bringing about much needed improvement and financial benefit to the trade.

Chief Instructor Publow pointed out two things as being necessary to produce a fine article, viz: Cool curing for milk on the farm followed by cool curing in the factory. Cool curing with good milk well handled would produce an article even in hot weather equal to best September.

The discussion which followed was very general.

CORONA Pure Lard

IN 1 LB. BLOCKS—50 LBS. TO BOX

Quality Guaranteed

A FIRST-CLASS ARTICLE in a CLEAN PACKAGE

SEND FOR TRIAL ORDERS BY EXPRESS

The Montreal Packing Co., Limited

MONTREAL, P.Q.

THE WM. RYAN CO. LTD. HAMS TORONTO, ONT.

Securing Customers

is the special work of our

Hams and Breakfast Bacon

People who have tasted our product, get into the way of looking for these labels.

See that the labels are on all the Hams and Bacon you sell

THE WM. RYAN CO. LTD. BACON TORONTO, ONT.

THE WM. RYAN CO., Limited

70-72 Front St. East, TORONTO, ONT.

HAMS

Do not forget that September is the best month in the year for smoked meat trade.

BACON

That there is also a good demand for unsmoked Bacon for camp and farm trade.

LARD

is in good demand, and owing to scarcity of butter, will be higher.

F. W. FEARMAN CO.,

HAMILTON ***LIMITED***

Represented by R. G. DeCew, St. John, N.B.

CHEESE AND BUTTER BULLETIN.

The cheese market, at least as far as prices paid at country markets are concerned, is still pursuing the advancing tendency, in spite of the already abnormally high prices for this season of the year.

Weather conditions continue unfavorable, and in many sections of the Dominion of Canada the pastures have been almost completely destroyed by the prolonged intense heat, and if it were not for the fact of the cows being out of doors, we might almost say that a large portion of our August made cheese are "fodder" goods. Prices are so high that farmers can well afford to give their stock extra feed to keep the flow of milk up as much as possible, and they are doing this, but the product is not "full grass goods."

Again reverting to statistics, we find that receipts in Montreal were last week 97,202 boxes of cheese and 26,571 packages of butter, against 80,934 boxes of cheese and 38,901 packages of butter for the same week of last year, or a total since May 1 of 1,286,504 boxes of cheese and 395,160 packages of butter, as compared with 1,238,993 boxes of cheese and 477,026 packages of butter for the same period of last year.

The exports from Montreal were last week 83,781 boxes of cheese and 24,560 packages of butter, against 74,263 boxes of cheese and 31,321 packages of butter for the same week of last year, or a total since May 1 of 1,203,956 boxes of cheese and 216,409 packages of butter, as compared with 1,089,747 boxes of cheese and 326,371 packages of butter for the corresponding period of last year.

Our receipts since May 1 show an increase of 47,511 boxes of cheese and a decrease of 81,866 packages of butter,. Our shipments show an increase of 114,-209 boxes of cheese and a decrease of 109,962 packages of butter as compared with the same period of last year. In last week we accumulated apparently 16,268 boxes of cheese, against only 9,-518 boxes for the same week of last year, but since May 1 there is an apparent falling off of stocks in Montreal of 66,698 boxes of cheese, and in butter we find that our stocks in Montreal are about 28,096 packages more this year than at the same time last year.

According to advices from Great Britain, stocks of cheese show a slight accumulation there, but this is only natural at this season of the year, when the production exceeds the consumption, and a good portion of present supplies will have to last for the Winter months when the production ceases. It is certainly a fact that our stocks in the Dominion of Canada are considerably less than a year ago, and the make is shrinking so fast that we may not have enough goods to supply the legitimate demand; at any rate, there are at present no signs of declining prices.

On invitation of Mr. J. A. Ruddick, the Dominion Dairy Commissioner, the different Ontario cheese boards sent their representatives to a meeting at Brockville last week for the purpose of discussing, first, the advisability of having an official referee appointed for Montreal; second, to have cheese sold at the different country boards on their merits and to have three grades instead of two, as now we have only "finest" and "under finest"; and third, the cool curing room question.

The meeting does not seem to have been a general success. Country salesmen are very much divided on the question of an official referee in Montreal. We should have one to settle disputes regarding quality. An honest referee will never decide against the farmers, but once he gives his certificate for goods not being of "finest" quality, it saves the Montreal merchants a lot of trouble to settle with the country salesmen, who are too apt to regard a deduction in price as unjust.

Regarding the cool curing rooms, the Dominion Government demonstrated for some years that cheese cured in a moderately cool and even temperature were of a better quality than those cured in the ordinary way, exposed to all changes of temperature. This was done at a great public expense to induce the factories to adopt this system for themselves. No doubt the experiments have been a success, as the cool curing room cheese have been sold at a premium over others. The Government now feel that they have done their share of education and they will this season close their public cool curing rooms and the progressive factories should now at once install their own cool curing rooms.

Regarding the appointment of an official referee for Montreal, we should have a capable judge of both cheese and butter. He should be a man able to speak both languages, viz., French and English, and all things duly considered, he should be a man from the Province of Quebec. Mr. Ruddick evidently is in

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORO TO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

We can't sell all the Pork and Beans that are sold, but we do sell to buyers who want the best.

Have you ever taken the trouble to investigate the merits of

Clark's Pork and Beans in Chili Sauce

No trouble to prove their superiority. You may easily prove it yourself. TRY A TIN—that's all.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

favor of having an official referee appointed for Montreal, and certainly the merchants want it, but the country salesmen seem to be largely of the opinion that they can make better terms for themselves with the Montreal merchants without such a referee. This is the cause of the long delay of the appointment, as it is generally thought that the wishes of the country salesmen and makers of cheese and butter are to be considered first. The referee must be a man who is trusted by both the countrymen and the Montreal merchants, otherwise his decisions would lead to never ending disputes.

THE PROVISION SITUATION.

The provision situation seems to be a little unsettled. Some prices are advancing and some are going back. Consumption has been very heavy but recently there has been a feeling that the high prices have checked it. From Nova Scotia comes the word that stocks are very low and supplies hard to get. In Toronto some stocks have been accumulating and prices in those lines are backing up. In Great Britain the market outlook is worse and there is no encouragement from that quarter.

"Two rocks face us," said a large packer this week. "Old Country prices are now below the cost of production here and October is always a bad market over there." Of course the packers can't afford to let their export trade go even to take advantage of the temporarily better paying domestic business, but they are not pushing sales very strongly across the Atlantic.

The packers are paying for live hogs 50c. less than a week ago. The price is $6.65 f.o.b. country points. That means $6.50 for the farmer. Next week it will be 25c. lower.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Good demand in all lines is reported in this market. For lard, both pure and compound, inquiry has been quite brisk and orders received numerous. Weather conditions have considerably increased the sale of hams, bacon and smoked meats generally. Prices at the present moment are steadily maintained. Whatever else occurs in the near future, it is not probable that there will be any advance. It all depends upon the state of the hog market which, just now, is about firm.

Lard, pure tierces	0 12
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-1b. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12⅝
" " 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.	0
" " ½-bbl., per lb	0 09½
" " tubs	0 09¾
Cases, 20 3-lb. tins, per lb	0 10
" 12 5-lb. tins "	0 09⅝
" 6 10-lb. tins "	0 09¾
20-lb. wood pails, each	1 90
20-lb. tin pails, each	1 80
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb	0 15½
Hams	0 14½ 0 16
Extra plate beef, per bbl	12 50 13 00

BUTTER — Last week the English market advanced ¾c. a pound, and as a result the Canadian market is now about ½c. a pound higher. At the advance business is very quiet, not many orders coming forward, but holders are indifferent sellers, and are holding in anticipation of better prices. Stocks are accumulating locally, but notwithstanding the market continues to remain firm.

Choicest creamery, salt	0 22½ 0 22¾
Medium creamery	0 21¾ 0 22
Western dairy	0 18½ 0 18½

CHEESE—Prevailing prices are the highest on record for this season of the year. Since last report the market has scored another advance. Demand from the other side continues good, and with liberal shipments stocks are not accumulating to any extent. The opinion held by those in the trade is that prices cannot advance much further, but a serious decline is improbable considering the hot weather and the shrinkage in the make.

Ontarios	0 12⅜ 0 1 ⅜
Townships	0 12⅜ 0 12⅝
Quebecs	0 12¼ 0 12⅜

EGGS—This week the egg market is somewhat easier. Quality of eggs received continues poor, owing to the very warm weather. Consumption at present is limited, receipts being the heavier. Dealers are not over anxious to buy, as they do not wish to put away eggs such as are arriving daily, and it is not an easy matter to dispose of any taken. Selects are quoted at 20c. to 21c., while good No. 1 bring 18c. Straight stock is sold from 17c. to 17½c.

TORONTO MARKETS.

PROVISIONS — There are many changed quotations this week and the market seems unsettled, prices on the same lines varying more than usual so that in some cases the range is somewhat wider than usual. A good demand is still reported, but some stocks appear to be accumulating and it may be the point of highest consumption is past or production is greater. Receipts of hogs have been a little better, though nothing to boast of.

Long clear bacon, per lb	0 12	0 13
Smoked breakfast bacon, per lb	0 16½	0 17
Roll bacon, per lb	0 12½	0 13
Small hams, per lb		0 16
Medium hams, per lb	0 15½	0 16
Large hams per lb		0 15
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 17
" pea meal		0 18
Heavy mess pork, per bbl		21 50
Short cut, per bbl		24 00
Lard, tierces, per lb	0 11½	0 11¾
" tubs "		0 11½
" pails "		0 11¾
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 50	9 00
" front quarters	4 00	5 00
" choice carcases	6 50	7 50
" common	5 00	5 50
Mutton	0 08	0 10
Lamb	0 12	0 13
Hogs, street lots	10 25	10 25
Veal	0 07	0 10

BUTTER—The milk supply has been falling off, with a consequent decrease in the production of butter, both dairy and creamery. Prices have advanced a cent and the feeling is firm.

	Per lb.	
Creamery prints	0 23	0 24
" solids, fresh		0 22
Dairy prints, choice	0 21	0 22
" tubs, choice		0 20
Baker's butter	0 16	0 18

CHEESE—Prices have advanced to allow a profit over cheese board quotations.

	Per lb.	
New cheese, large		0 13
" " twins		0 13¼

EGGS—Supplies are reported by some houses to be phenomenally heavy; others say they are simply seasonable, but all agree that the shrinkage during this hot weather has been very large. The eggs coming in cannot be stored except after very severe selection and the commission men prefer to take less for them and get rid of them. Consequently prices are easier.

Eggs (new laid)	0 18 0 18½
" bakers'	0 16

POULTRY—Supplies are increasing satisfactorily and there is a ready demand for all coming forward. Live weight quotations are:

Old fowl	0 10 0 12
Young ducks	0 09 0 10
Spring chickens	0 13 0 14

WINNIPEG MARKETS.

BUTTER— Creamery prices are steady. We quote the following prices to the retail trade:

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " (western)	0 21

Produce houses are paying 14c. to 14 1-2c. for good dairy butter at country points.

CHEESE—

Finest Ontario, large	0 13½
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 13

LARD—Prices are steady. We quote:

Tierce basis, per lb	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15½
" heavy sainned, 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18½
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0 17½
Spiced rolls, long if in stock	0 18
" short	0 13
Dried beef ham sets	0 12
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs	0 13¾
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 50
Standard mess pork, per bbl	24 50

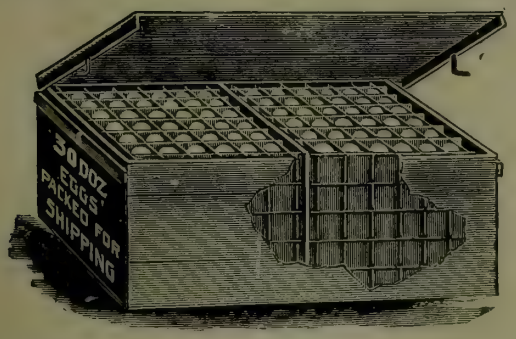
PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 [illegible]
" hocks, " "			0 05

EGGS—Produce houses are paying 17 1-2c. per dozen for eggs delivered in Winnipeg.

The twelve Government creameries in Alberta last year turned out for market 925,000 lbs. of butter, which averaged 21.35 cents, says the New York Herald. The product was sold in British Columbia, Yukon, China, and Japan. The Government operates and turns over the entire net profits of these creameries to 1,200 farmers supplying the milk.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 BOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.
GUARANTEES
ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell VANCOUVER

Oval Wood Dishes

Clean, Strong and Inexpensive
FOR
BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak ; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

WEBB'S
CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

FLOUR AND CEREAL FOODS

Market Continues Quiet—Prices Low, but Foreign Grain Buyers Think They Should be Lower—Little Business in Flour—Cereal Prices Unsettled.

The Canadian grain and cereal markets are still waiting for the new crop. Grain is lower than ever before, but even grain buyers seem to think it not low enough. Whether foreign or domestic opinion will prevail only time will tell. Very little business is doing in flour. The advance in shipping rates for export has blocked that channel temporarily at least. Cereals are unsettled and prices are seeking to adjust themselves to new crop conditions.

The annual agricultural statistics for Great Britain recently published give the grain grown crop yield for three years as follows :

Crops	1903. Quarters.	1904. Quarters.	1905. Quarters.
Wheat	6,102,000	5,740,000	7 542 000
Barley	8,164 000	7,8 7,000	8 125,000
Oats	21 618 000	22,094,000	23,786,000

And the amount required to be imported as : Wheat and flour, 114,226,590 cwts.; other, grain, 86,692,628 cwts.

MONTREAL.

GRAIN—There is an easier feeling in oats this week as is shown by prices quoted. Corn is also rather easier, prices having declined two cents.

No. 4 barley store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 38
No. 3 white oats "	0 37
No. 4 white oats "	0 36
No. 3 yellow corn "	0 58
No. 2 peas, basis 78 per cent. points	0 [illegible]

FLOUR—There has been little change in the flour situation since last report. Locally the demand is not very brisk, although orders are occasionally received for quantities more or less large. Export inquiry is rather quiet yet, although some improvement is noticeable. There have been some shipments to South African ports recently, while inquiry from the other side seems to be a little better.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 70
Glenora		4 20
Manitoba spring wheat patents		4 70
" strong bakers		4 20
Buckwheat flour	2 00	2 10
Five Roses		4 70

ROLLED OATS—Rolled oats continue quiet. The market is featureless and prices as quoted are nominal.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70
Choice boiling peas	1 00	1 10

FEED—Bran is very scarce and the market is firm at the recent advance. It is very difficult to obtain stock on any side and the demand is very heavy owing to weather conditions. Feed flour is in good demand. The market is strong at $1.25 to $1.30.

Ontario bran		18 00
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
" bran	17 50	18 00
Moullie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Hay, locally, is very quiet at present. Farmers are not bringing in any and very little is being exported as a consequence. On the other side the situation is very little different to what it was at the time of our last report.

No. 1	10 00	
" 2	9 00	
Clover mixed	6 00	6 50
Clover, pure	5 00	5 50

TORONTO MARKETS.

GRAIN.—Little business is being done here. Prices of Ontario wheat have returned to within a ½c. of what they were a week ago after a temporary depression. The western crop is, however, still undecided, and the mind of the market is in the same condition.

(F.o.b. Georgian Bay points.	
Manitoba wheat, Northern No. 1	0 80
" " " No. 2	0 77½
" " " No. 3, nominal	....
Red, new " per bushel. 78 per cent. points	0 70 0 71
White, new " " "	0 70 0 71
Mixed, new " " "	0 70 0 71
Spring, nominal " " "	....
Goose, " " "	....
Barley, No. 1, " " "	....
" No 2. " " "	0 48
" No. 3x, " " "	0 45
" No. 3, " " "	0 42
Oats, white, old " " "	0 33
" " new " " "	0 30
" mixed, old " " "	0 32
" " new " " "	0 29

FLOUR — Prices remain practically unchanged and business here is as near nothing as it can get.

On track Toronto.		
Manitoba patents, No. 1, per bbl. in bags	4 40	4 50
" No. 2, " "	....	4 10
Strong bakers " "	....	3 90
Ontario 90 p.c. patents, No. 1 " "	3 25	3 50
Straight roller " "	3 15	3 25

CEREALS—Prices are lower but unsettled. Some new oats are coming in and until the movement is sufficient to establish the price for the new grown prices on the products will fluctuate.

Oatmeal, standard and granulated, carlots, on track, per bbl	nominal	4 75
Rolled wheat in boxes, 100 lbs	"	2 40
" " 50 lbs	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	4 25
" " " " in wood	"	4 50
" " " " for broken lots	"	4 50

THE GRAIN COMMISSION.

The members of the Grain Commission have received their commissions. They are John Miller, Indian Head, Sask., chairman; Wm. L. McNair, Keys, Man.; George E. Goldie, Ayr, and J. R. Boyle, Edmonton. They are empowered to investigate all matters in connection with the grain inspection act and the Manitoba grain act, to visit the grain-growing districts, to inspect the interior elevators, and inquire into the distribution of cars, the methods of the grain dealers of Winnipeg, Toronto and Montreal, and the handling of grain at Fort William, Port Arthur, the other lake ports and at St. John and Halifax. They will also investigate the manner of handling the grain on its arrival in England, which will necessitate a trip to England.

EDUCATION OF MILLERS.

Consul J. I. Brittain writes from Kehl that the large exportation of wheat from Russia to Germany and other continental countries is causing the Russian millers to pay more attention to the education of their sons in the art of scientific milling. The consul continues :

Recently several milling schools have been established in Russia, modeled largely after the more successful schools in Germany, for the education of millers. The course of instruction, besides the Russian language, includes the following subjects : Mathematics, physics, electro-technics, technology, chemistry, machine building, milling, mill engineering, drawing, and bookkeeping. Several visits to the mills are made each year in order to enable the pupils to see the practical working, and thus obtain a knowledge of milling. The schools are divided into three grades or classes, and the pupils spend one year in each class, the complete course extending over three years. Pupils who attend a milling school for two years are only obliged to serve the same period in the army, instead of serving the customary four years, while students who have passed through the complete course are obliged to serve only one year in the army. In Germany one seldom sees a town with from 2,500 to 4,000 population without a successful flour mill, and largely because they teach milling according to present day methods.

CEREAL NOTES.

Baker & Morrison's flour mill and elevator at Wallaceburg were burned August 11.

Fire damaged the Bilmore mill of the Ogilvie Flour Mills Co. last week and 30,000 bushels of wheat were damaged by water.

RECORD PRICE FOR SALMON.

Canners on the Fraser River Got up to 40 cents—Pack 200,000 Cases Short of Four Years Ago—Other British Columbia Markets.

By Our Own Correspondent.

Vancouver, B.C., Aug. 16, 1906.

Forty cents per fish for sockeye salmon is pretty nearly touching high water mark in the purchase of fish for salmon canning purposes. It is the highest record for the market on the river. The fact that the American canners have maintained a camp on the river and bought all they could has had some influence on this price, but the scarcity of the fish, the shortness of the run and the conviction that the sockeye are over for this season, have also been contributory factors The pack up to date is not much over 150,000 cases for the whole river, which is 200,000 cases less than the pack of four years ago. The canners all claim that it has been a losing game to have been open for packing at all this season. The run on the northern waters of B. C. is also over. There it has been smaller than anticipated and than other years. On the Skeena and Naas rivers humpbacks are

"McLeod's Special"

IS

a high-grade flour for either bread or pastry. It is made from specially selected wheat, and **there is none better.**

OTHER BRANDS ARE:

Juliet and **Anchor**
High-grade blended family flours

Hercules
No. 1 Manitoba wheat bread flour

Classic and **Diadem**
Winter wheat (patent) for pastry and biscuits

These brands are right. We guarantee them, and you can recommend them.

Our mill is centrally located, and we can therefore buy wheat with a view to quality at a minimum price.

We pride ourselves in filling orders promptly. Special facilities for maritime trade.

TRY US. WRITE OR WIRE.

The McLeod Milling Co., Ltd.
STRATFORD, ONT.

Canada Flakes

—AT—

TORONTO EXPOSITION

To every grocer in Canada we extend a most cordial invitation to visit our booth at the Toronto Fair.

A few minutes chat with the manager will convince you that the welfare of every grocer is a main feature of Canada Flakes.

The best food in the largest packages.
The most attractive premiums.
A price for every pocket; 10c., 15c. and 25c.

"Much Is Taken Much Abides"

There is a big call for
MRS. RORER'S SARATOGA CHIPS.

It keeps us hustling to fill the orders.

Still, we can look after your interests.

Tell us what quantity you want, and when you want them.

Leave the rest to us.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont. Stuart Watson, Winnipeg, Man.: Dominion Brokerage Co., Calgary, Edmonton and Victoria.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
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IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

GRANOLA

is the most nutritive breakfast food on the market. One pound of Granola exceeds in vigor two pounds of round steak.

Sold in one pound cartons at 15 cents.

Your customers want it. Get stocked.

The Battle Creek Health Food Company,
Limited
Canadian Factory, LONDON, ONT.

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

now running and are being packed. Not choice fish, the humpback salmon has been put up for several seasons now for trade in Japan where it finds a ready market, being of course, cheaper than the choicer sockeye.

On the Fraser River, cohoes and silver salmon are following the sockeye run and the run of cohoes promises to be fairly large, so large in fact that the trappers have asked permission to operate the traps during the run. They have also asked the fisheries commission, now sitting at the coast, to endorse their memorial, especially in view of the fact that it would give an opportunity of testing the traps in the catching of cohoe salmon.

* * *

The fruit crop, so far as it relates to tree fruits, is turning out well in B. C. this year. The apple crop is fully up to expectations and so is the pear crop. Peaches, which, of course, are mainly grown in the Okanagan Valley as yet, have turned out remarkably well. The quantity shipped has amazed those who have not been watching the rapid advance of the plantations of peach trees along the famous Okanagan Lake. At the coast, in Vancouver and Victoria, the growing of peaches is successfully carried on, but it is not likely ever to be established in the way it is being done in the interior. When railway facilities serve the Similkameen district and Keremeos will also be large producers of peaches and similar fruits.

* * *

The plum crop of B. C. is now coming in rapidly, and is being sought eagerly, as the crop in Eastern Canada is reported to be largely a failure. The Italian prune is being largely grown, especially in the coast and Fraser River districts. It is not liable to plum rot, as are so many of the larger and softer varieties. The prune also stands shipment better and is popular with consumers. The drying of prunes or plums has not been undertaken on any large scale in this province as yet, though there would seem to be a future for this branch of industry.

* * *

Current prices of produce show upward tendency The butter market is extremely firm for this season. Continued hot and dry weather east and west has been cutting down production in proportion as the pasturage has become poorer and drier. The local production has been much less than was expected. The price remains still at 25c. to the trade for local creamery, but it is possible that a raise will be enforced. Eastern creamery brings 22c. to 24c. Local eggs are 30c. wholesale and scarce. Case eggs, good eastern stock, are quoted at 24c. for choice selected.

* * *

The fruit market is still well supplied a large range of local plums, pears and apples, as well as Okanagan peaches being in stock, while blackberries are now plentiful and bringing good price with demand active. California fruit is still in fair supply, as well as some Oregon and Washington plums and prunes. Peaches from California are, however, taking second place to the favorite local product, which is being greatly appreciated as being the first time it was supplied in any quantity on the local market.

The Australian steamer brought in a large consignment of pineapples and water melons and canteloupes are plentiful now. California oranges are quoted 25c. per case higher, and lemons are still showing upward tendency, though the price seemed to have reached the top limit.

* * *

Ripe tomatoes, both from coast and Fraser River districts and from the Okanagan, are on the market in good supply. They bring about 50c. per crate less than last quotation. Potatoes are very plentiful and quote at $1.15 per ton. The fact that this is a remarkably dry and hot season tells in favor of the potato crop of the delta lands of the coast and lower Fraser Valley, which is usually too moist a climate to produce a really first-class dry potato of the Ashcroft type. This year the weather conditions have suited the potato in the coast district perfectly. The crop is, of course, not as large as it would have been under other conditions, but the quality especially for keeping purposes will amply make up for the lack of quantity.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

CORONET ROLLED OATS

We take extra care and pains in everything we do from buying the oats to shipping Rolled Oats. Write for quotation.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

TRADE MARK
This design a guarantee of quality.

RED-BROWN WRAPPING
All Weights FOR FURNITURE PACKING All Sizes.
Strong, Tough and Stiff. A Sure Protection to Destination
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

E. Biermann & Co. is the name under which this firm of fruit and produce brokers and auctioneers, of Cardiff, will hereafter be known. The company has issued a circular to patrons giving particulars of the change, saying that it is the result of the often expressed wish of many of the largest fruit buyers in the Cardiff district.

WM. GALBRAITH & SON

Canada's Pride Brand

FRUITS and VEGETABLES

are grown and packed by the Napanee Canning Co., in the heart of the

BAY OF QUINTE CANNING DISTRICT

Where the finest fruits and vegetables in Ontario are grown and where the farmers are experienced in growing and handling fruits and vegetables for canning.

The factory of the Napanee Canning Co. is complete in every particular ; and is turning out a line of canned goods that for quality have never been surpassed. Every can is guaranteed by the handsome label that envelopes it.

WE ARE SOLE AGENTS FOR MONTREAL

and are prepared to fill the order of the trade promptly and to their entire satisfaction.

WRITE OR WIRE US FOR QUOTATIONS DON'T DELAY

WM. GALBRAITH & SON

Wholesale Grocers, MONTREAL

LEMONS

We look for a scarcity of Lemons, but have secured sufficient supplies to anticipate your wants.

ORANGES

Full lines of late Valencias. Stock is extra fine.

BANANAS

We are offering very fine selections at reasonable prices.

CANADIAN FRUITS,
PEACHES, PEARS, PLUMS
are now arriving in large quantities.

LAWTON BERRIES

CALIFORNIA FRUITS

McWILLIAM
Mc. AND E.
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25-27 Church St. TORONTO.
CANADA

RIPE TOMATOES

I have the largest plantation of ***Early Tomatoes*** in the favored Leamington District. Write for prices. I make a specialty of ***careful packing.*** All telegrams phoned out to our fruit farm. Phone 83.

W. W. HILBORN,
Leamington, Ont.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Lemon Prices Away up—Heavy Business Doing in all Classes of Fruit and Vegetables—Unusual Heat Said to Threaten the Growing Crops.

The hot weather has created a very heavy demand and also furnished supplies to meet it. The cry now is for rain to save unmatured crops. Except in regard to lemons the market is little changed during the week and heavy business has been doing throughout the country. Delaware peaches are arriving but Canadian Crawfords have not yet started. The excessive heat has given a violent impetus to lemon prices.

British Columbia fresh salmon are now on sale in Montreal. Surely nothing could more clearly demonstrate transportation facilities and the result in the creation of markets and development of industry.

MONTREAL MARKETS.

GREEN FRUITS—There has been considerable activity in fruits during the past week, good orders being booked by the majority of houses The warm weather has had the effect of increasing the demand very much Receipts in the different lines called for are large enough to take care of all orders New apples are higher this week Raspberries are out of the market Canadian plums, peaches and pears are among the new lines quoted Good demand for these prevails

Late Valencia oranges, per box		6 00
Dates, per lb		0 04½
Bananas	1 75	2 00
Cocoanuts, per bag of 100		3 40
Pineapples		5 00
Apples, bbl	1 50	2 25
New apples, baskets	0 25	0 40
Old lemons, per box		3 75
New lemons		6 25
Limes, per hundred		1 25
Peaches, per box		2 50
Plums, "	1 50	2 25
Cantelopes, per crate		5 00
Watermelons, each	0 30	0 35
Jamaica oranges, per bbl		7 00
Spanish Onions cases		2 50
Blueberries, 22 quart boxes		2 00
Gooseberries, per basket		0 75
Lawton berries		0 12½
Black currants basket		1 00
Jamaica grape fruit, box		6 50
Canadian plums, per basket	0 60	0 75
" pears, "	0 40	0 60
" peaches "	0 30	0 40

VEGETABLES — Continued warm weather has had a good effect on the vegetable market, trade being active in all lines All vegetables are coming in quite freely New potatoes have fluctuated considerably since last report, the figure asked one day being much higher or much lower than at another time as the case might be. Bags are now quoted $1 to $1.10. New beets are lower this week as are also new carrots. Tomatoes are in good supply at 25c. to 50c. per box.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 35	0 75
" tomatoes, boxes	0 25	0 50
New turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz		0 25
New potatoes, per bag	1 00	1 10
New beets per doz		0 50
New carrots, per doz	0 12½	0 15
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Green peas, per bag	0 75	1 00
New corn, per doz	0 07	0 10

FISH—Owing to increased arrivals, fresh halibut is lower this week. Fresh B. C. salmon is arriving by express now, and considerable trade is being done in this line. Gaspe salmon, chilled, is in good demand at 15c. Mackerel, fresh haddock and cod rather scarce this week and prices have been advanced. Lake trout and whitefish have been arriving more freely, but prices are steadily maintained. There is a scarcity of pickled salmon, but new pack Labrador are beginning to arrive, which relieves the situation more or less.

Demand for salt herring is limited on account of the continued warm weather. Offerings, however, are not large.

Fresh haddock, express, per lb	0 04½
Fresh steak cod " "	0 06
" halibut " "	0 09
" grass pike " "	0 06½
Lake trout " "	0 10
Whitefish " "	0 09
Weakfish " "	0 08
Do cod, per lb " "	0 09
Small sturgeon, "	0 09
Gaspe salmon "	0 15
Fresh B.C salmon "	0 12
Fresh mackerel "	0 10
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New haddock, 1-lb. boxes, per lb	0 07½
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Standards, per imp gal	1 50
Oyster pails, pints per 100	0 90
" quarts, "	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, large, per case	5 75
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 50
" B.C. salmon, bbls	12 50
" " half bbl	7 00
" mackerel, per pail	1 75
" green cod, per lb	0 03
Small, " "	0 02½

TORONTO MARKETS.

GREEN FRUIT—The choicer grades of peaches are not yet coming and the aspect of the market is little changed from last week. A few plums are arriving but the preserving demand has not commenced and despite the short crop prices are moderate, from 65c. to 75c. a basket for Bradshaws, Niagaras and Yellow Egg.

Lemons, however, are the feature. They are up to $7.50 and a leading fruit importer said he expected to see them $8.50 if the hot weather keeps up. Last year's high price was $6.50. A week ago $5.25 was the high mark.

Oranges are moving out steadily, the demand coming principally from the Summer resorts. Bananas have been arriving pretty ripe and some losses are recorded.

Imported fruits are light, water melons and California peaches, pears and plums making up the list. Of these three California fruits one Toronto house has received to date 29 cars. This gives an

idea of Toronto's capacity as a fruit consumer.

Oranges, late Valencias, 96's, 112's, 288's	5 50	6 25
Lemons, Messina, 300's, 360's, per box	7 00	7 50
Limes, per crate	....	1 25
Apples, new harvest, per basket	0 25	0 35
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 10	2 35
Red bananas per bunch	2 20	2 50
Red currants	....	0 8½
Plums, California, per crate	1 75	2 00
Peaches, " per box	1 75	2 00
Pears, eating, per box	2 75	3 00
Canadian peaches, per basket	0 25	0 50
" pears, per basket	0 30	0 75
Watermelons	0 30	0 35
Cantalopes, Canadian, per basket	0 35	0 40
" Canadian, per case	1 00	1 25
" Rockyfords, imported, per case	4 50	5 00
Blueberries, box, 22 quarts	....	2 25
Black currants, per basket	1 10	1 25
Lawton berries, per box	0 09	0 10
Southern grapes, 6 bgsket crates	....	3 00
Egg plant fruit	....	0 40

VEGETABLES — Alarmist reports have been coming from the tomato growing districts about the effect of the hot spell on the growing crops. They are, however, largely discounted on the market. Arrivals continue liberal and prices are lower, though there is a firmer tone than at last week end. It is alleged that the canners are fearing the effect of the hot days and are rushing to their work. Cauliflower was said to be suffering from the heat in gardens adjacent to Toronto, and corn was withering before it was fit to gather. Potatoes are higher again, but as soon as the farmers get a chance at them supplies will swell again. Otherwise the market is nearly unchanged. Supplies generally are plentiful and demand good.

New potatoes, Ontario, per us	0 75	0 85
Onions, Egyptian, per sack 100-115 lbs	....	1 00
" green, per doz. bunches	....	0 12½
" Spanish, per large case	....	3 25
" silver skins, pickling, per basket	1 00	1 25
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 25	0 35
Beets, new, per doz. bunches	0 15	0 20
Carrots, Canadian, per doz. bunches	0 15	0 20
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 15	0 25
Rhubarb, 1 doz. bndls	0 20	0 25
Watercress, per doz. bunches	....	0 25
Egg plant	....	0 40
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 50
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 45
" Canadian " "	....	0 40
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 07	0 10
Leeks, per doz	....	0 25

FISH—Prices continue steady, but the hot spell has put a damper on the business.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Easte rn salmon, per lb	....	0 20

WINNIPEG.

The first Ontario Duchess apples arrived early this week and were snapped up quickly at $4 per bbl. Blueberries are almost off the market. Lemons are advancing daily and prices will be as high as last year at this time. We quote:

BLUEBERRIES

We are importing these in full carloads. The quality is **HARD AND DRY.** The most satisfactory small fruit on the market. Send for sample case containing 22 to 24 imperial quarts.

LEMONS

In times of scarcity, as well as plenty. We have them.

WHITE & CO., LIMITED

TORONTO and HAMILTON

"Spoil the Little Potatoes"

In the same way as "Juicy Weather" spoils little potatoes (by making them big), the exclusive handling of Tracuzzi's Brands of Lemons will "disfigure" your present Lemon profits wonderfully by the simple process of "Increase."

"ST. NICHOLAS" "HOMEGUARD" "KICKING" "PUCK"

W. B. STRINGER & CO., - Agents - Toronto

Tam o' Shanter Brand Crawford Peaches

(Canadian Crown)

Positively the Finest Selected Goods on the Market.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders — **TORONTO** — *76 Colborne St, 33 Church St.*

We can handle your **POULTRY, ALIVE OR DRESSED,** to the very best advantage.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS

And all kinds of

FOREIGN AND DOMESTIC FRUITS

Send us your order

HUGH WALKER & SON

ESTABLISHED 1861 — GUELPH, ONT.

AUBURN ORCHARD PEACHES

We have fifteen thousand baskets in our own orchards. Crawford type will be ready August 27th. Don't buy a "pig in a poke." You buy oranges sized, graded, and sold according to diameter measurement. That's the way we sell peaches. Let us ship a trial order and see for yourself. These little ones in the bottom don't pay. Our packages are guaranteed to contain uniform sized fruit.

AUBURN ORCHARDS, - - Queenston, Ont.

GREEN FRUITS—

California peaches, per case	1 50
" pears "	3 50
" plums. "	2 25
Washington plums, per case	1 75
" pears "	2 75
Southern apples, per bbl	5 00
Ontario Duchess apples, per bbl	4 00
Oranges and lemons—	
Cal. late Valencias, 126's, per case	5 25
" " 150's "	5 75
" " 176's to 250's "	6 25
Lemons, 300's and 360's "	10 00
Water melons, large size, per doz	5 00
Bananas, per bunch	2 75 3 25

VEGETABLES—

Manitoba celery, per doz	0 40
Cucumbers, per doz	0 30
Cabbage, new, per lb	0 02
Ontario tomatoes	

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.,

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

"E.D.S." Brand, First! Second Miles Behind!

That is just what I have a right to infer from Bulletin No. 119 (June, 1906) issued by the Department of Inland Revenue, Ottawa.

182 samples were collected. Of these 129 were adulterated, 2 were doubtful, 19 contained preservatives but were otherwise genuine, **but only 32 were absolutely genuine—i.e., were unadulterated and contained no preservatives whatever.**

Of these 32 pure samples

10 or nearly one third were made by E. D. Smith, Winona,

the rest were scattered in 1's and 2's amongst different makers.

These are the facts. You can verify them yourself by writing to the Inland Revenue Department for a copy of **Bulletin No. 119** (June, 1906).

If you are interested in the Jams, Jellies and Sealed Fruits in glassbeing sold in Canada you will certainly write for **Bulletin 119.**

E. D. Smith's Fruit Farms, Winona, Ont.

FRUIT SALE IN MONTREAL.

Monday last at a fruit sale in Montreal, pears sold from $1.70 to $2.35; peaches from $1.70 to $1.90, and plums from $1.25 to $2.25.

FRUIT NOTES

Astrachan, duchess and harvest apples are so plentiful in the vicinity of Galt, Ont., that people can have them for the picking.

The fruit division of the Dominion Department of Agriculture is arranging a series of demonstrations in boxing apples to be given by an expert, who has been brought from Oregon specially for the purpose. The schedule so far is as follows: Aug. 22, St. Catharines; 24 and 25, Chatham; 27 and 28, Forest; 29, Grimsby; 30, Winona; 31, Burlington; Sept. 1, Oakville; 3 and 4, Toronto; 6, Walkerton; 7, Owen Sound; 8, Thornbury 10, Orillia; 11, Brighton; 12, Newcastle; 13, Oshawa.

The fruit and vegetable growers of the Hamilton, Dunnville and Oakville district held their annual picnic at Brant House, Burlington, Ont., last week. There was an attendance of about 3,000 and addresses were delivered by Hon. Nelson Monteith, E. D. Smith, M.P., F. R. Lalor, M.P., Thos. Bain, E. J. Mahony, R. A. Thompson, North Wentworth; James A. Livingston, Grimsby; J. T. Regan, Ancaster; Rev. W. J. Anderson, Beamsville; J. C. Ford, Oakville; Dr. J. C. McGregor, Waterdown, and J. R. Binkley.

GOLDEN DIAMOND CANNED 1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

We are now quoting Special Prices on Finnan Haddie, Sardines, Clams, Kippered Herring and Mackerel.

CORRESPONDENCE SOLICITED. WHOLESALE TRADE ONLY.

J. W. WINDSOR, - MONTREAL

HANDLERS OF LARGEST ASSORTMENT OF CANNED GOODS IN CANADA

U. K. APPLE CROP A HALF.

Circular of Liverpool Importing Firm Last Season's Prices.

Woodall & Co., Liverpool, in their circular on the apple crop in the United Kingdom and the apple situation, says:

"We again have the pleasure in giving the comparative figures of the apple crop in the United Kingdom, from which it may be gathered that it is about half a crop, as against an almost entire failure last year.

	Over.	Average	Under.	Total Receipts
This year	40	109	104	253
Last year	3	44	223	280
1904	128	109	15	252
1903	2	17	248	267
1902	12	98	184	294

The reports from Holland, Belgium and Germany all indicate the crops to be good average.

"The total imports from the United States and Canada into the United Kingdom during the past season were 1,877,000 barrels, as compared with 2,140,000 barrels in the previous season, and 3,053,000 in 1903-4, which was a record, and 2,330,000 in 1902-3.

"Of last season's receipts of 1,877,000 barrels, 930,104 were received into Liverpool.

"After the holidays the market opened with very retail supplies, the bulk being from Canada, and there was an excellent demand, which was well maintained to the close at satisfactory prices, varying according to supplies, and during April ranged from 24s. to 33s. for Baldwins, 21s. to 36s. for Spies, 20s. to 28s. 6d russets, 19s. to 26s. 6d, Ben Davis, and American Baldwins, 20s. to 25s., russets 20s. to 22s., Ben Davis 20s. to 26s. 6d. As regards the prospects for the coming season, it is evident that a large proportion of the English crop will be marketed early, and will thus come into direct competition with Fall fruit from America and Canada. On the other hand, crops of pears and plums are exceedingly light, which will doubtless help the demand for apples, but if our half crop is gathered it will go a long way to supply the demand during the early part of the season, and last year's high range of prices cannot reasonably to be expected."

B. C. FRUIT IN GREAT BRITAIN.

The Canadian Pacific Railway has generously consented to repeat the favor granted last year to the fruit growers of British Columbia in carrying, free of charge, a commercial consignment of fruit to the United Kingdom for exhibition purposes and the promotion of the export fruit trade. The company has agreed to carry the fruit, a carload lot, in cold storage to the shipping port, Montreal or Quebec, where it will be carefully transferred to the cold storage rooms of one of the new Atlantic Empresses, thus insuring its arrival in the Old Country in prime condition.

The experiment of shipping a carload lot of fruit to London last year was so signally successful that the provincial government deemed it desirable to duplicate the consignment this season, so that the interest aroused in British Columbia fruit in London, Glasgow, Dublin and other distributing points should not be allowed to die out.

NOTES.

Mrs. Thos. Kitchen, Nanaimo, has the only lemon tree bearing fruit in British Columbia.

About 15,000 salmon were taken in the Bay of Fundy this season. The catch last year was 13,000 and it was considered exceptionally good.

The Kootenay Fruit-Growers' Association assembled at Nelson, B.C., recently, passed a resolution by 15 votes to six calling upon the Dominion Government to admit Chinese agricultural laborers free of head duty. This action was taken because of the scarcity of labor.

The Dominion Orchard Co., which is projecting an immense orchard in the neighborhood of Montreal, has elected these officers: S. M. Luke, president; J. O. Castle, vice-president, and C. S. Clark, secretary; H. D. Metcalfe and F. W. Gross.

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

TRADE MARK REGISTERED

ALSO

SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Get Ready for Your Fall Trade in Chocolate

SEE THAT YOU ARE STOCKED WITH ***CANADA'S BEST.***

MOTT'S

"DIAMOND" and "ELITE" brands of COOKING and EATING CHOCOLATE.

PERFECT PURITY IS GUARANTEED.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

IN STOCK

ROBERTSON'S SCOTCH MARMALADE

1 lb. Stone Pots — 7 lb. Tins

RAW SUGAR

Bright — Barbadoes — Grocery

SALMON

Red Feather	Peacock
Red Buoy	Arbutus
Red Shield	Clover Leaf

WARREN BROS. & CO.

Limited

35 and 37 Front St. E., Toronto

BISCUITS AND CONFECTIONERY

Glucose Manufacturers Said to be Affected by New U. S. Pure Food Law—Movement Against Street Vendors of Candy and Fruit.

The Corn Products Refining Co., says the New York Journal of Commerce, has sent out notices to all its customers that hereafter bisulphide will not be used in glucose. This action is announced to be in deference to the new national pure food law. Heretofore bisulphide has been used to bleach the glucose, making it white.

Local manufacturers of and wholesale dealers in table syrups are inclined to the belief that the company's action has been brought about through the publication of the results of some recent analyses of syrups by the Pennsylania State Department of Health, which caused a large number of the brands examined to be placed under the ban of the State law.

The glucose for these syrups has been purchased from the Corn Products Refining Co., controlled by the Standard Oil Co., and mixed with pure sugar syrup. The resultant compound upon chemical analysis, showed that sulphites had been used, and consequently it was declared unfit for consumption.

On the other hand, the syrup made by the Corn Products Co. itself, and supposed to be the same as the product sold by it to the compounders of syrups, is declared to have shown not a trace of sulphites.

The dealers are wondering if the corn syrup purchased by them was adulterated with a deliberate intention to drive their goods out of the market and give the Corn Products Refining Co. a monopoly of the trade. At any rate, it is known that many protests against the use of the bleaching sulphites have been made to the company recently.

AGAINST STREET VENDORS.

Curbstone candymakers are affected by the new pure food crusade of the board of health of Los Angeles, Cal., says the Confectioners' Journal. An effort is to be made to compel these vendors to cover their wares so as to protect them thoroughly from dust and dirt. During last month the chemist and the bacteriologist have been making chemical tests on samples of fruit, vegetables and confectionery taken from the street vendors. Here is a section of an ordnance which the health department is now considering:

"No person shall expose, sell or offer for sale breadstuffs, cake, pastry, candy, confectionery, dried fruits, fresh fruit or vegetables outside any any building in any open windows or doorways, or on any sidewalk, street, or alley or thoroughfore, except they be covered so as to thoroughly protect them from dust and dirt." For several months the Health Department has been discussing ways and means to stop the sale of candy and confectionery from open stands. The proposed new ordinance is similar to one now in effect in Cleveland, Ohio; New Orleans, La., and in a number of other eastern and southern cities.

ARTIFICIAL ICE CREAM.

"When Prof. Stillman, of Stevens Institute, gave a dinner to two friends, at which most of the viands were made artificially by chemical means," writes Lawrence Perry in Technical World Magazine, "he had small idea of the furor his efforts would produce. But he has received hundreds of letters asking how different dishes were produced —so many that he has not had time to answer many of them.

"The chemical processes which he employed were some of them simple and some quite complicated. To make vanilla ice cream by artificial means, for instance, the alchemist took some triple refined cotton seed oil, placed it in a centrifugal machine which revolved at a velocity of 3,000 revolutions a minute. duced, which was then frozen, chemically of course. The flavor was obtained by the addition of vanilline, glucin, and nitrobenzol. They say that ice cream composed as above is sold in many Southern States where cotton seed oil is more plentiful and consequently cheaper than milk or cream. It is far from harmful, tastes good and does not melt as quickly as the genuine ice."

WHO WOULDN'T ADVERTISE.

Breathes there a man with soul so dead that to himself has never said, "My trade of late is getting bad, I'll try another ten inch ad." If such there be, go mark him well. For him no bank account shall swell, no angels watch the golden stair to welcome home a millionaire. To such a man the noisy din of traffic may not enter in, for bargain seekers by the score shall pass, nor heed, his dingy door. Tread lightly, friends, let no rude sound disturb his solitude profound. So let him live in calm repose, unsought except by men he owes. And when he dies, go plant him deep, that naught may break his dreamless sleep: where no rude clamor may dispel the quiet that he loves so well, and that the world may know its loss, place on his grave a wreath of moss and on the stone above: "Here lies a chump who would not advertise."

J. J. Manship, manufacturer of chocolates, Amherst, N.S., says a Moncton, N. B., despatch, was in the latter city recently looking for a site to locate there, but could not find a building large enough.

Satis Mooney's

Satisfaction is behind our sign.

It's Contagious Wherever

Go

Now you are not one of the grocers who wants to follow the "contrary" course.

It's Not Strewn With Profits

ORDER "PERFECTIONS"

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada.

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS
Sugars Limited, Montreal

W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS BISCUIT MAKERS

For Over Fifty Years.

SPECIALTIES

King's Own Mixed
Puff Cracknel
Veda Oatmeal
Kiel Fingers
Glacier Wafers
Milk Chocolate Finger
Butter Cream
Polo
Macaroons
Marie

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

WILSON BROS.,
Wharf Street,
VICTORIA, B.C.

C. & J. JONES,
424-5 Union Bank Buildings,
WINNIPEG.

KENNETH H. MUNRO,
324 Coristine Buildings,
MONTREAL.

BORDEN'S BRANDS

"EAGLE" CONDENSED MILK

on your shelves indicates to your customers that you can sell them the ***most perfect.***

Condensed Milk and Evaporated Cream made

In offering these you are working for good trade for yourself.

(UNSWEETENED) EVAPORATED CREAM

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C

For sale by all jobbers

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

PUT DOWN
Shirriff's Extracts

on your order sheet and your clerks will be kept busy.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

FRESH.

The woman who was doing her Christmas marketing was difficult to please. She had overhauled every comestible in the shop and insisted on getting the best in stock at a penny a pound cheaper than the marked price, and now it was a question of eggs.

"Are you quite sure these eggs are fresh?" she asked.

"They are, madam."

"You will guarantee them?"

"I will, madam."

"But how am I to know that you know they are fresh?"

"My dear lady," said the exhausted shopman, with incisive emphasis, "if you will kindly step to the telephone and ring up our farm you will hear the hens that laid them still cackling! I'm afraid I can't say any more than that."

A board of trade has been organized at Kamsack, Sask., with the following officers: President, W. H. Bigham; vice-president, Theo. Miles; secretary-treasurer, Wm. Carment.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

INGERSOLL, CANADA—FACTORY

UPTON'S

Jams, Jellies

and

Orange

Marmalade

are easy to sell.

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

3 YEARS AGO

Sugar cane gave big returns to the Cuban farmers. Tobacco was neglected, crop short, prices advanced slightly. Two years ago only ⅔ crop tobacco harvested, prices advanced so that tobacco was the more profitable crop.

One year ago everybody planted tobacco, manufacturers jubilant; during December, 1905, the rain was continuous, drowning out the plants, freshets prevailed, washing away acres and acres of tobacco, result a little over a half crop to fill empty warehouses. This tobacco is now going through the curing process, farmers have already sold at fancy prices, some manufacturers will have to buy in December; I won't. Everybody should advance prices; I may.

No old tobacco in the market, plenty in my warehouses for Pharaoh at old prices, plus carrying charges.

The run on Pebble upset my calculations; now using 1904 crop. Quality superfine, cost to manufacture over $3.50 per thousand more, worth about $7.00 per thousand more at to-day's prices.

After September 1st can allow only 3% cash discount, instead of 5% on Pebble; all jobbers' discounts will have to be suspended.

My 500 assorted guarantee offer still holds good. With Pharaoh 10c. and Pebble 5c. in stock you can bet you have the best trade winners manufactured.

J. Bruce Payne, Limited, Granby, Que.

"He was a Natty Chap, But That Didn't Prevent Him From Buying at My Store"

"It was just at 11 a.m., last Tuesday.

"I had got through serving Mrs. Humphry.

"I saw him step into the store and go towards the tobacco case.

"When I went to serve him he said (I remember it well) '3 packages of ***T. & B.*** please.'

"I asked him if I would wrap them up and he said. 'Oh no! never mind, I am used to carrying them.'"

Order T. & B. From

THE GEO. E. TUCKETT & SON CO.,

LIMITED

HAMILTON, CANADA.

TOBACCO AND CIGARS

Germany Making Cigars Out of Tobacco from Which Nicotine has Been Wholly or in Part Eliminated—Flavoring of Tobacco.

Carl Bailey Hurst, consul at Plauen, reports that in suite of the fact that German cigars as a whole are light in comparison with those of other countries, there has been considerable local agitation as to the harmful effects of smoking and of over-smoking in particular. He says :

Although the use of the weed has in nowise diminished thereby, some factories are now producing cigars known as "free of nicotine" and "poor in nicotine," which are gaining in popular estimation. It has come to notice, however, that certain makes of these cigars are advertised as free from this poison, but contain in reality from 0.38 to 0.9 per cent. of nicotine, while ordinary cigarette tobacco varies between 0.3 and 0.4 per cent. Thus there is little difference between some of the tobacco from which the nicotine is supposed to have been extracted and that which has not been treated. An effort is now being made in Saxony to fix the maximum that a cigar "poor in nicotine" may contain in order to be sold as such and the tobacco of the cigar claimed as "free" must in reality be so cured that a chemical analysis will be unable to reveal the presence of nicotine.

Some American manufacturers, although acquainted with the German "nicotine-free" and "nicotine-poor" cigars, as the labels literally run, may now find it of advantage to experiment fully along this line, in view of the recent increase in the production of these varieties in a great tobacco-consuming country. It is not impossible that a brand of cigars deprived of a portion of the original nicotine might find favor with a part of the American smoking public. That the innovation does not lessen the demand for tobaccos of usual strength is evidenced by the growing output of the old-fashioned sorts in the German factories. It is held as immaterial whether the new product can be classed as pure tobacco. There is no question of adulteration or deceptive elimination with a view to cheapening the product. Whether the specially treated tobacco will have a markedly more beneficial effect on the system must remain undetermined for the present, but as a commercial proposition the new cigar appears to have a favorable chance, for it is well on the market and seems likely to remain there.

FLAVORING TOBACCO.

Some Popular Delusions—Licorice is Chiefly Used.

A tobacco manufacturer in a recent interview about the flavoring of tobacco said :

"It is remarkable what absurd delusions prevail quite generally as to the ingredients which are supposed to be used to sweeten and flavor tobacco by the manufacturers of plug, smoking and scrap tobaccos.

"You often find ordinarily intelligent people accepting and repeating the most absurd stories as to how tobacco is flavored. They speak of molasses, cayenne pepper, copperas, opium, strychnine, Indian hemp, and a multitude of other things, as being part of the stock in trade of every factory, and part of the flavoring of all plug and smoking tobacco.

"The molasses delusion is the commonest of all. I don't believe that a drop of molasses is used by the entire trade. The reason is simple. Molasses ferments quickly, and if mixed with tobacco would cause it to swell and ferment in turn. To sweeten tobacco we use Demerara sugar or maple sugar, which are the best for the purpose, especially maple. Many manufacturers have experimented with glucose, grape sugar and dextrine, and in some cases obtained good results. But as yet they have not displaced Demerara and maple sugar.

"Another quite common but most absurd story is that many brands of tobacco and cigarettes contain large quantities of opium. Now, as a matter of fact, opium is never used in the manufacture of tobacco. Even were it wanted —which it is not—its cost, $15 per pound for the poorest grade, prevents its being employed at a profit, and manufacturers would certainly not use it to their financial loss.

"A great and practically universal ingredient is licorice. Besides being sweet and pleasant flavored, it has an adhesive quality which increases the stability and durability of the plug.

"The oil or extract of bitter willow, which was called killickinick by the Indians, was extremely popular in the middle of the last century, but is now out of vogue. It may be used by a few manufacturers of plug and chewing tobacco, and is used in one or two brands of smoking tobacco.

"Rum, brandy and port wine have been used in special brands, but not in popular goods. This is the basis of the story that fine wines and even champagne are employed in producing flavors. Some manufacturers use cider for casing tobacco, but the practice is not at all common.

"Tonka and myrbane are used to scent smoking tobacco, but not in plug or chewing. The best flavoring comes from blending well seasoned tobacco. These, and these alone, give the real value to the weed."

Prof. Reynolds, of the Ontario Agricultural College, has been sent by the Government to Wisconsin to investigate there the growing of binder tobacco for cigars, with a view to seeing if it cannot be grown in Ontario.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

"A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

ANCIENT COLONY NOTES

The weather for several weeks has been very warm, which is not good for the curing of fish. The prospects for a good average catch is good. The price has opened for new fish at $4.50 per quintal, which if it keeps up, is a very good price.

Provisions—Pork is still very high. Beef is very reasonable. Flour on the decline. Molasses 30c. wholesale. The market is very bare of dried fruits, consequently prices are away up. Oranges very poor and high in price. Onions extra good and reasonable in price.

Jos. Sellars, the representative of Union Blend tea, has just returned from a very successful trip around Green Bay.

J. J. Lockerby, of Montreal, paid the Colony a visit and went away delighted with the country.

The Earl and Countess of Grey left in a special train to join the Government steamer Minto at Bay of Islands. They evidently had an enjoyable time as they extended their visit. We were glad to meet the Earl. He's a jolly, genial good fellow and no wonder he is popular with Canadians.

John S. Swift, National Drug Co., has been booking lots of orders.

Geo. Hall, of Seneca Falls, N.Y., representing Ramsey & Co., of this city, has been introducing his firm's goods here.

W. deG. Warren, of London, Eng., one of the oldest tea travelers, has been making his annual visit, and, as usual, went away in the Siberian with a goodly lot of orders. Mr. Warren is very popular with the trade. He has been visiting the Colony 30 years.

J. H. Roberts, the energetic representative of Vim tea, has, in company with Chestley Woods, been visiting the Northern Bays in the yacht Scallawag. During Mr. Roberts' absence from the city his numerous interests were looked after by Mr. Hussey. Both Mr. Roberts and Mr. Woods report business as extra good.

Fred J. Allen, of Milwaukee, Wis., was a visitor to the trade. He reports business goods.

Steer Bros. are changing the front of their building. When done they will have one of the best show windows in the city. We have no more enterprising firm than Steer Bros. in the whole colony.

T. & M. Winter are now the general agents for Five Roses flour, which is the largest seller in this market. This firm are special agents for some of the largest selling goods in the market. They represent E. W. Gillett & Co., Mont Royal Tobacco, Star Leather Co., Five Roses Flour, and several other large concerns, besides handling all kinds of groceries and provisions.

Col. H. Robinson, manager of the Robinson Export Co., Boston, leaves for home next week. The colonel feels well—his order book bulging out.

W. J. Murphy, manager for the Exploits Lumber & Pulp Co., has been in the city the past week. His many friends were glad to see him looking so well after his experience.

Lewis Gleason, representing the Galena Signal Oil Co., Franklin, Pa., left for home this week.

T. T. Cartwright, the Royal Yeast and Magic Baking Powder Ambassador, leaves for a months' cruise north in his yacht. Mr. Cartwright has only returned here a week but has put in some good work. The city is being well advertised with the Gillett's goods.

E. Button, New Melbourne, was a vistor to the city. Mr. Button is a member of the progressive firm of Button & Sons, who do a large business in the staples of the country.

W. Kennedy, of Harbor Grace, has joined the traveling force of the Thos. Smyth Co.

The Crosbie Hotel, notwithstanding they put on fifteen new rooms last Fall, is crowded to the roof.

VALUE OF TEA AS FOOD.

The real value of tea as a food is just now attracting considerable attention. It is pointed out that though modern science has not laid bare all of nature's secrets, and cannot yet declare the causes of all the body's demands or cravings, it now knows that not all of the values of food are comprised in those ingredients that build or repair, heat or furnish power. For example, the so-called extractives do neither of these things, but simply act as stimulants and appetizers. Among other things, they contain nitrogen, deprived of which animal and plant life would cease to exist. Until recently this was not known to be among the components of the Asiatic leaf—all discussions of which have been confined to the values, theine and tannin—but the chemists say tea contains 3 per cent. But, passing over any further discussion as to the nutritive, fuel, or therapeutic value of tea, its greatest virtues yet remain; its use repairs the body's waste, and it is, unlike alcohol, a stimulant without reaction. Dr. John Coakley Lettsom, described by a recognized authority as "the first medical writer to give the public a reasonable and scientific account of the plant," particularly remarked these peculiar properties, and, in evidence, quotes the experience of various noted travelers — among others that of Brydone: "We have traveled all night on mules, and arrived here, about ten o'clock, overcome with sleep and fatigue. We have just had an excellent dish of tea, which never fails to cure me of both. I am as fresh as when we set out." It would be easy to multiply examples of tea's staying powers, as exhibited by its users—the little Japs on the march to Peking gave their western allies one object lesson in that direction, a lesson, however, that has been taught for centuries by coolie labor under burning suns, in dank, moist climates, such as would speedily kill off the users of alcoholic beverages.

The E. W. Gillett Co., Limited, installed a fine large new engine recently in their Toronto factory. The plant with the old engine was shut down Friday night and started with the new engine on the following Wednesday. The feat was made possible only through thorough organization.

WE HAVE BEEN JUDICIOUSLY ADVERTISING

HOGEN-MOGEN 5c. AND **ROYAL SPORT** 10c. **Cigars**

to the grocery trade, because we have implicit confidence in their value and in The Grocer as an advertising medium Known goods are either quickly rejected or sales grow and quality is back of publicity.

A remarkable increase of sales attests the intrinsic merit of our cigars. We have room for you.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

EFFECTIVE ADVERTISING

Hints on How to Talk to the Public with Printers' Ink—An Illustration Advertisement—Desertation on Getting Business.

The ad of J. A. Charlton, Fort William, is reproduced because it exemplifies a business-getting style touched on in this page at other times.

You will notice Mr. Charlton appeals to one class of people, whose cause he undertakes to champion.

A person reading this ad would naturally think J. A. Charlton made a specialty of pleasing, and that is exactly the vein of thought the advertiser in this case desires the reader to have.

William R. Cummings, of Cummings' Bridge, Ottawa, forwards a "slaughter sale" circular for criticism.

The printing and the stock are the best ever sent into this office in the form of a circular.

The lay-out of the matter is attractive, the leading lines being well displayed and enclosed in sufficient white space.

The descriptive portions of the items, unfortunately, lean towards ambiguity because of insufficient sentences. Dashes and commas do certain work, but they cannot usurp the function of the full stop without confusion following.

A writer should aim to make his statements as clear to his readers as they are to himself.

ADVERTISING RESOLUTIONS.

I will be progressive.

I won't hesitate to investigate any new schemes, theories, systems, etc. I want each succeeding year to be richer than the preceding.

I will be honest.

I won't let my competitor get a leverage on me by letting palpable exaggerations and deceptions creep into my ads.

I will be fair.

I won't let slip any chance to get valuable suggestions from inferiors, equals or superiors. I am out to succeed. Also I will persuade rather than force.

I will be strong.

I won't be tempted to evil. I won't be weak, petty, cavilling or despairing.

I will be original.

I won't copy my competitor, although I will study him and go him "one better."

I will be studious.

Study is the key to success. Study brings more money, promotion, honor, friends, fame, comfort, etc.

I will be energetic.

I won't let my competitor by burning midnight oil get ahead of me in timely ads.—Brains.

GETTING BUSINESS.

"Getting business, as I understand it, consists of getting regular customers rather than occasional ones, and to do this successfully you must advertise along a certain line and keep everlastingly at it. It is easy enough to say 'mail circular letters,' but the hardest thing in the world is to get the proper mailing list. A box list from the post-office in your vicinity will not get satisfactory results because nearly half of the people who get mail at every office get it through general delivery. The woman of the family is usually the shopper and the one to appeal to for trade. Letters mailed to the men of the family seldom find their way into the home, as they are opened, glanced at and thrown down in their office or place of business.

"I have a successful mailing list in operation which was made up as follows: I first took our county map and struck a 25-mile circle which was as far—I figured—as we could draw trade. I then made a miniature post office case from an old shoe case which contained forty 4x4 pigeon holes. On slips of paper pasted on these pigeon holes, I put the name of all the towns and rural routes within my circle. I went to the office of the store and got from the bookkeeper the letter file for two years back. This contained all the letters that had been written to the store on any subject whatever. I found these letters contained the names and addresses of

J. A. CHARLTON

Groceries, etc.

If your grocer is not giving you satisfaction,

'Phone No. 3

and get what you want, and when you want it.

Best Butter and Eggs in Town.

SYNDICATE AVENUE

Phone 3

one or more customers from twenty-five of my thirty-six towns and routes. I selected one woman's name from each route and town and wrote her the following letter:

"Dear Madam:—I find your name on our mailing list, the only one from (town or route) and as we are anxious to reach the ladies of your town who might be interested in samples of free dress goods, notices of special sales, etc. if you will kindly make us a list of such ladies getting their mail at your post office or on your R. F. D. route, I will mail you a pair of fine kid gloves. Please state size and color preferred when you send your list. Thanking you in advance, I am, respectfully yours, etc., and signed the firm's name.

"I used a glove that cost sixty-three cents and the twenty-five letters brought in over 3,000 names. I now offered a monthly prize of $1 with a pair of gloves as a second prize to the saleswoman in the store who would bring to my office for the current month the names of the greatest number of ladies not down on our mailing list.

"This brought over one hundred names a month for three months, which gave us a splendid mailing list from which we are receiving good results, as every mail or sample goes direct to the one to whom it is addressed. A strong letter giving a long list of attractive prices was sent to each of the names on the list. Other letters and circulars were used to follow up the first one.

"A small store could commence with a mimeograph, but where you are mailing 500 or more copies it will pay to have them printed with imitation type-writer type. I indexed a petit ledger and arranged the names alphabetically, leaving a space for the addition of new names — filed the original manuscripts away and will return them to their original writers one year from now with a small present enclosed, say a handkerchief, also stamps for returning, and ask them to cross out the names of those dead or removed, and add new ones. This will keep the list alive and is the only way I know of to keep in touch with your trade and successfully cope with the mail order houses."—Selected.

HEADINGS FOR SPECIAL SALE ADS.

Remember, opportunity never retraces her steps!

We are the people; you are the patrons.

There are some articles in our store which if bought at the counter lead on to happiness.

Suppose you miss these goods — what then?

Breathes there a man with soul so dead who hasn't about our store read?

If you can't come by way of the street come by way of the 'phone.

In your advertising statements

Be Honest
Accurate
Frank
Timely
Concise
Persuasive
Optimistic
Coherent
Informative
Enthusiastic.

A. A. B.

OYSTERS WITH OR WITHOUT.

Particular Customer—I want an oyster stew, and I don't want the oysters and liquor and milk all mixed in a mess and merely heated. I want the milk carefully boiled first, then the oysters added, next the liquor, and finally, after it is taken off, the seasoning. Be particular about the milk. It must be sweet and rich, and above all things be careful to get good butter. Only the best and freshest gilt edged dairy butter should be used. As for the oysters, I want the finest to be obtained anywhere—no common mud oysters for me. Now, don't forget.

Waiter—Yes, sah; do you wish the oysters with or without, sah?

Customer—With or without what?

Waiter—Pearls, sah.

M. Krolik, who has been carrying on a banking and general store business in Grayson, Sask., has decided to devote himself exclusively to private banking, and with that end in view is offering his general store business for sale.

FREIGHTS AND CHARTERS

Low Water at Montreal is Limiting Cargoes—Shipping Business More Active —Flour for South Africa—Much Cheese and Butter Moving Out.

Shipping has been rather active during the past week, all the ocean-going boats carrying such cargoes as they were permitted to load.

Export business from the port of Montreal is more or less hampered owing to low water. During the past couple of weeks all boats drawing over 24 feet of water have been restricted by the port warden from loading capacity. Naturally the effect on the trade is felt very much, since the boats in this category cannot take full cargoes.

Lack of rain, said the port warden, is accountable for the existing conditions. It is hardly likely that there will be any improvement in the situation this season. It is more likely that lower water will cause still further restriction in loading.

In speaking of the matter shipping companies state that in more than one case they have had to refuse bookings, and in all cases have found it necessary to exercise the greatest care in loading.

Grain is moving out quite briskly at present and shipping companies are looking forward to good business for the remainder of the season.

Hay is very quiet, few shipments going forward.

Export trade in butter has been very good, much better than for some little time past. The Dominion Liner Englishman, which left for Bristol Saturday morning, carried a large cargo of butter and cheese, having no less than twenty-two thousand cheese and eight thousand odd packages of butter.

Cheese shipments, even at the high market price, have been very good, in fact somewhat better than expected.

There has been some little activity in flour, some shipments being made to South African ports. Trade with the Old Country, however, is limited.

A few small shipments of apples have been made.

Meats are not very brisk, inquiry from the other side being limited.

The Dahomey, Elder Dempster & Co., arrived in port last week with general cargo from Mexican ports.

Another of last week's arrivals was the Volage, McLean, Kennedy & Co., from Demerara and Trinidad, via Halifax. This boat brought a cargo of sugar for the Canada Sugar Refinery.

Englishman, Dominion line, for Bristol cleared August 18 with a cargo including 22,000 cheese and 8,000 odd packages of butter.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/6	16/3	15 9	17/6	.....	15/
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	†10/6	T	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	.....	17/6
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	12/6	15/9	17/6	18/6	15/9	12/6	.....	.....	15/9	17/6	.....	17/6
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs	10/	10/6	11/3	11/3	10/	10/	12/6	13/9	11/3	12/6	.....	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs,	12/6	13/	14/	13/9	12/6	11/3	15/	16/3	14/3	15/9	.....	15/
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	8/9	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.	10/6	15/9	15/9	11/3	15/9	10/	15/6	16/3	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	.....	.....	25/	25/	.....	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	.....	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	13/9	12/6	13/9	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	10/	10/6	11/9	12/6	10/	10/	15/	15/9	11/3	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2/6	2/7½	3/	2/9	3/	2/6	.....	.....	3/	3/6	.....	3/3
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	.....	15/	15/9	17/6	.....	16/3
" Evaporated, in barrels or boxes, "	10/6	10/6	11/3	8/9	10/6	10/6	.....	.....	10/6	11/3	.....	12/6
" Prunes and other dried fruit in boxes, 2,240 lbs	17/6	15/9	15/9	20/	21/	17/6	.....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern	2/	2/	2/3	2/3	2/	2/	.....	.....	.....	.....	.....	2/6
Smalls, of less than ¼ ton weight or measurement.	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal. T For rates see London Tariff.

FOR PURE FOOD.

As a result of the agitation during last session of Parliament for protection of the legitimate maple sugar products industry, an analysis is now being made by the Department of Inland Revenue of a large number of collected samples. Honey and milk also are under investigation.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

930. Wines and liquors—Several important firms in Bordeaux ask representatives on the Canadian market to sell clarets, highwines and liquors.

931. Agent—A firm in Dijon (Burgundy) desires a good agent to introduce its wines in Canada.

932. Agent— A firm in Lons-le-Saulnier((France), wish an agent to sell in Canada, good sparkling wines.

933. Canadian representative — Two important firms in Cognac ask for representatives to sell brandies in Canada.

934. Olive oil—A French factory of olive oil in Aix-en-Province desire to be put in touch with Canadian wholesale grocers.

935. Agent—An important manufacturer of canned goods in Lorient (France), wish an agent to introduce its products in Canada.

936. Agent—A manufacturer of first-class confectionery in Versoix (Switzerland), wishes a reliable agent in Canada.

941. Agents—Two manufacturers of pipes in St. Claude (France), desire to appoint agents in Canada.

946. Agent—A French manufacturer of cut glass desires a valuable agent in Montreal or Toronto.

948. Apples—A large north England produce firm would like to be put in touch with Canadian apple growers. This firm have an extensive trade in British and foreign fruits and would handle goods on commission,

952. Clover Seed—A German firm desirous of corresponding with Canadian seedsmen who are in a position to export clover seed (red clover, alsyke, etc.) in large quantities.

953. Dried fish—A firm in Bari, Italy, reports a good opening for Canadian dried fish in neighboring markets, and would be pleased to hear from Canadian shippers wishing to develop this trade.

957. Butter—Leeds butter importer desires to get into touch direct with Canadian dairies for regular shipments of first and second quality butter.

959. Cheese, butter and eggs—A Yorkshire produce importing firm ask for Canadian exporters of cheese, butter and eggs, to be shipped on consignment drawing 80 per cent. against bill of lading.

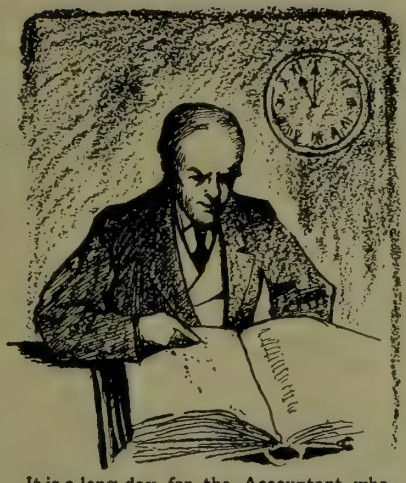
971. Clothes pegs, etc.—A Birmingham firm wish to purchase wood clothes pegs, washing boards and broom handles.

973. Casein.—A Birmingham firm are open to purchase large quantities of casein.

976. Lard tins, etc.—A Birmingham firm wish to find a market in Canada for lard tins, pressed meat tins and brawn tins.

985. Apples, produce, etc.—A Belfast firm would like to get into touch with Canadian apple shippers; they also ask for the names of exporters of produce from Canada.

IN THE JOY OF LIVING



It is a long day for the Accountant who uses the ancient system of bookkeeping by bound books.

The introduction of labor-saving machinery has done a heap towards increasing the possibilities in the joy of living.

The eight-hour work day is the result of these modern methods, and it hasn't decreased the earning power of any man or body of men, nor has it increased the price of the goods which they assist in manufacturing.

The introduction of modern methods of accountancy reduces the working hours of the accountant, and saves the merchant at least fifty per cent. in clerical service value. Also it facilitates business, avoids chance of error, and makes it easy for the merchant to know at any time just how his outstanding accounts are, and what business he has done within a certain time.

Using bound books to record daily, weekly, monthly or yearly transactions in business, is using obsolete machinery; in a day, too, when competition can only be met with up-to-date labor-saving methods.

In accountancy this all means that the Copeland-Chatterson Systems must be employed if you wish to assure success in the handling of your business.

The Copeland-Chatterson Monthly-Account System is a condensed and distilled method of handling bookkeeping in retail business—one book does the work of three, and without extra effort on the part of the accountant.

The Copeland-Chatterson Co. Limited

Devisers and Manufacturers of Systems for Business

Works
Brampton, Ont.

Liverpool, London and Globe Building Montreal
141 Bannatyne Avenue, East - - Winnipeg
14 Citizen Building - - - - - Ottawa

General Offices
Toronto

IMPORTANT NOTICE

We made and sold more Quaker Oats during the six months ending June 30th than ever before in the history of our business.

July sales indicate that our business for the next six months will show a still larger gain. Even with our increased capacity we anticipate some difficulty in supplying the demand. It may be necessary in the near future to fill orders in rotation. Then it will be a case of first come, first served.

To be on the safe side every grocer should place an order for

Quaker Oats

RIGHT NOW. Order from your jobber

It is the fastest selling cereal food in the world.

The quality, purity and flavor of Quaker Oats is sure to satisfy your customers and bring them back for more.

Now is the time to replenish your stocks.

The American Cereal Company

PETERBOROUGH, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 23, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, "according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz	
Reckitt's Zebra paste, ¼-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 50

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 55

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case.	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	25c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	28c

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

FALL TRADE

This is the season for laying in a stock of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins for Fall Trade, which will begin in a few days. These goods afford you a good margin of profit. When you push them, you make friends for yourself as well as for us. You can't afford to displease a good customer by selling an inferior Stove Polish. Begin the season right and sell the best. Both RISING SUN in cakes and SUN PASTE in tins bring the customer back to you for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STRANGE

is it not that a grocer should expect to get sure business without the assistance of

NICHOLSON'S MINCE MEAT

Do you know any Grocers who are working in this "up-hill" way?

Just repeat your last instructions concerning.

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDING
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.30 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 28 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box.
Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the carton	1

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co.. Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 7[illegible]
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per
No. 1, cases, 60 1-lb. packages	$2 7
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

DOES YOUR TRADE DROOP

with the flagging spirits of your patrons these hot days?
Show yourself a wise counsellor and friend by helping both.
Iced Tea has become a great popular beverage, and the ideal cup is reached in **WOOD'S**

"PRIMROSE" CEYLON TEA

A Rare Delight
From a Delightful Rarity.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel ..per box 1 25 to 2 50	

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1 lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

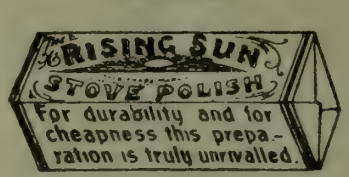
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

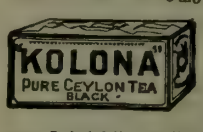
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs., ½s & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label. " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s.	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases ..retail	0 35 at 0 26
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s.	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 [illegible]
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 [illegible]
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 42½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 65
Gillett's cream yeast, 3 doz. in case	1 05

WARNING!

Crescent BM&Co TRADE MARK Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, - ONTARIO

TEA HINTS
FOR RETAILERS
By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

THIS is what you've been looking for:

8858 C FANCY PLATE

A brightly decorated hand painted opal plate, 9-in. diameter with any photographic view you wish and gold lettered any way ordered. Retails 25c. to 35c. each. Just the thing for Souvenir Trade, Old Boys Reunions, Fall Fairs, Christmas Gifts, etc. Write for particulars now.

GOWANS, KENT & CO.
LIMITED
TORONTO

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents:

C. E. COLSON & SON
10 St. John St., MONTREAL

From An Ontario Traveller

"————————are about dissolving partnership and are not buying any goods until the old business is settled up, and they said: 'You can book us an order for **Red Rose** all right for we use that ourselves and can't afford to be without it.' Even where several other brands are kept I find very many merchants prefer Red Rose for their own use."

One of the very best proofs of the superior quality of Red Rose Tea is the fact that most merchants who sell it use it in their own homes.

If you are not doing so will you try it?

T. H. Estabrooks,

ST. JOHN, N.B.

Branches: Toronto, Winnipeg.

MOLASSES!

We are headquarters in ***Canada*** for all grades of Foreign and British Island Molasses.

Our stock is now complete with the following assortment:

Extra Choice, and Fancy Porto Rico,
Choice No. 1, and Fancy Barbados,
Specially Selected British Island,
Antigua, St. Kitts,
Cuba, New Orleans,
and
Extra Fancy Trinidad for
High-Class Grocery Trade.

For samples and lowest market prices apply direct to the Head Office, or to the following Agents:

J. W. BICKLE & GREENING, Hamilton, Ont.
C. E. PARADIS, 60 Cote Lamontagne, Quebec, P.Q.
GEO. MUSSON & CO., Toronto, Ont.
GEO. H. GILLESPIE, London, Ont.
JOS. CARMAN, Winnipeg, Man.
GALLOWAY & PARNELL, Vancouver, B. C.

The Dominion Molasses Company, LIMITED

HALIFAX, NOVA SCOTIA

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, AUGUST 31, 1906. NO. 35.

The one brand of Laundry Blue used the world over is

Keen's Oxford Blue

The only reason for this is that Keen's Oxford Blue has no equal and can have no superior—It pays to sell the best in all lines—Sell the Best Blue—Sell KEEN'S OXFORD BLUE.

For Sale by all Jobbers

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

Always the same—and always the Best

Benson's "Prepared" Corn

for cooking purposes

Edwardsburg "Silver Gloss" Starch

for the laundry

The care that is exercised in the selection of the finest corn, and the methods employed in the manufacture of our goods makes it absolutely sure that **Purity** and **Perfection** must follow—

Remember the brands when buying.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTON*
GEO. H. GILLESPIE, - - -	*LONDON*
JOSEPH CARMAN, - - -	*WINNIPEG*

CODOU'S

MACARONI, VERMECELLI

ETC.

(Genuine) French

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ORDER NOW **FOR FALL**

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, MONTREAL.

20½ Front St. E., TORONTO.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

J. H. MAIDEN
425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

Green Apples
Wire us for prices by the Car.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(*Continued on page 4.*)

The Success of Making Pickles—

The pride of many housekeepers is based on the quality of their own made Pickles, Sauces, etc. As you know—to achieve good results—more depends on the quality of the ingredients than on the processing. You will be looking to your own interests as well as your customers by selling them

OUR PURE SPICES

—ABSOLUTELY PURE AND TRUE TO NAME—

Nothing finer to be had at any price— You must not forget

"IMPERIAL" VINEGAR

PURE, SPARKLING, CLEAR AS CRYSTAL

Full bodied—yet of that exquisite mellow flavor that makes it the favorite of the knowing housekeeper.

SEND US YOUR ORDERS--

IF YOU WANT——
PROMPT SHIPMENT
LOWEST PRICES and
BEST TERMS

DON'T FORGET

"GOLD MEDAL" COFFEE

Never yet disappointed a user—

EASILY THE BEST 40c. COFFEE SOLD IN CANADA

½, 1 and 2-lb. tins, whole or ground

THE EBY, BLAIN CO., LIMITED

Wholesale IMPORTING AND MANUFACTURING Grocers— TORONTO

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CALGARY STORAGE TO RENT
Second floor new modern warehouse
100 x 25
Track Privilege
THE McDONALD-DUNLOP CO., LTD.
BOX 363
CALGARY, ALBERTA

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

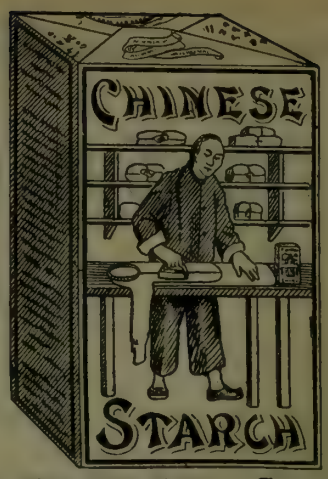
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



CHINESE Starch
The best money maker in your store—
Write for particulars—
OCEAN MILLS, - MONTREAL

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.
CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

The Finest Line of
TOMATOES

ever put up in Canada is the Old Homestead Brand. We pride ourselves on this line it is so much ahead of all competitors. We can advise the trade that our pack of 1906 will in every particular be up to the high standard of past years. You should stock it.

The Old Homestead Brand

of Beans, Peas, Corn and Fruits are equally worthy of your attention. They are not surpassed, cannot be surpassed. Our factory is the most modern, most sanitary, most conveniently located in Canada. We get perfect fruits and vegetables, in perfect condition, process them perfectly, while perfectly fresh. The result is

The Old Homestead Brand

the brand that delights your customer and brings her back for more.

You are losing trade you should have if you do not handle Old Homestead Goods.

BETTER PLACE YOUR ORDER NOW

The Old Homestead Canning Co.

PICTON, ONTARIO

THE IMPERIAL CANNING CO.,

KINGSVILLE, ONT.

(Branch of the Canadian Canners, Limited)

"one of the best in the Province"

The following editorial is clipped from the KINGSVILLE REPORTER of August 26, 1906.

The canning factory started up on the 15th of this month, a few days earlier than last year. While this factory is always to the fore front, it IS THIS YEAR STILL MORE MODERN IN ITS EQUIPMENT. CLEANLINESS IS ONE OF THE FEATURES WHICH IS RIGIDLY ENFORCED BY MANAGEMENT, and this year more machinery has been added which will facilitate the cleaning of the raw material, making it still more easy to put up the goods in the cleanest possible manner. THE TOMATOES ARE emptied from the boxes into a washing machine and agitated until the sand or other dirt is washed off. They pass from this into a tank of hot water and are scalded, then they pass out into a chute and are carried in to the peelers. They fall from the carriers into fibre pails which are placed on a revolving platform, around which the women and girl workers are assembled.

As the tomatoes are peeled they are carried in pails to the canning machine and are soon in the cans which are soldered automatically, and pass out into the cooker and cooler and from there are wheeled to the storeroom. Each pail of the peeled tomatoes is carefully examined as they are emptied into the canning machine, and if a worker has been careless and left any spots in them she is reprimanded. Each pail is numbered and is traced by the check given the peeler. A woman is kept constantly at work sweeping up refuse and tidying things up generally. The annual output of the factory is 600,000 cans tomatoes, 90,000 gallons of apples, and this year peaches will also be put up. Employment is given to a staff of 100 people, who will put through, running full time, 2,000 bushels of tomatoes per day. THE FACTORY IS ONE OF THE BEST IN THE PROVINCE, AND PEOPLE NEED HAVE NO HESITATION IN EATING IMPERIAL BRAND OF TINNED GOODS, BECAUSE THEY STAND ON THEIR MERITS FOR ABSOLUTE PURITY, WITH QUALITY OF STOCK THE BEST THAT CAN BE PROCURED IN CANADA.

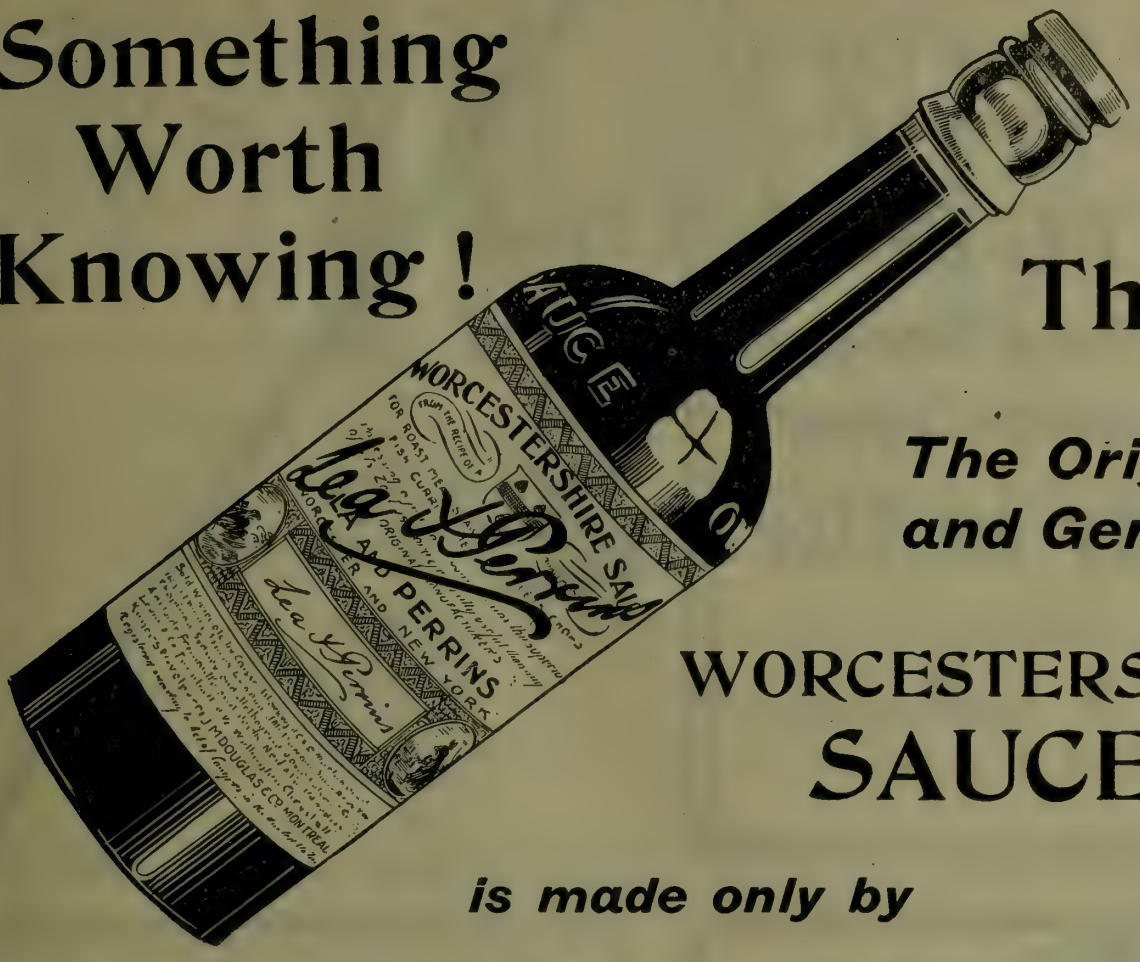
The remarks as above are equally applicable to each of our thirty factories. In ordering Canned Goods it will pay you to stick to brands as follows, viz.:—"**CANADA FIRST**," "**LITTLE CHIEF**," "**LOG CABIN**," "**HORSESHOE**," "**KENT**," "**AUTO**," "**LYNNVALLEY**," "**MAPLE LEAF**," "**LION**," "**THISTLE**" "**GRAND RIVER**" "**WHITE ROSE**," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

Something Worth Knowing !



That

The Original and Genuine

WORCESTERSHIRE SAUCE

is made only by

LEA & PERRINS

WORCESTER

The Target for All Imitators

70 Years Reputation Behind It

J. M. DOUGLAS & CO., MONTREAL

(Established 1857), Canadian Agents

For a Good Thirst Quencher Sell

BATGER'S

Lime Juice Cordial, and Lemon Squash

Ready to Use

Rose & Laflamme

Montreal - Toronto

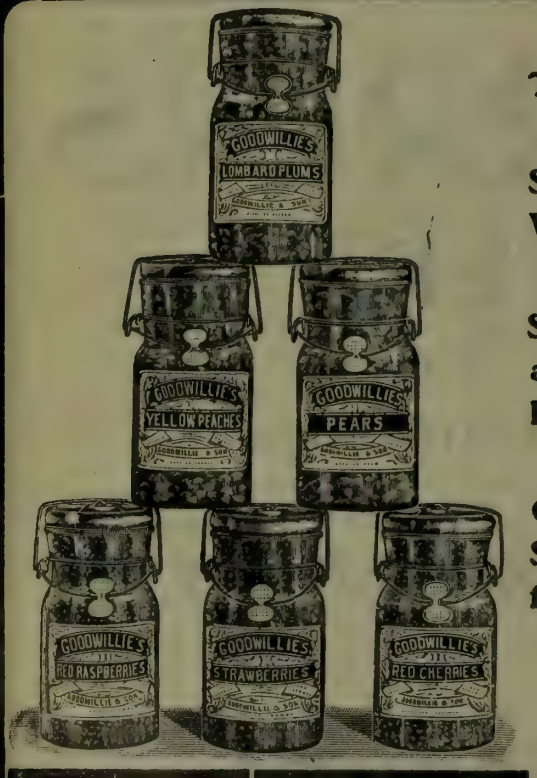
1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal



THEY

Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

15,000,000 Packets Annual Sale

Black, Mixed, Natural Green

There are no teas on sale to-day (bulk or packet) in Canada or out of it that Salada will not readily out-class and out-draw all the way from 25% to 50%

This is the real secret of its unprecedented popularity and demand.

SALADA is controlled and operated by the Largest Handlers of Ceylon Teas (Black and Green) in America. Write for Terms, "Salada," Toronto, Montreal

Established 1852.

A REPUTATION OF 50 YEARS

backs up the goods we manufacture. When we say that

Gillett's Cream Tartar

is absolutely pure, you may depend on it. Our reputation is at stake.

Use Gillett's Cream Tartar.

PUT UP IN

¼-lb., ½-lb. pkgs.
½-lb., 1-lb. and 5-lb. cans.
10-lb. wooden boxes.
25-lb. wooden pails.
100-lb. kegs.
360-lb. barrels.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Canada's Favorite Pickle

Grocers who sell to their customers

STERLING

Brand

PICKLES

cultivate a line of customers who will return to them again for the same goods

—Made in Canada's largest
—pickle factory of best
—grown Canadian Vegetables

Buy from your Jobber or direct from

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, -

IF you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once.** It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

The Only Demand We Hearken to Is the Demand for Sterling-Made Canned Goods

We have no interest in the grocer who is looking for second-rate stuff.

All our interest is centred on the grocer whose watchword is: "Please My Customers Now and Always."

Such a grocer will want

Riverdale Brand CANNED GOODS

because such a brand as Riverdale will help him live up to his watchword.

Riverdale Brand means More and Satisfied Customers

Write or wire for particulars.

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

Ideal!

Ideal!

A COMPANY OWNED AND DIRECTED BY THE MEN WHO GROW THE FRUIT AND VEGETABLES.

The Farmers' Canning Co., Limited, is a signal proof of the fact that if you wish to get the best from an industry you must have the component parts of its make-up working con-jointly to a common end.

FARMER BRAND Canned Goods

are put up in an excellently situated factory with pure spring water close at hand, and high, dry land all around. The fruit and vegetables are grown in the garden of the Bay of Quinte by the men interested in the company, and the product is brought in fresh from the fields and **packed while fresh.**

Our 1905 pack is **sold right out. If you order from us now we will guarantee 1906 PACK.**

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

GREIG'S WHITE SWAN

Flavoring Extracts

Long and sucessful experience in this department enables us to state with absolute assurance that our flavors will satisfy the most exacting.

QUALITY*—*The keynote throughout.

THE ROBERT GREIG CO., Limited
White Swan Mills, **TORONTO**

"Cold-Water" Starch Outsells "Hot-Water" Starch From the Fact That it is Not so Burdensome to Use.

You can readily understand this.

Well, it's because the women understand it, too, that they sent up the sales of

IVORINE STARCH

The majority of grocers do not have to be reminded to order **"Ivorine."**

Are you one of the majority ?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Fragrant as Flowers of Spring!

JAPAN TEAS

Pure, unsophisticated and uncolored.
Free from superfluous tannin so
noticeable in Imitations.

"If you're careful what you eat,
Try Queen Quality Pickles—Sweet."

—

A grocer told that to a "cranky" customer of his and was delighted with the results.

ONCE
A
WEEK

the "crank" came in and marched off with six bottles of

Queen Quality Sweet Pickles

She said there were five other "cranks" at home.

MORAL — The right kind of cranks are profit-makers for a grocery store.

TAYLOR & PRINGLE CO., Limited

Sole Agents for "Perry's Worcestershire Sauce"

OWEN SOUND, ONT.

You will never know how good and profitable the sale of OUR MATCHES will be unless you try them——

Place an order with us. The trial will make you a satisfied and steady customer.

WRITE FOR PRICE LIST

Ask your jobber to send you matches made by

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

STOVE POLISH

Always in use, See that you get the best

JAMES' DOME BLACK LEAD

The best for you to handle, gives the best results to your customers.

Pays well. ***Sells Well.*** ***Works Well.***

W. G. A. LAMBE & CO., Canadian Agents.

FIRM ESTABLISHED 1750

Purnell's
PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.

Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. Gorham & Co. - - HALIFAX, N.S.	J. Westren, - - 630 Ontario Street, TORONTO
R. Jardine, - - - - ST. JOHN, N.B	Bickle & Greening, - - - HAMILTON, ONT.
H. Hazzard, - - CHARLOTTETOWN, P.E.I.	J. Carman, - - - - WINNIPEG, MAN.
A. J. Hughes, - 1483 Notre Dame Stree , MONTREAL	C. E. Jarvis & Co., - - - VANCOUVER, B.C.

VALENCIA RAISINS (28-lb., 14-lb., or 7-lb. boxes)
SULTANA RAISINS (28-lb. boxes)
CURRANTS (In half-cases or barrels)

also Cleaned,
(In half-cases or 1-lb. Cartons)

For Import—
We represent Reliable Shippers only.

THOS. BELL, SONS & CO.,
MONTREAL

ST. JOHN EXHIBITION.

Merchants visiting the St John Exhibition are invited to inspect and test our celebrated **"CLUB" Coffee,** which will be demonstrated in the Main Building. The value of the coffee is recognized by judges as without equal. It will prove a good seller and profit maker for you.

Special attention paid to visiting merchants, and information furnished as to our Spices, Grocers' Sundries, etc.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 66.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Canada's Pride Brand

CANNED FRUITS and VEGETABLES

are distinguished by the handsome gold embossed labels that enclose the tins.

The care devoted to every detail of the label is characteristic of the care given to every detail of the **growing, handling** and **processing** Canada's Pride-Goods.

You can absolutely depend on them.

Sole Agents for Montreal :
WM. GALBRAITH & SON,
Wholesale Grocers

NAPANEE CANNING CO.
Napanee, Ont.

GIVE US A TRIAL

AND YOU WILL BE SATISFIED, SO WILL YOUR CUSTOMERS.

MELAGAMA OUR PACKAGE TEA

IS ALWAYS A WINNER

AND WE CARRY A FULL LINE OF BULKS. ALL TEAS AT ROCK BOTTOM PRICES.

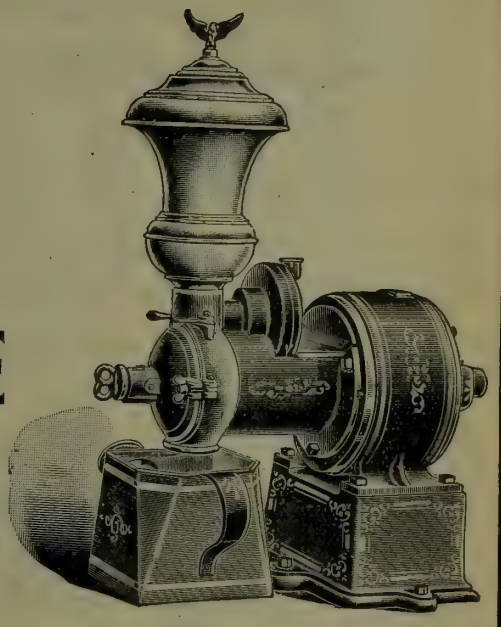
MINTO BROS. *IMPORTERS,* *F. J. WHITE Manager* *55 Front E., TORONTO.*

Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE



Electrically Driven Coffee Mill

The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

$18.00 SPECIAL

"The Chief End of Man is the One with the Head On."

Therefore, why worry over your accounts? We will be pleased to send you, charges paid, any time during September, 1906, a complete Perpetual Ledger Outfit, including one General Current Ledger (round back), one Transfer Binder, two Indexes and 500 leaves (1,000 pages).

Send us your order to-day, addressed to

UNIVERSAL SYSTEMS, Limited

8-10 Adelaide St. West **Toronto, Canada**

We have a little booklet on "Desk System" which would interest you.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

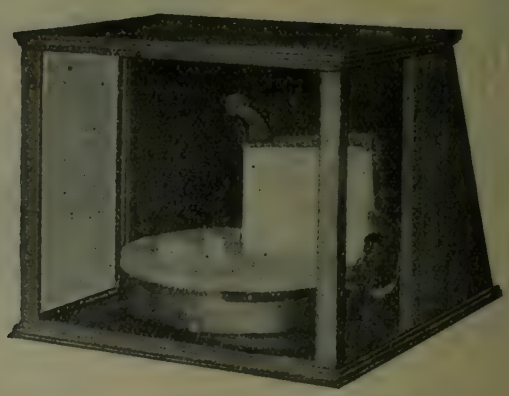
COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A Strong Combination in Cheese



THE STANDARD COMPUTING CHEESE CUTTER

The most accurate and complete Computing Cheese Cutter made, giving money values and weights at the same time.

THE STANDARD CHEESE CABINET

A Cabinet of the highest quality in every detail.

Write for folder and special price

The Walker Bin & Store Fixture Co., Limited

BERLIN, ONT.

Western Agents: E. H. BRIGGS CO., Limited, Winnipeg

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

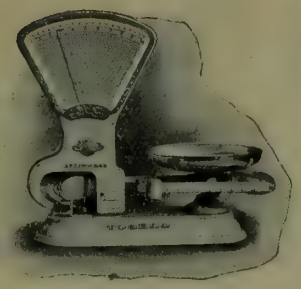
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

. . . Deceived . . .

is the Grocer who imagines that the "one-color" counter check book is the latest thing out.

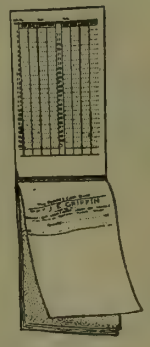
We make a

Counter Check Book

SPECIAL DUPLICATING

Two Colors of Paper

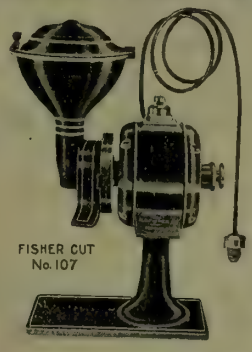
Shall our Representative Call?



The Carter-Crume Company, Limited

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

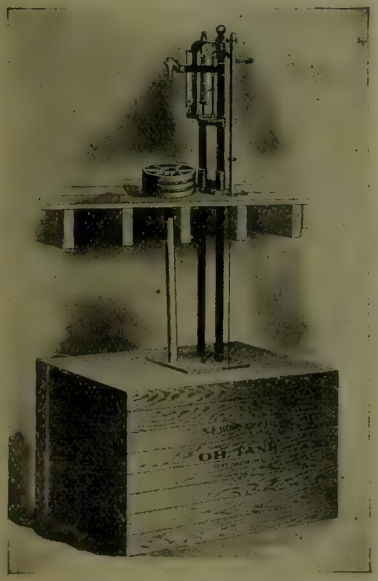
Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO



Cut No. 1.—Cellar Outfit.
ONE OF 50 STYLES.

Stop and Consider

"Retail merchandizing is essentially a business of small things. This is just as true of the great metropolitan store which sells millions of dollars' worth of goods a year, as of the little general store at country crossroads. In either case the individual items which make up the total sales are small and in most cases the margins of profit are also small. Consequently only a little margin of waste in the handling of these goods is necessary in order completely to dissipate that small margin of profit. A little leak here and there is enough to let all the profit ooze out of the cash drawer and leave the merchant with only his labor for his pains—if not with a burden of debt and failure."

Extract from an article in August 11 issue of Saturday Evening Post. This article was written by Harlow N. Higginbotham, for years a partner of Marshall Field, of Chicago. A man who made himself a millionaire by stopping just such losses as are caused by tin tank storage of kerosene and gasolene.

If Mr. Higginbotham had been a grocer he would have used a Bowser Tank.

SAVES TIME, MONEY AND MATERIAL;
IS CLEAN, NEAT AND CONVENIENT.

SEND FOR CATALOGUE "B."

S. F. BOWSER & CO., Inc.,

530 FRONT ST. W., - - TORONTO, ONT.

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

OUR OFFICE AND STAFF ARE AT THE SERVICE OF OUR CUSTOMERS DURING FAIR WEEK

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

CAN OPENERS — TOWEL ROLLERS

The "BEST" Mop

unequalled as a profit-maker and trade builder.

AN IDEAL MOP OF EXTREME SIMPLICITY, NEATNESS, AND DURABILITY

And, Mr. Grocer, if you want to handle a reliable and satisfactory Mop, not only ask for it from your jobber, but insist on the "BEST."

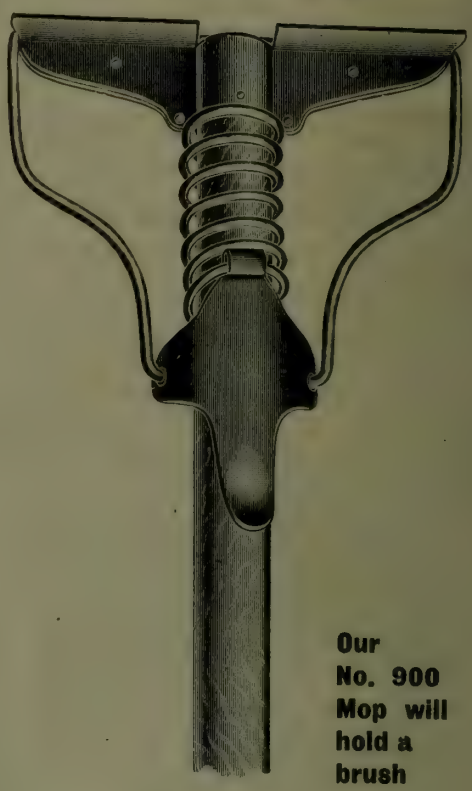
—MADE BY—

THE CUMMING MFG. CO. *Limited*

RENFREW, ONT

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bldg., WINNIPEG, Man.

THE "BEST" MOP



Our No. 900 Mop will hold a brush

WOODENWARE OF ALL KINDS

A Hearty Invitation

IS GIVEN OUR CUSTOMERS AND FRIENDS TO CALL ON US AT OUR TORONTO OFFICE DURING EXHIBITION

Thomas Kinnear & Co.

Branch at Peterboro

49 Front St., East, TORONTO, Ont.

Tartan BRAND

SIGN OF PURITY

JUST ARRIVED

TARTAN Whole Strawberry Beets, 3s, $1 10

A car of Fancy Oiled Java Rice

Purnell, Webb & Co.'s English Malt Vinegar in bulk.

We also keep the Imperial Vinegar Works' full line of goods. If you do not handle these, try a sample order and you will never be without it.

When in a hurry for goods phone our long distance No. 596

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Empire Baking Powder

Constantly increasing sales tell the tale.

In all sizes from 4 oz. to 5 lbs.

Ask Our Travellers

LUCAS, STEELE & BRISTOL
Wholesale Grocers,

HAMILTON, - ONT.

—BUY—

Brand Star

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

This is no exaggerated statement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN SIFTED JUNE
SWEET WRINKLE and GOLD LABEL
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender, and far superior to any and all brands on the market.

Grocers who have not yet placed your orders, ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

1906

Canned Fruits AND Vegetables

Now ready for prompt shipment.

New pack **TRIANGLE**

Red Raspberries, 2's, Light Syrup
" " 2's, Heavy Syrup
" " Gallons
Gooseberries, 2's, Heavy Syrup
Peas, Standard
" Early June
" Sweet Wrinkle
" Extra Sifted
Beans, Golden Wax
" Refugee
" Green
" Crystal Wax

and will have ready in a few days

Apples, Gallons
Cherries, Red Pitted, 2's and Gallons
" White Wax Pitted, 2's
" Black Pitted, 2's
Black Raspberries, 2's
Lawtonberries, 2's

All the highest production of the canning art.

JAMES TURNER & CO., HAMILTON, ONT.

LIMITED

PHONES 422—1265—1816

WHOLESALE GROCERS

Essex Tomatoes

While many sections have been complaining of the drought, and its bad effect on the Tomato crop, we have been specially favored with the finest qualities grown in years and a superabundance of the better grades. As a result we're doubling our sales of last year, and are equal to still more business. Our cannery is located in the most favored agricultural section in Canada where the finest vegetables of all sorts reach the highest stages of perfection.

Send for quotations. This is headquarters for the best of everything in canned fruits and vegetables.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

RAISE STANDARD OF GROCERS

Effect of New Pure Food Law in United States—Address Before New York Association by L. J. Callanan—Must Study Their Business Responsibility for Light Weight and Lower Quality.

At the recent annual meeting of the New York Grocers' Association at Olne, N.Y., L. J. Callanan addressed the convention as follows:

The passage of a pure food law by Congress has simplified matters in the pure food controversy. That it was a necessity there was no question; that it will benefit the grocery trade and raise the standard of the men who carry on the business I believe. Why? Because every man engaged in it must study his business he must acquaint himself with the quality of the goods he sells and not depend on every salesman from whom he purchases them as to their quality, who, while he may believe that he is telling him the truth, is doing his best to make a sale and is prejudiced in their favor.

It will undoubtedly raise the standard of the men who enter the grocery business. It will not do for every Tom, Dick and Harry who saves a few dollars to think that all he has to do to enter the grocery business is to pick up a little stock of groceries here and there, hire a store and commence to make money; he will have to learn the business to comply with the law else he will find himself in trouble.

Make Grocers Proud.

That is what is needed in the business; it will make the men who are in it proud of it; it will create a spirit of fraternity in the trade and every man who finds himself competent to carry on the business successfully will be glad to join the different associations, he will try to get in touch with his association and help to put it in the position it ought to occupy by reason of its numbers and of the large business it represents.

If it has this effect, and I believe it will, it will be the greatest boon ever conferred on the grocery trade and make the retail grocers associations the greatest power for good in this land.

The passage of this law will undoubtedly compel the various states to pass laws which will not be in conflict with it. The multiplicity of the rules for the regulation of a standard of food products throughout the country is confusing in the extreme; what would pass as healthy food in New York will not pass as healthy in Pennsylvania. This causes confusion which should be remedied at once even if special sessions of the legislature of the different states had to be called to do it.

Scared for no Reason.

After all these matters are adjusted the people will begin to realize that they have been scared badly with very little reason, that for the quantity of food manufactured in this country it has been shown that a very small proportion of it has been pronounced unhealthy, that some of the meats, particularly potted ham, chicken and other potted meats, have been cheapened by the addition of corn meal, which of itself is not unhealthy, but selling it for meat is a fraud that should not have been committed by the parties manufacturing the goods named. Every grocer worthy of the name grocer, after he has got rid of his stock of these goods should get a guarantee from the parties manufacturing them that they are made from sound meat—potted ham, tongue, chicken, etc., to be as represented on the label.

The adulteration to these goods is undoubtedly due to catering to cheap trade, the department and the cash stores who are looking for quantity not quality.

About Light-Weight Goods.

The same can be said of gross or light weight goods. They are put up not on the demand of the retail grocers, but on the demand of the wholesale grocers and the cheap Johns of the trade. The first time I heard of gross weight goods being put up was when Geo. C. Naphey's lard, which was put up in tins, was very popular. I was standing in front of our store when a very good customer of ours stopped and asked me what we were selling Naphey's ten lb. pails of lard for. I told him the price. "Why," said he, "I can go down the street and buy it for 10 cents less." I said it could not be possible as I named him a very close price on it. He said, "I will go and get one." I asked him to show it to me when he was passing. I waited for him. He brought in the can; it was Geo. C. Naphey's can. I thought it looked smaller than what we had. I asked a clerk to bring me a 10-lb. can from our stock. He did. I placed one on each side of the scale. The secret was out; the tin he bought contained only 9 1-4 lbs. of lard, the tin we were selling contained 10 lbs. net. Lard was very high at that time; he and I figured out the difference; we made it 20 cents. He took the can back, got his money and bought one from us with his other goods. E. C. Hazard & Co. were the agents in this city for the lard. I went to them and they told me that the wholesale trade demanded the light weight goods, as they could be sold cheaper.

This was the beginning of the downfall of the reputation of the tins of lard put up by that firm.

Wholesaler to Blame.

The adulteration of goods sold in the grocery trade is attributed to the demands of the retailer. This is false. It may be that in some instances it is true, but in the great majority of cases the wholesale grocers and distributors are to blame; competition and a desire to cut prices by the salesmen traveling for these houses is the cause. The same cause has resulted in making candles 11 1-2 ounces instead of 16, in putting up raisins in packages containing only 12 ounces gross, in adulterating cream of tartar, spices, etc., extracts of lemon and vanilla in fraud bottles containing only 1 1-4 ounces instead of two without a drop of lemon or vanilla in them. All these frauds are blamed on the retail grocer, in reality the wholesale grocers and manufacturers are to blame. The pure food law will cure the adulteration. The only way to cure the sale of light weight goods is to be honest and sell them for what they are.

Test of Canned Goods.

That there is no necessity for using any sort of preservative or bleacher in putting up canned goods has been so clearly demonstrated that it is surprising it is done by reputable manufacturers. When we bought our first stock of canned fruits and vegetables they were higher in price and good in quality and honest quantity. . I was very skeptical about their keeping qualities. I determined to test them in my own way. I put a can of corn, tomatoes, peas, pears, peaches and cherries in the cellar and took out a can every six months until all were used. I found all were as good as the day they were put up except the pears and peas which had softened some. The trial established my faith in canned goods. The corn was the Gorham; it was put up solid; it was all corn with its natural flavor, no juice in it, not the bleached, half-filled cans put up now, but filled solidly with corn, and as I have often expressed it, you could fire it out of a gun and you would not burst it. The peaches were Louis McMurray's, of Baltimore, the other brands I do not remember.

Since this controversy about canned goods has come up I have often wished I had kept a diary and entered the result of my experiments at the same time.

I trust the convention will adopt the pure food law, which, while it may not be perfect is a step in the right direction. If the men who are to formulate the rules for its enforcement will adopt a set of rules which will not bear too heavily on any trade yet will comply with the spirit of the law and exert the influence of the national government to have uniform laws passed by all the states then indeed will the enactment of the pure food law be a blessing to the people of this country and a still greater blessing to all who are engaged in the distribution of food products.

IMPROVEMENTS AT SUGAR REFINERY.

Some improvements to save labor and increase capacity have been installed this Summer at the plant of the Ontario Sugar Co., Berlin, Ont. The capacity of the battery has been increased from 2 1-5 tons to 3 1-2 tons; a storage bin has been put in for the storage of the sugar over night; the combination shed, which heretofore has necessitated a double shovelling, has been transformed so that one handling from the car into the flume is all that is necessary, and a large carrier has been built to convey the pulp about ten feet above ground into the silo instead of on the ground level, saving the labor of a staff of men.

THIS YEAR'S SALMON PACK

Sockeye Run a Failure—Season Extended to Sept. 15 to Give Trap Owners a Chance—The Catch on the Fraser Traps a Losing Game this Year.

This has been one of the very small seasons in connection with the salmon fishing on the Pacific Coast. Four years ago the pack was small, but this season it is 200,000 cases less. The sockeye run was a failure. It has meant a profitable time for those fishermen who secured fish, for the prices were high, going even to 40c. per fish, but spells loss for the canners, and in some instances this has been quite serious. Traps have also been a poor investment this year, and those who have operated them are up against heavy deficits. On the Puget Sound side the pack is even less than on the Fraser River, and the canners are trying to have the season extended so that cohoes may be put up, and so lessen the failure which has taken place.

Official figures of the pack of the Fraser River canneries are given as follows:

B. C. Packers	51,380
Canadian	17,754
B.C. Canning Co.	5,200
Gulf of Georgia	2,000
A.B.C.	20,400
Steveston	2,050
Royal Packing Co.	5,000
Great Western	3,900
Malcolm, Cannon Co.	14,500
Burrard Canning Co.	3,030
St. Mungo	8,500
Industrial	3,433
Unique	4,380
Eagle Harbor	4,000
Great Northern	4,200
Wilson cannery (est'd)...	2,200
Richmond	5,900
Nye Cannery	300
	157,107

The Puget Sound pack is estimated at 150,000 cases, which is also about 200,000 less than four years ago, making a combined total of 460,000 cases difference.

In response to the request of the owners, the trap season has been extended from August 25 to Sept. 15, and it is understood also that still net fishing has also been extended to the same date. This latter is not regarded with favor by any means by most of the canners, as they fear that if gill nets are allowed to be used for another month salmon will have great difficulty in getting past them to the spawning grounds up the Fraser. This would mean a ruinous year in 1910. It was in 1902 that the salmon were prevented from reaching the upper reaches of the Fraser by the dam at Quesnel, and the result is plainly seen in the very small number of cases of sockeyes which have been put up this season. In 1902 the pack was in round numbers 327,000 cases, nearly twice as many as in 1906, and with gill nets in the river until Sept. 15, canners say that in 1910 the pack will be correspondingly small.

The extension was asked for by trap owners merely to get cohoes, and it has been stated, though only a rumor, that cannery owners who have no traps made the request for the extension of the gill net fishing.

News from the north does not give any definite returns as yet. The first of the season was marked by a fairly good run, but nothing exceptional has been since recorded. Until the returns are in it is impossible to arrive at any estimate of the pack, as nowhere else is noted the peculiarity of one cannery being crowded, while another perhaps only a short distance away may have very few fish. This is shown in the report from Naas River. The four canneries there on the Canadian side put up 20,000 cases, with a fortnight or so more to operate, while a firm on the American side spent $6,000 in operating a trap and got 7,745 sockeyes. It will at once be seen that the trap owners will lose considerable. Of the 20,000 cases packed at Naas, which will be augmented by the other two weeks' run, nearly the whole were half-pound tins, these packages being more in demand in the Old Country than any other.

The Fishery Commission has been active for the last month or two. This is composed of Prof. Prince, of Ottawa, chairman; J. P. Babcock, commissioner of the Provincial Government; Campbell Sweeny, of Vancouver; J. C. Brown, New Westminster; Rev. G. W. Taylor, Nanaimo, inspector, and Richard Hall, M.P.P., Victoria. They have visited all parts of the fishing grounds, taking in the Fraser River from its mouth to the Mission bridge in a steamer, and have paid surprise visits to the canneries. Traps have been inspected both on the Canadian and American sides at different times, and it is expected that when a report is made it will be a very important one. Better opportunity for studying the conditions is afforded in a year like the present, when the catch has been small. After the traps have all been looked over, a conference is to be arranged between the representatives of the State of Washington and this commission to arrive at some understanding regarding the preservation of the salmon fisheries which shall be satisfactory both to Canadians and Americans.

CURRANTS AND VALENCIAS.

The Produce Markets Review, London, Eng., in a recent number says of currants:

"Confirmation of the previous estimates of the new crop is to hand and there is little likelihood that the yield will exceed 145,000 tons, which is about fifteen per cent. less than the crop of last year. It is pleasing to know that the quality will be, if anything, even better than that of the past two or three seasons. It is most satisfactory to all concerned that the demand for Sultanas should continue to be so very good at prices which show a considerable increase over those of the past two or three years. The low prices taken for this fruit have, doubtless, done much to popularize it and it is fortunate that there is practically no likelihood of anything like such easy prices for the new crop. Quotations for new crop Valencia raisins are now being made, but the prices, which are about 39s. London for good average fruit in ½-boxes, are apparently too high to attract business. The sellers are adopting a very firm attitude as the crop will in all probability be very much smaller than for some years past. It is to be hoped, however, that the present estimate of the position is somewhat exaggerated as the demand for the fruit would be seriously affected by such very high rates, and the result would no doubt be that the public would have to turn their attention to the cheaper fruit—currants, which may perhaps affect the outlet for the Valencia raisins for some years to come."

HAMILTON GROCERS MERRY.

Had a Big Time at Their Annual Outing—Storm on the Lake.

The Hamilton retail grocers held their annual picnic on Wednesday afternoon of last week. Everyone enjoyed himself to the top of his bent and the aggregate merriment made an impression which only another such can eradicate. It was an affair of jollity and fun from start to finish. Stores, customers, creditors and debtors were all forgotten and only enjoyment was thought of for an afternoon.

The steamer Acacia was chartered for the afternoon and evening, and left the dock shortly after three o'clock with the crowd on board. There was a big line of black clouds rolling up from the west, and when the Acacia had got half way to Oaklands the storm broke. The rain and wind were both heavy, and for a time it looked as if the grocers were in for a stormy picnic. The Acacia steamed out into the lake and back, however, getting to Oaklands about five, by which time the sky had cleared. The games were then run off, resulting as follows:

Pig-a-back race—Berry and Lord; Jackson and Howard.

Sack race—M. Cummins, A. Hobson.

Show race—Hunt, Johnston.

100 yards dash—W. Hunt.

Wheelbarrow race—Hobson and Brown; W. Cummings and Clark.

Three-legged race—Hunt and Cummings; Semmens and Brown.

The Orange Meat contest was won by J. Bews, who got a gold watch, and H. Spicer was second, getting a pair of gold cuff links. These prizes were donated by the Frontenac Cereal Company, of Kingston.

A baseball game between the grocers and travelers of the city resulted in a tie.

After the games, the weather having turned out fine and bright, another sail on the lake was enjoyed. While out on the water the grocers sent up a balloon and set off fireworks. There were songs, speeches, and a general merry time. The Acacia got in about ten o'clock, and landed tired but happy passengers.

EFFECTIVE ADVERTISING

A New Ad that is a Winner—Odors that Beat Ads—Some Hints for the Retail Grocer who is His Own Ad Writer.

The ad of J. Henry Christie, reproduced on this page, is a splendid example of retail "reason why" publicity.

The sentences (with one exception) are clear cut and have a convincing ring to them.

The lay-out of the ad is very striking.

Mr. Christie showed excellent judgment in his size of space and amount of matter.

Grocers, read this ad. over. It will give you new ideas for the future.

LIVE UP TO YOUR ADVERTISING.

The trouble with a whole lot of the small local grocers is that their stores are not up to the level of their advertising.

They employ some ad writer, in one of the cities, to get up their announcements and pay him a more or less reasonable amount for his services.

The ad writer, who has never seen the grocery store, takes it for granted that it is a well conducted, neat, modern grocery.

His announcements are written on that supposition.

The prospective customer who reads those announcements and is attracted by them, goes to the store and finds that it is a dirty, ill-smelling establishment of the old style.

As a consequence, the customer doesn't come back the second time.

The grocer's business doesn't increase and he writes a saucy letter to his ad writer.

Eventually, he stops advertising entirely and joins the ranks of the business pessimists who swear that "advertising doesn't pay."

While talking about grocery stores, I might as well call attention to a physiological fact that every grocer should know.

The Olfactory Nerve.

The doctors tell me that the olfactory nerve is the only nerve of sense that goes in a direct line to the cortex, or intellectual brain. (Anyway, it sounded something like that.)

That is to say, the sense of smell acts directly and emphatically on the intelligence and emotions, and being connected by a line, with the animal brain, also exercises considerable influence over the muscles.

This explains why a man or woman who has been attracted to a grocery store by the glowing phraseology of some ad writer, promptly retreats upon meeting the odor of old fish, kerosene oil, or stale cheese.

A well conducted grocery store will have a separate department for articles of this description, which are offensive to the sense of sight or smell.

A good ad writer can exercise a big influence on the purchasing public, but he can't compete with an olfactory nerve.

If there is any merchant who needs to go into any details, to make clinching arguments, and to give convincing facts and figures, that merchant is the grocer. I refer particularly to the grocer who has aspirations—the grocer with a good store, in a good location, who wants to draw people from all over his town and his vicinity.

It is true that there is a very large number of people who eat regularly.

But it is also true that there are a good many grocers who are ambitious to feed them.

Magnetism Needed.

Therefore, when you try to get people to go past several other grocery stores

Pure Foods
Nothing demands so much attention as the food we eat. To have it good and pure are matters of
First Importance
Only good foods—pure foods—and these at right prices — leave our counter.
Come once and you'll come again
China ware
A finer line of Plain and Fancy China and Crockery ware will be hard to find than
Right Here
Beautifully decorated Toilet Sets. Dinner and Tea Sets, all of latest design, comprise part of this up-to-date stock.
Come and See
J. Henry Christie
WINGHAM, ONT.
Successor to R. A. Hutchison.

in order to come to yours, you have a very nice little advertising proposition on your hands.

You've got to tell people what you have for them, how good, and pure, and fresh it is, and just how and why you can give them a wider selection of better goods, for less money, than they can get anywhere else in town.

If you do this earnestly, and persistently enough, and if you're telling the truth, you'll get them.

Extensive and continuous prosperity is dependent upon holding customers right along.

And it is worth an occasional sacrifice to satisfy customers.

You should guarantee everything you sell to be perfectly satisfactory, and back up your guarantee with a standing offer to refund money to anyone who may be dissatisfied with his purchase.

"Money Back."

Once in a great while you will probably be imposed upon by following this course, but if you try to discriminate against those who appear to be a little unreasonable, you will surely lose more than you will gain.

If your goods are as reliable as they should be, you will very seldom have anything returned, while the "money-back-if-you-want-it" clause in your ads will give people a degree of confidence in you and in your ads that can be obtained in no other way.

You could better afford to hand over a ten dollar bill to a dissatisfied customer and look upon it as "hush money" than to have him go about telling people that you are unreliable and won't deal fairly with people.

And ninety-nine people out of a hundred will express themselves freely, if they think they have any sort of excuse for doing so.—Trade.

READ THE ADS.

Give more attention to the perusal of wholesalers' and manufacturers' ads. You may think that because you see the travelers you need not give the "paper talks" more than a cursory glance.

Do you imagine that the wholesaler or the manufacturer would talk to you if there wasn't something to say that had a bearing on your business? It's not likely.

Their ads are always seasonable, always to the point. By reading them regularly you get the news that is newsy.

"PAST AND PRESENT"

Take a look at the ads you wrote a year ago. See if your present statements are clearer. Notice if you have eliminated the "generalities" weakness. Size up for typographical arrangement and compare spaces with results.

Be willing to spend money to get money.

Aspire to become the biggest grocer in your town.

If a clerk writes your ads allow him the privilege of looking around.

Don't waste too much old-fashioned time essaying to be new-fashioned.

A. A. B.

STORE PLAN WANTED.

A subscriber writes:

Would you kindly (or some of your subscribers) send me a plan or description of a general store and dwelling house combined, store 24x30, and dwelling house for small family and not too large, both store and dwelling two storeys high, either frame or brick, and cost of either, situated in village about 150 or 200 population.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific— News of Your Brother Grocer in all the Provinces.

Urbain Roux, general merchant, Tingwick, Que., is dead.

The apple crop is reported to be a failure in the Brockville district.

R. N. Finch & Co., bakers, Cranbrook, B.C., have gone out of business.

M. J. Debursy, grocer, Pembroke, Ont. has assigned to John H. Reeves.

The premises of J. Hagan, grocer, Montreal, Que., have been closed.

John Pearson, confectioner, Holland, Man., has sold out to W. N. Wiggins.

John A. Norston, confectioner, etc., Yorkton, Sask., has sold his business.

V. J. Herbert Arthur, grocer, Ottawa, Ont., has assigned to H. W. Sherwood.

David Lozon, confectioner, Petrolia, Ont., has assigned to W. W. Fraser.

Joseph Saul, grocer, Winnipeg, Man., has assigned to Campbell Bros. & Wilson.

H. Proctor & Co., general merchants, Pinewood, Ont., have dissolved partnership.

J. E. Coombs, grocer, Listowel, Ont.; has sold out his business to J. A. Turnbull.

R. W. W. Meadows, grocer, Dresden, Ont., has sold out to W. R. Summerfeldt.

J. H. Mantha, grocer, Montreal, Que., has sold his business to Alex. Desmarteau.

William Magee, member of the Magee-Walton Ice & Coal Co., of Hamilton, is dead.

Day & Son, Fort William, Ont., are erecting a new grocery and provision store.

Mr. Barry, of the Laing Packing & Provision Co. Montreal, is on his holidays.

Jerry Bonneau, confectioner, Rossland, B.C., has admitted Percy Hunt as partner.

J. & W. Baker, general merchants, Cape Cove, Que., have effected a compromise.

The first poultry show in Saskatchewan will be held January 16 and 17 next at Regina.

C. A. Midgley, confectioner, Toronto, Ont., has sold out his business to H. W. Hunt & Co.

Smith & Slaney, general merchants, Sperling, Man., have sold out to W. H. Millichamp.

H. Lamarre has been appointed curator for D. Gaudet, general merchant, St. Jacques, Que.

H. S. Bragg, general merchant, Halbrite, Sask., has been succeeded by Smith & Boley.

The assets of Wilfrid Lavigne, grocer, Montreal, Que., were advertised for sale on the 24th inst.

The assets of N. P. Daoust, grocer, Montreal, Que., were to have been sold on the 24th inst.

Maranda & Gravel, general merchants, St. Jean Chrysostome, Que., have dissolved partnership.

J. L. Rae & Son, grain merchants, Oil Springs, Ont., have sold out their business to Hay Bros.

W. J. Wilson, with S. H. Ewing & Sons, Montreal, is spending his vacation at Val Morin, Que.

A meeting of the creditors of M. Carsley, general merchant, St. Scholastique, Que., was held on the 21st inst.

Armand Chaput, of L. Chaput Fils & Cie, Montreal, has returned from a few days holidaying, in the country.

Wilfrid Guay, grocer, St. Joyite, Que., has assigned to E. Lamoureux; meeting of creditors was called for the 23rd inst.

Geo. Stanway, broker, Toronto, is enjoying a couple of weeks vacation on the St. Lawrence and as far as Murray Bay.

Charles Chaput, of L. Chaput Fils & Cie. Montreal, has returned from his vacation, which he spent at Old Orchard Beach.

Jos. M. Clark, miller, Mount Brydges, Ont., is advertising his mill for rent and not for sale, as was formerly reported.

Suckling & Co., Toronto, will sell by auction on September 5 at 2 p.m., 900 cases of 1905 pack Northern River Cohoe salmon.

I. Brubacher, grocer and flour and feed miller, Elmira, Ont., was in Toronto a couple of days this week visiting the trade.

Robert Martin, Sudbury, has disposed of his general store business to M. F. Stafford, of Markdale. Mr. Martin has been in business there sixteen years.

F. Prud'homme, is making a business trip to Mattawa, Cobalt and other points in Northern Ontario in the interests of his firm. L. Chaput Fils & Cie, Montreal.

Lucas, Steele & Bristol, of Hamilton, have opened a branch in Fort William. Mr. Bristol was recently in Fort William superintending preliminary arrangements.

J. H. Christie has purchased the grocery and crockery business of R. A. Hutchison, Wingham, Ont., and has started in with some live advertising in the local papers.

A correspondent writing of the bean crop in the St. Thomas-Ridgetown district says the early outlook was for a record breaker, but extreme heat had damaged it at least 25 to 30 per cent.

The Simpson Co., wholesale grocers, Guelph, have secured the services of Geo. Brighty, of Galt, and G. A. Griffith, of Hamilton, to represent them on the road in Waterloo and the north country.

Holbrooks, Limited, the makers of the delectable Worcestershire sauce of that name, began its career in 1798 and its progress has been such that it now claims to be the largest sauce manufacturer in the world.

A despatch from Ottawa states that it was decided at the last meeting of the Cabinet that Canada should take part in the exhibition which is to be held in Dublin, Ireland, next May.

The Kakabeka Falls Brewing Co. has been incorporated with headquarters at Fort William, Ont. The provisional directors are T. P. Kelly, W. C. Lillie, and J. P. Doyle, all of Fort William. The share capital is $100,000.

W. T. Gibson, grocer, Tillsonburg, Ont., has bought the stock of the store at Delmer from Edgar Hicks and will run the store as a branch, Mr. Hicks continuing manager.

Walter R. Langridge, traveler for the C. R. Somerville Co., died at his home in London, Sunday, August 19, of heart disease. He was born in London, Eng., in 1850 and came to Canada a young man.

The town baker of Kamsack, Sask., suddenly decided to go out of business the other day and there was an approach to a famine for a while, showing that the day of home-made bread is about past.

Exeter, Ont., has passed a by-law to lend $10,000 for the establishment of a canning factory in the town. The loan is to be repaid without interest in ten yearly instalments commencing six years hence. The company is to have a minimum assessment of $5,000.

The proposition already noted of some Japanese capitalists to purchase 35,000 acres of land in Alberta and settle it with small holders of their own countrymen, is said to have in view the establishment of a beet sugar refinery and possibly other industries.

In the Recorder's Court, Montreal, last week, Walter Dunn, a young man 28 years of age, was charged with having stolen three cans of syrup, some apples, and some bananas from Pierre Racette, a Montreal grocer. Dunn pleaded not guilty and was remanded.

"Potatoes bid fair for a good yield," says the Fredericton, N.B., Gleaner. "In acreage, Carleton County never planted as many in any one year. Should the Toronto market fail, however, the duty will prohibit entering the the United States, and that will be a severe blow to our farmers."

Salt springs and marl beds have been located on the north shore of Lake Winnipegosis, on the northern boundary of Manitoba. They are the property of Andrew Strang, president of the Winnipeg Board of Trade. He recently made a trip to look over the property and returned much pleased. He found seven springs yielding brine of 25 to 30 per cent. strength.

In the Recorder's Court, Montreal, this week Joseph Grenier, 33 years of age, was arraigned on a charge of stealing $300 from a Montreal firm of commission merchants, McCormack Bros. Grenier is alleged to have sold some goods for this firm in Toronto a few months ago, and failed to return part of the money he had collected on the sale. He entered a plea of not guilty, and on a personal bond of $400 was released to appear next week. Grenier was arrested while buying in Roberval for a Toronto firm.

S. H. Ewing & Sons, Montreal, have put on sale a 5c. package of stick cinnamon, "Fancy Quill." This is a good and seasonable seller.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

986. Hay.—Yorkshire hay merchant is open for prices, c.i.f. Bradford, for shipments of Canadian hay. Capacity 5 to 6 tons per week.

992. Timothy hay, etc.—North England firm of fodder merchants are open for prices of Canadian clover and timothy hay, c.i.f. Bradford. 10 to 20 tons per week can be taken. Quotations are also desired for Canadian barley and oats.

993. Butter, etc.—A Yorkshire firm are open to hear from Canadian shippers of butter and hog products.

995. Hog products, etc.—A Halifax (Yorkshire) produce firm desire to get in direct touch with Canadian exporters of hog products, small-size cheese, and first quality butter

1000. Rye grass—The London agents of a New Zealand firm make inquiry concerning reliable buyers in Canada of rye grass which they are in a position to supply direct at lowest prices.

1001. Tea, cocoa, etc.—A Colombo (Ceylon) firm of general commission merchants interested in tea, cocoa, cinnamon, cocoanut products, oils, fibres, plumbago, rubber, etc., desire to correspond with Canadian importers.

1002. Evaporated apples, etc. — An Antwerp firm desirous of extending their business relations with Canada, have requested to be furnished with names of Canadian exporters of evaporated apples, apple waste and cereals.

1004. Oatmeal—A Belfast firm is open to represent on commission Canadian manufacturers of oatmeal and similar products.

1007. Butter and cheese—A South African firm of produce importers holding good bank references desires to get into communication with a Canadian exporting firm of high grade butter and cheese.

1008. Meats and poultry— A South African produce importing firm desire to get into communication with a Canadian shipper of meats and poultry (frozen and tinned.)

1009. Flour, etc.—A South African importing merchant desires to get into communication with a Canadian exporter of flour, maize, bran, etc.

1010. Sugar—A South African importing merchant with first class bank references desires to get into communication with a Canadian exporter of sugar.

1012. Raw wool—A Liverpool firm wishes to correspond with Canadian shippers of washed and unwashed raw wool.

1014. Apples—A Manchester firm will buy or handle on commission Canadian apple shipments.

1015. Flour—A Liverpool firm desire samples and prices c.i.f. of Canadian flour.

1017. Apples—A Manchester firm wish to correspond with Canadian shippers of apples.

1022. Raw hides—A Lancashire firm ask for price sof raw hides from Canadian shippers of same.

1029. Agency—A London firm of buying agents wish to correspond with Canadian houses requiring the services of practical agents for the shipment of all kinds of manufactures and produce. They are also prepared to undertake the English agency of well established Canadian exporters.

1030. Agent—A well known firm of biscuit manufacturers is desirous of appointing an energetic and reliable firm in Canada to represent them.

1033. Mustard—The manufacturers of a well known brand of mustard are seeking to extend their Canadian connections.

1034. Canadian produce—A London firm buying Canadian produce for South Africa on commission desires to get into communication with exporters in the Dominion.

1037. Oatmeal—A company in Cork will be pleased to hear from Canadian producers of oatmeal of all grades seeking business in their markets.

1040. Grain—A South African grain merchant desires to get into communication with a Canadian exporter of this article.

1044. Hay and oats—A Bradford fodder contractor is open to hear from Canadian shippers of hay; capacity, 15 tons to 20 tons a week. Quotations are also desired for Canadian oats, c.i.f. Bradford.

1045. Hog products—A Yorkshire produce firm ask to be referred to Canadian shippers of hog products, chiefly "Cumberland Cut."

1046. Butter and glycerined eggs—A well known Bradford firm is open for prices from Canadian shippers of first quality butter and glycerined eggs.

1048. Toffee-sweetmeat—A well known British firm manufacturing highly popular toffee-sweetmeat, desire to develop their Canadian trade in this, and invite correspondence.

1049. Wheat, oats, etc.—An old established Yorkshire firm dealing in clover and timothy hay, wheat and oats, will be pleased to hear from Canadian shippers with quotations c.i.f. Halifax.

1051. Wheat—A large old established flour mill in Yorkshire would be interested in receiving quotations from Canadian shippers of wheat.

1052. Hay—A Leeds hay merchant desires to hear from Canadian shippers of hay c.i.f. Leeds.

WILL SALMON DEMAND BE SMALL?

Meat Scandals Have Done Much Harm in Old Country.

In a letter received from London by a prominent brokerage house in New York the depression in the salmon trade is attributed largely to "the recently gross exaggerated reports concerning the tinned goods." The writer estimates that on account of this less than 50 per cent. of the business usual at this season is being done. He further says: "Jobbers report to us that they cannot interest dealers, the latter offering in explanation of their not buying a statement to the effect that they have little call for the goods from the consumers, and do not want to have more goods in stock than they have hopes of selling.

"In our opinion the meat scandal as it has come to be termed, has done incalculable injury to this year's salmon trade. The various boards of trade in the several markets of the country have taken up the subject, including, of course, the general line of tinned meats, with the view of overcoming the prejudice aroused against canned goods among consumers. This campaign, in our opinion, will be slow, as it is apparent that a good deal of prejudice must be removed."

APPLE-PACKING PROBLEM.

Notwithstanding the strenuous efforts of the fruit division of the Dominion Department of Agriculture to inform apple packers regarding the meaning of the law respecting the various grades defined by the Fruit Marks Act as amended during the last session of Parliament, there seems to be a good deal of misunderstanding as to the proper interpretation of the terms and allowances fixed by statute, says the Toronto Globe. The standards for grading apples recommended by the Dominion conference of fruit-growers and incorporated into the Fruit Marks Act are considerably higher than those that have prevailed heretofore. The first, or "fancy," grade must contain only the most perfect apples. The "No. 1" grade is higher than the old No. 1, but makes an allowance of ten per cent. to cover inadvertences resulting from rapid work. "No. 2" makes an allowance of similar character amounting to 20 per cent., but all the apples of this grade must be of medium size and include no wormy, scabby, or immature specimens. All other marketable apples may be classed as grade "No. 3." In every case the box or barrel must be marked plainly with the name and address of the owner, and the name of the variety of the fruit.

The Fruit Marks Act was put upon the statute books of Canada in 1901 for the purpose of assisting the fruit-growers of this country in securing a reputation for their apples shipped abroad. With standard grades and greater uniformity in packing, the Canadian apple grower has been rewarded with enhanced prices for his product. The amendments subsequently made to the original act have been framed with a definite view to conforming more nearly to the requirements of British and foreign buyers. As a result Canadian apples are rapidly gaining the recognition they so eminently deserve in the markets of the world.

The greatest need in developing the fruit industry throughout this country is systematic, sympathetic, and hearty co-operation on the part of all concerned in the growing, packing, shipping, and marketing of the fruit. The country's reputation and the ultimate value of the product may be seriously injured by carelessness or willful negligence at any point.

George E. Drummond, Montreal, has returned from Europe.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S.
Halifax, The, Fish Co., Halifax, N.S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Hart, Levi, & Son, Halifax, N.S.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T, & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos. Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co, Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Office Supplies.
Copeland-Chatterson Co., Toronto.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The, Molasses Co., St. John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wentzell, H. W., & Co., Halifax, N.S.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper. Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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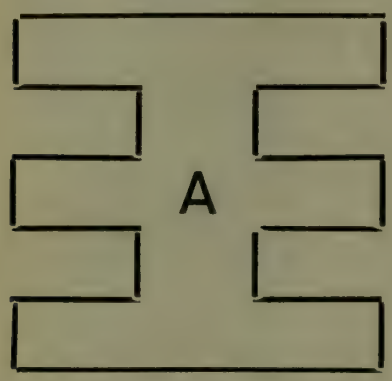
INDUSTRIAL AT ITS BEST

Toronto's Great Fair was Never so Good Before—The New Process Building —School of Display for Grocers Which None can Afford to Miss.

Toronto's Industrial Exhibition is on again, and nothing is truer than that it is better and bigger than ever. The dominant features of the fair this year are the Second Life Guards Band, the King's horses and the new Process Building. The most lasting impression for the average visitor at least will be the new building. It is at the turn in the roadway leading from the main entrance and its size will be a surprise to every visitor. It is this shape



with an imposing dome over the centre (A). The north wing is given over to stove exhibits, the middle one to agricultural implements and wagons, and only the third wing houses processes of manufacture, but there are more of them than ever before. Among carpet weaving, boot and shoe making, thread making, envelope making, silver plating, typesetting, and other processes, the food stuff industry has not been neglected. Weston, the baker, has an oven there and a house made of loaves, roof and all, and across the aisle the process of making shredded wheat biscuits is demonstrated. It is the intention of the management to increase these processes of manufacture from year to year, and ultimately to fill this great building with this most interesting and instructive class of exhibits.

Ready, Aye, Ready.

Never before since the exhibition assumed something of its present proportions have the thousands of displays in the great buildings been as far forward on the opening day. When Sir William Mulock touched the button at 2 p.m. on Tuesday practically the entire exhibition was in readiness. This means a good deal to the people who go to the exhibition to learn, to get ideas to help them in their business. There are fewer sightseers there, better opportunity is afforded for examining things of interest and the people whose business it is to give information are better able to do so satisfactorily. Heretofore much of the exhibition has been in a very unprepared state on opening day and there was little encouragement for people to come early. This year there is a decided change for the better in this respect.

Newly Housed.

Within a year or two the exhibition has taken on a greatly changed appearance. Few of the buildings of only a little while ago remain. In their places are the new Process Building, the Manufactures and Arts Building, the Administration Building, the Dairy Building, the Press Bureau, and two new art galleries. All these are of brick and steel or cement construction and will endure till they are outgrown. The old Main Building, now named the Transportation Building, originally erected on the old exhibition grounds and known thirty years ago as the Crystal Palace, continues as the hall mark of the great fair in the minds of a very recent generation of fair-goers. Machinery Hall still crowns the rise at the north limit of the park, but its accommodation has long been outgrown. The dog show building, the live stock accommodation, the Women's Building and the grand stand are as they were. Most of them are substantial and expensive buildings. The grand stand cost $100,000 and will seat 17,000 people, while 23,000 have been crowded into it.

City Puts up Money.

The Exhibition Association consider they have an investment of over a million dollars in their buildings. This all belongs to the City of Toronto, which puts up the money for improvements and takes the annual surplus, which for two or three years has amounted to between $30,000 and $40,000. When money is required for improvements the directorate go to the city council, and if council is satisfied that the proposed expenditure is advisable a by-law is submitted to the ratepayers.

Business is the Basis.

If the exhibition had been what many people think it is, merely an annual entertainment, a yearly show, it could not have succeeded and increased as it has. Primarily and fundamentally it is a business proposition. Everyone will admit that business considerations actuate the exhibitors. To the wise purveyor of food stuffs it is a rich mine of information and suggestion. No progressive grocer in Ontario can afford to disregard it. The outstanding feature of it all is display methods and devices for showing goods. The trade in Canada is not strong in this regard, and for them the exhibition is especially apt.

Throughout the exhibition the first consideration in the thousands of separate displays is cleanliness. Everything shines. Every vegetable and piece of fruit is cleaned, every animal in the stables is curried and scoured, among the machinery and implements it is polish, scrub and dust, and in the great Main Building cleanliness is the first consideration in the morning and the last thing at night. Everybody can clean, but here is a place where everybody does clean.

Art of Display.

A much more difficult proposition is the art of display, which includes decoration. At the exhibition hundreds of expert minds have been exercised to arrive at the results attained and every individual has tried to make his lay-out more attractive and tempting than those about him. Surely amid this great array of practiced effort at display the dullest grocer in Canada could not fail to get some ideas for the improvement of his store, and a live man will get ideas to keep him busy till exhibition comes again.

A couple of southern editors were being shown about the fair and reaching the Manufacturers' Building stopped in admiration before the Gowans, Kent & Co.'s array of cut glass, and were astonished when informed it was made in Canada. Cut glass will display itself. Tea won't. The Red Rose tea booth is a good example of decorative effort and another kind of advertising, the practical method of serving the beverage. Tobler's chocolate is another such. Egg-O-See is displayed in a way to furnish some new ideas. W. H. Dunn's display of Borden's condensed milk is also attractive.

The new electric power coffee mills made and exhibited in the Process Building—south-west wing—by the A. D. Fisher Co. should be seen by all members of the trade. They are neat, attractive and up-to-date.

Factory in Canada.

The Genesee Pure Food Co., of Leroy, N.Y., manufacturers of Gelo desserts and Gelo ice cream powder, have a most attractive exhibit in the Manufacturers' Building, where both products are made and served by competent demonstrators. This company, which has one of the largest factories in the United States, has just taken over the Canadian Gelatine Co. and established a factory in Canada. The trade are invited to visit their exhibit and meet the manager, Mr. Thompson.

A very interesting and instructive exhibit for grocers is that of West Indian products in the Process Building.

Next week's issue will contain a more extended description of the fair with numerous illustrations.

NOTES.

F. W. Sutton, general merchant, Bala, Ont., has built a fine new store.

W. A. Day, Port Stanley, Ont., has sold his business and is enjoying a trip to the Canadian west.

Commercial travelers on the Northern Ontario route say the tourist business in Muskoka was never before so heavy as this year. Business men throughout the entire district have had a very satisfactory Summer.

B. R. James Norris, one of the men who are making Red Rose tea a household word in Eastern Ontario, will shortly move his family from Kingston to Toronto to take up his residence in the capital city.

A. H. Paffard, manager of Davidson & Hay's sample room, is holidaying in Portland, Maine, and other Atlantic coast points. In his absence his assistant, Geo. Moffatt, is ably discharging the managerial duties.

The American packers of red Alaska salmon on Tuesday issued their prices on this year's pack. It is the same as last year, when the pack and carry-over was 4,900,000 cases, against 2,300,000 cases this year, and 5c. less than dealers expected.

A TRAVELER'S OUTING

Two Weeks with Nature by Five Grocery Salesmen and a Physician—A Fortnight Vacation in the Temiskaming and Temagami District.

Five grocery travelers, two from Hamilton and three from Toronto, spent their recent two weeks vacation in New Ontario. They didn't quite reach the Height of Land, but they did attain to the height of enjoyment and stayed there the whole two weeks, managing also to cover considerable of the land, lake and river reaches in the Temagami and Temiskaming district. They were: W. McPherson, of Lucas, Steele & Bristol, and Mr. Somerville, of Hamilton; J. W. Shouldice, John W. Charles and Bill Bradley, of H. P. Eckardt & Co., Toronto. They added one other good fellow to their company in the person of Dr. Wickett, of North Bay.

From Toronto they laid their course for Temagami, not a very difficult feat by rail, explored Lake Temagami, crossed over to Temiskaming, down the Ottawa River to Mattawa, C.P.R.'d it to North Bay, and Grand Trunked it home.

No. 1—A Mornings' Catch

Their itinerary may not have been in exactly that order; what matter — the fun did not ebb at any stage of it. The accompanying illustrations are pages from a picture record of the trip, a sort of photographic log of the fortnight's goings. They tell more than many reams of manuscript. Here is the roll call in (1) reading from the left: Holding the fish, Shouldice, Charles; sitting, Bradley, Wickett; standing at the back, Somerville, McPherson. In (3), Shouldice and McPherson are on the bridge discussing the situation with the guides. The hotel is in the distance.

ONE THING HE DIDN'T KNOW.

A good story is going the rounds about a wholesale merchant and his experience with a new manager. The wholesaler had been very successful and had amassed a good deal of money. Age was creeping upon him and he came to the conclusion that he would make one of his bright young men manager in order that he might be relieved of a great deal of the detail of the business and that he would have more time for leisure. He gave his manager absolute control.

No. 2—A Good Hand to Draw to.

No sooner was the latter in harness than he began to make sweeping changes. He tore down the partitions in the office and warehouse and put up new ones. He changed the clerks around and made radical changes in the traveling staff.

No. 3—Bill and the Doctor Posing.

The trouble was his energy was not tempered with discretion. Soon old customers began to complain of their treatment and declared that the firm had never done such things before. The result was that the house began to lose prestige and finally, after this state of affairs had been drawn to the attention of the chief several times he called his manager into his office and said: "John, you are a very clever fellow, much more clever than I am, and your cleverness sometimes surprises me, but, John, there is one thing that you don't know that I do know, and that is that you are a darned fool."

TRADING WITH INDIANS.

R. J. Thomas, of B. W. Thomas, general merchant, Hartford, Ont., is spending a few days in Toronto this week. The firm has been in business in that part of the country about fifty years. In reply to a question Mr. Thomas said that about half their trade was with the Indians.

No. 4—President of the Drummers' "Snack."

"They are peculiar customers," he said. "For example, you do not know when they have finished their purchases. They will often say that is all they want and then buy several parcels of goods afterwards. Then their purchases are nearly always confined to cheap lines of goods. So far as credit is concerned we give them very little, say from 25 cents to $5. It takes a long time to wait on them, too, on account of the slowness with which they come to a decision of what they require."

Mr. Thomas says that trade in his part of the country is good and that crop prospects are excellent. The hay was saved in good time and recent rains have greatly benefitted root crops.

RECORD LEMON PRICE.

The record price of lemons in New York was broken last week when some boxes of 300s, choice grades, sold at auction for $8.50. The general price was 75c. to $1 above the previous auction.

LONDON TRADE NOTES

Grocers' Picnic—New Canning Factory—Scarcity of Baskets— McCormack Mfg. Co's Employes Hold Their Annual Outing at Port Stanley.

London, Ont., Aug. 28, 1906.

The event of the week among the retail grocers of this city is the big picnic at Springbank on Wednesday afternoon. As mentioned last week the idea was to have a special celebration to mark the wind-up of the three months of Summer, during which grocery stores closed on Wednesday afternoons. The Free Press Newsboys' Band was secured and other special attractions were booked for the day, the citizens of London generally being invited to participate. Next week a full account of the picnic will be given.

* * *

The grocers all report small importations of fruits. Cantaloupes are reported to be plentiful and more popular than ever, and the quality of the peaches offered is exceptionally good. But the plums which usually are sold in very large quantities are coming in very slowly. There seems to be a failure in this year's crop and few are offered.

* * *

The new canning factory just erected in this city was opened last week and will soon be running at its full capacity of 60,000 cans per day. The tomato peeling machines, which the company has installed, and which are the only ones of its kind in Canada, were used and gave complete satisfaction. On the opening day the company had about 500 bushels of tomatoes on hand, but that amount was not expected to last long and contracts were being made in many parts of the country for the delivery of large consignments. This week hundreds of bushels are coming in and the company is canning large quantities..

* * *

At the North Branch cheese factory, Crumlin, on Friday last a big garden party was held at which 300 guests were entertained by the cheesemaker and owner of the factory, W. H. Dalton.

The McCormick Mfg. Co. held its 36th annual picnic in Port Stanley on Saturday. Over 500 people attended and spent a thoroughly enjoyable day.

The sports and races were keenly contested for, and the baseball match was one of the fastest ever seen in Port.

The following is a list of the races and their winners:

Open race, 100 yards—1, Bert Gould; 2, J. Ferguson; 3, H. Stephens.

Boys under 8 years—1, L. Finch; 2, E. Vining; 3, A. Craig.

Boys under 11 years—1, R. Hutchinson; 2, F. Finch; 3, G. Finch.

Boys under 15 years (sack race)—1, G. Finch; 2, F. Finch; 3, E. Rodgers.

Girls under 8 years—1, V. Piercey; 2, L. Johnson; 3, V. Marsh.

Girls under 11 years—1, G. Legate; 2, C. McCormick; 3, V. Piercey.

Young ladies' needle race—1, S. Glendale; 2, A. Graham; 3, A. Nixon.

Men's button race—1, Bert Gould; 2, Jack Flemming; 3, Joe Ferguson and Joe Black tie.

Men over 40 years—1, Jos. Craig; 2, J. Flemming; 3, J. Collins.

Jockey race—1, J. Beach and W. Rothwell; 2, Jos. Craig and G. Waud; 3, John Doneghy and Joe Ferguson.

Wheelbarrow race—1, G. Quick and E. Burgess; 2, Alf. Williams and A. Whittaker; 3, H. Stephens and J. Fleming.

Potato race (for girls of the candy department)—1, A. Graham; 2, E. White; 3, E. Norfolk.

Running long jump—1, N. B. Fisher; 2, W. Wasnidge; 3, Joe Black.

Hop, step and jump—1, N. B. Fisher; 2, Bert Gould; 3, Robert Dew.

Throwing baseball (girls)—1, Alice Halbert; 2, Ruby Baker; 3, Viola Bellamy.

The ball game, which was a five-innings one, was won by the office staff by a score of 13 to 9.

THREE MARITIME LEADERS

RETURNED
SEP 5 - 1906
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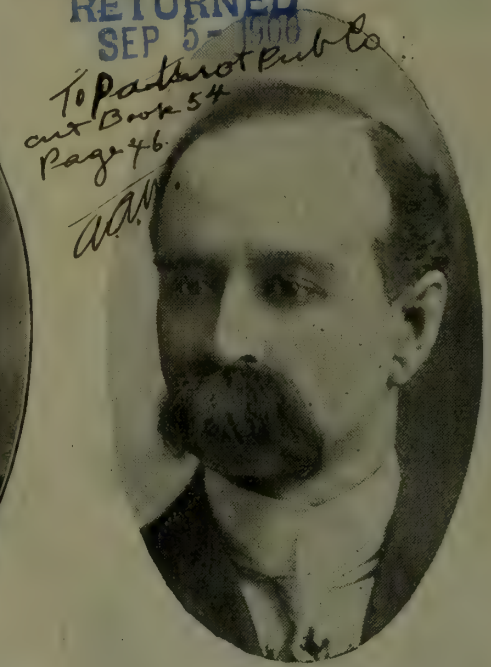
out Book 54
Page 46

WILLIAM C. CROSS.

Recently elected president of the Maritime Grocers' Guild. He is manager of Hall & Fairweather, St. John, N. B.



HON GEORGE E. HUGHES.

Vice-President, Maritime Board of Trade, who took a prominent part in the convention at Amherst, N.S.

JOHN McKEEN.

Manager Bank of Nova Scotia and president of the Amherst Board of Trade, who contributed much to the entertainment of the Delegates at recent convention in Amherst.

WINDOW AND STORE DISPLAY

Illustration of a Very Modern Silent Salesman—Some Suggestions in Regard to Very Necessary Store Ventilation.

"Do you want to see the very latest things in show cases?" said a store-fitting and show-case man to a Canadian Grocer representative the other day. Sure, and the accompanying illustration shows about half of it. As the cut shows, the shelving is adjustable, and the rest, except the nickelplate frame, is glass. All the information about it is contained in the following from the company's literature:

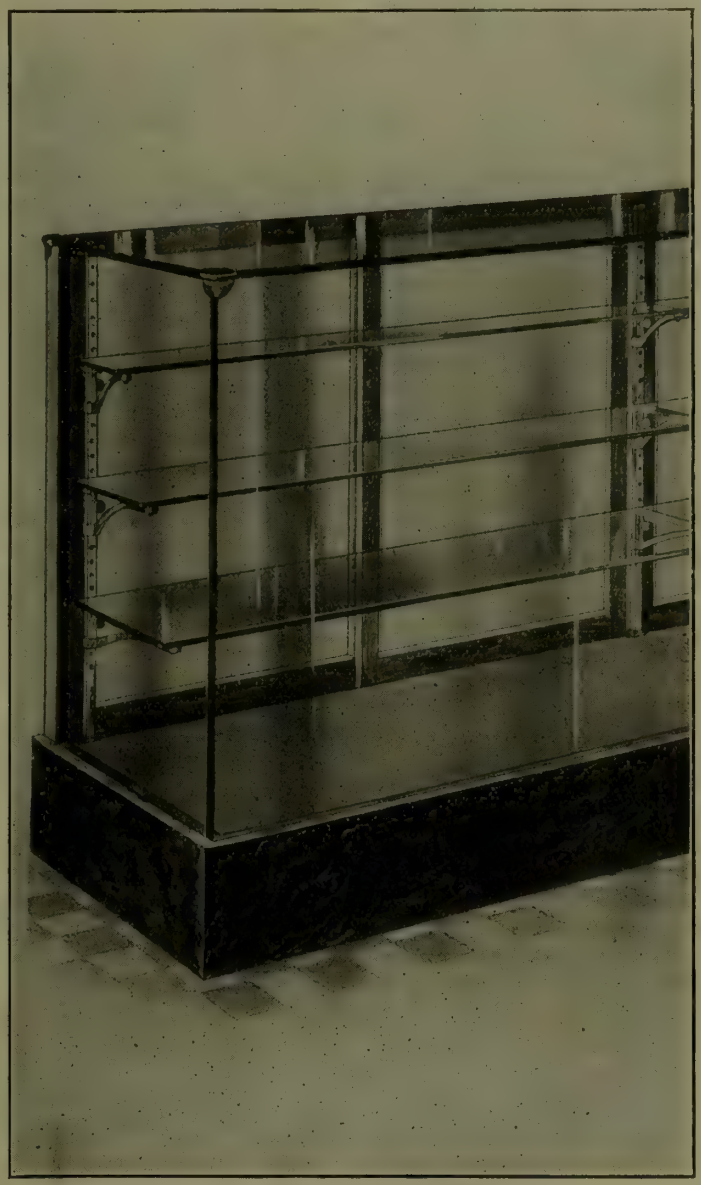
"The most beautiful silent salesman case in the world. Made of polished plate glass and marble, wood only used for door frames. We have been waiting for years for the perfect all-glass case and at last present it to our customers. The faults of all other makes are done away with in this. No holes in glass, no connecting rods, no danger of breakage. Made of polished plate glass, with nickle corner fastenings, fitted with 8-in. marble base, shipped knock down, can be set up by any person in fifteen minutes. Clear glass or mirror doors. Three plate glass shelves, 6, 10 and 14 in. wire. Dimensions: Height, 43 in.; width, 26 in.; length, 4 to 10 feet. Approximate weight, 100 lbs. per foot. Price per foot: White Italian or pink Tennessee marble, $15; green Vermont marble, $16."

The modern showcase or silent salesman is one of the newest and most effective aids to storekeeping. Even this, though a very handsome piece of store furnishing is not the last word in showcases. There is a case made after the design of a Toronto men's furnisher, without frames except a base and back, the front and top being entirely of glass.

WINDOW DRESSING AS AN ART.

Window displays have reached an importance in the economy of advertising and store management which makes it a necessity to observe the principles which make a trim the means to an end. Time was when anything that could be done by way of a window trim to bring a crowd of curious people about the window was done. It was thought that great, dazzling, showy windows made the merchant's name known far and wide, but it was gradually found out that the majority of people were attracted to these windows out of curiosity, and went away without ever giving a moment's consideration to the merchant's name who so generously catered to idle curiosity. The same law of idle curiosity brings a crowd about the gaudy and elaborate window display, and as soon as that curiosity is satisfied they march away with no further concern about the window of the merchant. If to gather a crowd about a store window is the sole object of the display, that can be done at much less time and by placing some grotesque figure of a man or an animal in the window, and the effect as a seller of goods would prove as profitable.

The old theory of showy displays has given way to a most modest and useful system of window trims, and the trim that fails to make an impression upon the people of the class of goods presented fails in its purpose. The merchant no longer caters to idle curiosity, but prepares his window trims to bring him customers. It is trade he wants, and his trims must appeal to that class capable of giving him trade. One soon tires of display and beauty that brings no profit. The window display, therefore, must be made a strong advertisement, and that can be done by selecting from a few lines the best and by giving them a strong position in the display. Composite trims offer good advantages, as it frequently happens that allied pieces, though of different lines, greatly help to bring the whole into a strong light with striking effect. It is not the quantity of goods in a window, but the quality that commands most attention. In composite trims, therefore, keep in view the utility, and use such articles only as will accomplish that purpose. — Clothier and Furnisher.



VERY NEW IN SHOW CASES

"It is a debatable question," says the American Grocer, "if it pays to carry every article asked for, or whether it is the better policy for a retailer to select his line and educate his trade to take such brands as he can recommend. For instance, one grocer doing $1,000 per week business carries seventeen different sorts of breakfast foods. Another doing quite as much business selects the best and most popular brands, has some with his own label, and resists the demand for the poor sellers and the new comers. One has stale stock on his shelves; the other fresh goods. One turns the money invested in breakfast foods frequently; the other seldom."

A. H. Milner, of H. P. Eckardt & Co.'s traveling staff, spent his holidays very pleasantly at the Peterboro lakes.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - - President

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NEW ADVERTISERS.

Brown, Joseph & Sons, Montreal.
Cote, Joseph, Quebec, Que.
Gibb, W. A. Co., Hamilton, Ont.
Graham Bros., Kinmount, Ont.
Leitch Bros., Oak Lake, Man.
Universal Systems Limited, Toronto.

BRITISH TRADE.

The report of the trade of the United Kingdom covering the five years, 1900-5, has been issued. It shows an increasing percentage of food stuffs are drawn from colonies and dependencies, and a large expansion in the total of trade. While total imports have increased, the proportion of them drawn from British possessions shows a larger percentage of increase than that from foreign countries, but in regard to exports that position is reversed. The value of imports from other parts of the Empire in 1901 was $515,213,790, and in 1905 was $636,146,912, an increase of nearly 21 per cent. The imports from foreign countries increased only 5 per cent. from $2,071,118,957 to $2,174,827,176. The actual increases were from under the flag, $120,933,122, from foreign markets $103,708,219

* * *

In the increases of imports derived from other parts of the Empire, India comes first, Canada second, New Zealand third and Australia fourth. The increases are :

India	$43,165,872
Canada	29,060,533
New Zealand	13,913,259
Australia	13,687,758

The imports into Great Britain from these parts of the Empire in 1901 were:

India	$136,273,877
Canada	98,776,561
New Zealand	52,708,071
Australia	120,482,904

* * *

The principal commodities making up the increase from Canada were cheese, living animals, apples, bacon, lard, and leather, as follows :

	1901	1905
Cheese	$18,395,859	$23,900,756
Bacon	4,584,508	13,689,777
Lard	1,179,498	3,128,589
Hams	1,516,490	3,474,854
Living animals	7,161,742	12,363,555
Apples	1,522,116	3,500,659
Leather	763,952	1,581,933

Grain shows little change, and wood and manufactures of wood a decrease.

The increase from India was largely under the head of grain, increasing from $5,161,314 in 1901 to $39,217,816 in 1905. The imports of wool nearly doubled and raw cotton increased almost fifty per cent.

New Zealand's principal increase was in wool, but was considerable also in butter, gum and hemp. There was an increase also in fresh mutton, but a considerable falling off, quite half, in dead rabbits.

* * *

The most striking feature in the imports from foreign countries is the decrease, $126,579,008, in those from the United States, from $710,554,939 in 1901 to $574,975,931 in 1905, and this notwithstanding that the value of the raw cotton import increased $29,644,869, from $160,969,667 in 1901 to $190,614,536 in 1905. The main shrinkage is, of course, to be found under the head of corn and grain ; but all sorts of food stuffs show diminution of $125,026,531, as indicated by the following figures, which give the value of the imports for 1901 and 1905 :

	1901	1905
Wheat	$67,040,817	$12,206,247
Wheatmeal and flour	43,273,789	14,409,177
Eggs	625,074	24,552
Lard	18,783,800	15,078,415
Beef (fresh)	33,638,896	24,052,190
Bacon	46,047,859	28,996,251
Hams	20,943,840	11,989,716
Butter	3,428,591	1,999,532

Decreasing at the rate of $126,000,000, or over 20 per cent., in four years, the United States will soon become an inconsiderable factor in the food supply of Great Britain.

* * *

The Argentine Republic, on the other hand, has increased its sales of wheat to Great Britain during this period from $13,285,017 to $41,204,881. It has nearly doubled its sales of maize and mutton and trebled its sales of fresh beef. The exports from Russia to Great Britain rose nearly 50 per cent., mostly in grain and butter, and Germany and France also show substantial increases.

* * *

Great Britain's exports to foreign countries during this quinquennial period increased 24 per cent., and to other parts of the Empire only 8 per cent. The increase to British possessions amounted to $42,605,851, but there was a decrease in the exports to Australia of $21,718,273, from $106,248,543 to $84,530,270. New Zealand on the other hand increased her imports from the Mother Land from $27,856,378 to $31,968,320. The increase of United Kingdom exports to India was $39,890,854, the largest sum in the increases to British possessions, but on a percentage basis the increase of exports to Canada was very much greater and greatest of all the British possessions. They rose from $38,732,724 in 1901 to $59,248,489 in 1905.

READ THE ADVERTISEMENTS.

Is it possible that some subscribers to this journal do not read the advertisements?

If there are any such let them call to mind the story in one of the old school readers, the II. or III. book, of the farmer who called on Lawyer Longhead for advice and got "Never put off till tomorrow what you can do to-day." Then when his wife wanted him to leave his hay out over night he told her he wasn't going to pay five dollars for no use and followed the lawyer's advice.

To admit the completeness of this analogy might be to declare the news and editorial department of this paper to have no value. But if a man paid for a suit of clothes and took only the coat and vest he wouldn't be regarded as safe to be at large, would he?

The advertising in this paper is not for the general public any more than the reading matter is. It is all direct talk to the foodstuff trade. A wholesaler said the other day "I read the ads first." He wanted to know what others of the trade were saying to the retailer. Isn't it even more the business of the retailer himself as the man addressed to know that.

Some grocers depend on the travelers to keep them in touch with the market and trade news in general. If they saw all the travelers they might get along in a way, but they see only a few whose

business is the business of their firms. In the advertising columns of The Grocer they have direct weekly communication with all the wholesale houses.

PURE FOOD LAW IN CANADA.

In the United States the new national pure food law is about being put into operation. Many of the states have their own food laws and a good deal of confusion is anticipated. Pure food advocates, and notably the associations of grocers, are now urging that state regulations be made the national law. Probably the situation in Canada is not too clear to many purveyors of foodstuffs. The Canadian Grocer representative recently asked A. McGill, assistant to the chief analyst of the Inland Revenue Department, Ottawa, about it and though too busy to go into the matter in detail, he replied:

"While it is true that the Adulteration Act is a national as contradistinguished from a provincial measure, it does not deprive provinces or municipalities of the power to undertake local food inspection. Section 6, explicitly states: 'The council of any city, town, county or village, may appoint one or more inspectors of food, drugs and agricultural fertilizers; and such inspectors shall, for the purposes of this act, have all the powers by this act, vested in officers of Inland Revenue; and any such inspector may require any public analyst to analyze any samples of food, drugs, or agricultural fertilizers collected by him, if such samples have been collected in accordance with the requirements of this act.'

"The amendment of 1890 provides (Section 2): 'The Governor-in-Council may on the nomination of the council of any city, town, county or township, or other municipality, appoint food examiners for such municipality, to examine such articles of food as are determined by the Governor-in-Council, etc.

"The Ontario Public Health Act, R.S. 1887. chapter 205, section 99, provides that 'Any medical health officer or sanitary inspector may, at all reasonable time, inspect or examine any animal, carcase, meat, poultry, game, flesh, fish, fruit, vegetables, grain, bread, flour or milks exposed for sale, etc.'

"The Province of Quebec, and I believe other provinces, make similar provisions. I have not the acts in question before me, but I am aware that the City of Montreal employs a city analyst, whose duty is to examine foods, etc. I believe that a large number of towns in Canada, and probably all Canadian cities, make more or less regular examination of milk.

"I have long been of opinion that the water supplies of towns and villages should undergo regular inspection. There can be no doubt that the annual scorage of typhoid and similar fevers, which proves so serious and fatal during later Summer and early Autumn, might be lessened, or entirely prevented by attention to the purity of drinking water. This matter is more easily looked after in cities and large towns, which usually obtain their water supply from a single source, than in the case of villages, where ground water wells are the source. The matter justifies more attention than it has yet received'.'

BUTTER AND CHEESE.

During the past season there were numerous complaints about the condition in which large quantities of Canadian butter arrived in this country. In boxes, style, packing, quality of parchment paper, and general appearance, the Australian product was much in advance of the Canadian. Moldy butter, so common from Canada, is unknown from the southern colonies. The defects are solely due to the absence of the care and organization which prevail in Australia and New Zealand. The season now in progress shows a distinct improvement in quality packing, and freedom from mold.—Weddel & Company's Colonial Dairy Produce Review for last year.

There is no good reason why Canadian butter should rank behind Danish, Scottish, Irish and Australasian. The creamery men and dairy farmers simply haven't yet learned their business. One of the Canadian commercial agents in England, writing a letter a while ago and complaining of moldy butter, said it was caused by using cases made of green lumber.

The Globe tackles the subject and blames the dairy instructors. It winds up: "It is time that our dairy experts were grappling with this problem." If the experts were magicians as well, they might do more, but, unfortunately, they have only the ordinary equipment. There are many poorly equiped creameries in Canada, but there is a failing back of that to be corrected. Dominion Dairy Commissioner J. A. Ruddick recently visited a noted butter producing district of Scotland, and telling about it described a stable, where a great number of cows were housed and milked, that was clean as a kitchen. It was scrubbed out every day and there wasn't a sign of manure or hint of bad odor about it. How many cow stables of that kind are there in Canada?

The case of cheese is not very different. The Canadian product holds the first place for quantity and quality of quantity on the English market, but he is a foolish Canadian and no patriot who is satisfied with the quality or quantity of the cheese produced in the Dominion. A buyer visiting a Government cold storage warehouse in Ontario recently saw 400 boxes of cheese from one factory, a month's output, and the older it was the worse was its flavor. The cheesemaker knew it was bad, and knew it was caused by some farmer's milk, but so keen is the competition among factories for patrons that he wouldn't turn the farmer away.

The Governments and their experts are all pegging away at the farmer for better milk, and at the creamery man and cheesemaker for better methods and equipment. It is a matter of education and it means millions in the pockets of Canadian people every year. No class is more interested than the retail merchants, and every one of them should constitute himself a propagandist for better methods in the dairy industry.

EDITORIAL NOTES.

France has passed a very stringent pure food law to protect legitimate foodstuffs and liquors from imitation.

* * *

During the first three months of the year Australian imports increased £1,250,000, and exports £5,961,000. In New Zealand the imports were £367,000 and the exports £611,000. In the case of New Zealand, the increase is almost wholly due to the advanced prices of wool, though the exports of frozen meat during March and April has very largely increased, while there has been a falling off in the exportation of butter, with some little increase in that of cheese.

* * *

Ontario provincial health authorities are agitating for legislation making two deliveries of milk daily compulsory upon all milkmen. Dr. Sheard, medical health officer, Toronto, advises a municipal dairy to prevent infant mortality. The doctor is not much of a believer in municipal ownership, either.

* * *

The Government of New South Wales, Australia, is about to introduce a bill to deal with the tramp nuisance. Under it a tramp would be sent to an industrial farm and fed on bread and water till he works. His diet would be improved as he works, and finally he would be paid. When he showed a disposition to earn his own living he would be released.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

FLUCTUATIONS—

Fish—Revised.

Dried fruits—Some changes.

With the month of September just about to begin, which means the beginning of Fall business, there is a noticeable picking up in trade on all sides. People are getting back from their vacations and resuming their trade with the grocers, and the grocers in turn are sending in better orders to the wholesalers. The balance of the prices on canned goods have not yet come to hand, and are awaited with some anxiety by the trade, who do not know what surprises the new lists may contain. Orders at the new prices already given out have not been any too good. There has been no change in the sugar situation since our last report. The market is strong. Japan tea continues the feature of interest in the tea market. Reports received say that the primary markets are very strong. Cables received from Shanghai say that Pingsueys, Gunpowders and Young Hysons are all two cents higher than last year. Formosa Oolongs are also above last year's basis. Molasses is very quiet. In foreign dried fruits there is considerable of interest this week. Nuts are very high and buyers do not seem interested at the prices asked. The quotations on new crop Valencia raisins are due, but are away too high to attract buyers. There is nothing new to report in coffee this week, nor in spices.

Collections have been very good in most quarters.

CANNED GOODS—Price lists for the balance of canned vegetables and fruits have not yet made their appearance, and are anxiously awaited by the trade. Fall orders are coming in perhaps a little better this week than last. The higher prices, such as have been given out, are causing many to delay in buying, although no good can be gained by the delay. Canned salmon is reported strong this week.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	..	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1½	1 70	1 87½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " "	....	1 57½
3's " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz.	....	1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Under the recent advance the market has been very strong. Merchants have not been buying very heavily, but for that matter, being between the small fruit and the large fruit seasons, it is not expected of them. Nevertheless a fair trade is being transacted.

Granulated, bbls.	....	$4 30
" ½-bbls	....	4 45
" bags	....	4 25
Paris lump, barrels	....	4 95
" " half-barrels	....	4 95
" " boxes, 100 lbs	....	4 85
" " boxes, 50 lbs.	....	4 95
Extra ground, bbls.	....	4 70
" " 50-lb. boxes	....	4 80
" " 25-lb. boxes	....	4 90
Powdered, bbls	....	4 50
" 50-lb. boxes	....	4 70
Phoenix	....	4 30
Bright coffee	....	4 10
" yellow	....	4 15
No. 3 yellow	....	4 15
No. 2 "	....	4 00
No. 1 " bbls.	....	3 90
No. 1 " bags	....	3 8

SYRUPS AND MOLASSES—There is very little activity in this market. The usual Summer dullness has its hold upon the situation and consequently there is nothing of interest to report.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 02½
" ¼-bbls.	....	0 03
" 38½-lb. pails	....	1 30
" 25-lb. pails	....	0 90
Cases, 2-lb. tins, 2 doz. per case	....	1 90
" 5-lb. " 1 doz. "	....	2 35
" 10-lb. " ½ doz. "	....	2 25
" 20-lb. " ¼ doz. "	....	2 10

TEA—In the tea market Japans still hold the interest of the trade. Latest reports from Japan continue in the same strain as those which have come to hand at different times during the past couple of weeks—that a very strong market rules. Outside of this there is no information given in advices from Yokohamma and other points in Japan.

Cable quotations from Shanghai say that the market is two cents higher than last year. Pingsueys, Gunpowders and Young Hysons are all higher by 2 cents. Formosa Oolongs are also about 10 per cent. above last year.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	..	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—Coffee is quiet at present. While some firms report very good trade the average business is small, as is usual at this period. Fall trade is already beginning to look up, however, and the next few weeks should see increased business.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—Quotations on new crop Valencia raisins have been given out and they certainly are such as to cause those in the trade to stand still, for the time being at least. The new quotations show a cost of 8c. laid down— a figure so high that none seem interested in the line. This price is particularly high when last year's opening is considered—5c. There is no change noticeable in seeded raisins. In currants the situation presents no new features. The trade are awaiting the new crop. Prices on all nuts are too high to interest buyers at present. The prudent buyers will wait until early next month, by which time prices will have become more reasonable on account of increased offerings. Prices were made on California peaches at the end of last week, but were immediately withdrawn, as what little supply there is has fallen into the hands of speculators. The initial cost of apricots this year will be fully 5 to 6 cents over last year, while peaches are just about the same. Nectarines are in very small supply. California raisins promise well, but have been affected somewhat by the very hot weather The supply of three and four crowns will be somewhat reduced in consequence. Prunes are unsettled at present, but it is likely that the crop will fall considerably short of the first estimates.

Valencia Raisins—		
Fine off-stalk, per lb		0 05
Selected, per lb		0 05½
Layers, "		0 06
Dates—		
Dates, Hallowees, per lb		0 05
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 13
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
" Excelsior Window Clusters,"		4 50
" " " ¼s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08	0 08½
" " 4 crown		

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05

Currants—		
Filiatras, uncleaned, barrels		0 05½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned		0 06½
" " in 1-lb. cartons		0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "		0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton		0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—Conditions in the spice market both locally and at primary markets do not show any noticeable change. Reports from spice centres contain very little news of interest, the tenor of those advices received being that comparative quiet prevails.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

BEANS—The bean situation continues uninteresting. Crop reports do not indicate any unusual conditions regarding the new crop. Little trade is passing.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

HONEY—The market this week shows no change. Dealers report some business, but not much.

White clover comb honey	0 14½	0 15
White clover, extracted tins		0 08
Buckwheat		0 07

EVAPORATED APPLES—There is no change in this market since last week. Business is very small in volume, of necessity. Nominal prices remain 15 1-2c. to 16c.

MAPLE PRODUCTS— Beyond the fact that preparations are being made for Fall trade, there is no new point to note in this market. Prices are unchanged.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07	0 07½
Pure Beauce County, per lb	0 08	0 08½

RICE AND TAPIOCA—Conditions in the tapioca market are unchanged this week. Business passing is not large. Prices are steady.

B rice, in 10 bag lots		3 15
B rice, less than 10 bags		3 25
C rice, in 10 bag lots		3 15
C rice, in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07½	0 08

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 30, 1906.

BUTTER—Market rather strong under recent advance.

CHEESE—Prices a shade higher. Ontarios selling 12½c to 13c.

EGGS—Steady market. Demand fair at practically unchanged prices.

PROVISIONS—No change in the situation. Dressed hogs continue to bring $10 to $10 25 per 100 pounds.

ONTARIO MARKETS.

FLUCTUATIONS—

Sugar very firm.

No new prices in canned goods.

Higher prices for new dried fruits.

Cheese higher.

Business is just fair this week with wholesalers busy entertaining customers here to attend the exhibition or getting the advantage of the low railway fares. Sugar continues strong and the feeling inclines to a further advance. Otherwise the grocery market is quiet. New dried fruits and nuts are engaging the attention of the wholesalers, but retailers are not yet interested. Stocks will not begin to arrive here till October. The situation in prunes is interesting and a suggestive letter is given below.

CANNED GOODS—No new prices have come out this week and prices are unchanged from last week's schedule.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
This year's pack.		
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals., red pitted		8 75
" " not pitted		7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack		7 25
Gals., red, standard		5 00
2's, preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard		5 50
Gals. " solid pack		8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard		5 50
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)		1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard		5 50
" solid pack		8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard		5 25
" solid pack		8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard		6 25
Gals. " solid pack		9 00
VEGETABLES.		
Asparagus, California—		
2½'s		3 90
2's, Canadian		2 75
Beets—		
2's, sliced, sugar and blood red		1 00
2's, whole, " "		90
3's, sliced, " "		1 20
3's, whole, " "		1 10
Beans—		
Fancy brands		
2's, golden wax	0 85	0 82½
3's " "	1 30	1 27½
Gals. " "		3 75
2's, refugee or Valenrine (green)	0 85	0 82½
3's (green)	1 30	1 27½
Gals		
2's, crystal wax	0 95	0 92½
Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4		3 75
Rhubarb—		
2's, preserved	1 17½	1 15
3's	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
SAUCE, ETC.		
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 80
1-lb. Flat, "		1 75
½-lb. " "		1 20
Northern River Sockeyes		1 65
Cohoes, per doz		
Humpbacks, "		
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ¼'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haudies, per case	4 25	4 75
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 35
" 2s, "		2 40
" 6s, "		7 20
" 14s. "		16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

Last year's pack.

FRUITS.

Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal		3 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 95
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10

VEGETABLES.

Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds		3 75
Turnips—		
3's	1 02½	1 00

SUGAR—The market is very firm and a further advance is looked for and by some authorities boldly predicted. In New York last week raws advanced 1-16 cents to 3.94 cents for 96 test centrifugals, and granulated declined 10 points. Since then raws have further advanced to 4c. Beet in Europe has advanced from 9s. 3 3-4d to 9s. 6d.

Last week's summary of the statistical position shows stocks in the United States and Cuba together of 370,889 tons, against 405,664 tons last week and 432,032 tons last year, a decrease of 61,143 tons from last year.

Willett & Gray say of the visible supply: "Total stock of Europe and America, 1,957,889 tons, against 1,448,032 tons last year at the same uneven dates. The increase of stock is 509,857 tons, against an increase of 552,145 tons last week. Total stocks and afloats together, show a visible supply of 2,162,889 tons, against 1,793,032 tons last year, or an increase of 369,857 tons.

The same firm under date of August 23 say:

"Even at the higher prices only very moderate quantities were obtainable, and holders are now still more reluctant to part with their sugars.

Stocks in Cuba are reduced to only 92,000 tons, of which about one-half has already been sold, while Porto Rico has no more than 15,000 tons to dispose of, and there is scarcely any old crop sugar in the West Indies. Javas are coming forward slowly and in a small way compared with former seasons. It will be seen that the available supply is barely sufficient to meet the demand from refiners for cane sugars until December. It was hoped that the new Cuba crop might make an early start, and part of it come to market before January, but the news just received of a revolution in Cuba causes the fear of delay in the harvesting of that crop, in which event the value of cane sugars now in stock would be greatly enhanced .The new Louisiana crop will help out to some extent, and the distribution of the large domestic beet crop will tend to lessen the requirements of refiners for meltings in November-December, but it is evident that further supplies must be brought from Europe.

"There were no sales of Javas reported this week, the offerings now being at 10s. 7 1-2d c. and f. for September shipment, equal to 4.05c. landed for 96 degrees test.

"Canada bought 5,000 tons Demerara centrifugals for October shipment at 2 7-16c. c. and f. Montreal, equal to 4.08c. landed at New York.

"It is understood that recent sales of about 20,000 tons of European beet sugars were made to New York refiners at 9s. 8 1-4d c. and f., equal to 3.90c. to 3.94c. for centrifugals, and but little more of old crop sugar suited for America is now obtainable.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES— Quotations are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 02½
½" ½-bbls "		0 02¾
½" kegs "		0 03
½" 3 gal. pails, each		1 30
" 2 gal. "		0 90
" 2-lb. tins (in 2 doz. case) per case		1 90
½" 5-lb. " (in 1 " "		2 35
½" 10-lb. " (in ½ " "		2 25
½" 20-lb. " (in ¼ " "		2 10
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—J. L. Watt, of J. L. Watt & Scott, importing brokers, said yesterday: "The market on black teas, both in Calcutta and Ceylon, has advanced 1-4c. to 1-2c. on low grades during the past week with a strong demand and probability of higher prices. The higher prices, however, will in some measure be compensated for by improving quality as the season advances. But those who desire low priced tea with good appearance of leaf without regard to quality have been operating freely on the very low market that has existed. Buyers of teas for packets on the other hand have been buying very sparingly, waiting for cup quality to improve.

"A small volume of business has been for shipment from Japan owing to the generally high level of prices, but importations are likely to be further curtailed as the season advances."

Locally the market is quiet.

COFFEE—The strength given to the speculative market by the Brazil valorization plans seems to have ebbed very quickly. However, those who have believed in the efficiency of the plan to bring about higher prices for actual coffee, are of the same mind. Willett & Gray, New York, say:

"The valorization pro's and con's have had some influence in the market changes the past week. While the practical success of this new protection policy remains to be demonstrated, it must be said that until the scheme has been applied or a full knowledge of its methods revealed, a fair criticism is not possible. One thing is very certain, that those who are in haste to condemn the new measure, have not taken the pains to get at the true facts. No one can doubt the right of Brazil to attempt to conserve her chief industry and at a time when the world must buy the product. The Government is actively engaged with the details of the new law and loan. Private advices predict the success of same, but meanwhile operators profess to be disappointed because inside information is not immediately available to satisfy calculations as to the course of the markets. It is only about two weeks ago the president of Brazil signed the bill authorizing the loan, and in the most modern countries

a longer time than this would be needed to complete it. The general lack of knowledge of modern Brazil is perhaps responsible for a great deal of the skepticism as to her capabilities and possibilities. The sound condition of the country, financially, and the high foreign credit of her states, individually, are well attested. Now that the coffee crop is moving in earnest, Europe and the States stand in the markets as free buyers, not from choice, but from sheer necessity. Europe has no coffee in the interior, and in the seaports the smallest stocks known for years. Europe has abstained from buying a very long time, hoping a full Santos crop would mean lower prices, but Brazil held firm and seems determined to strive for a living price when buyers must have the goods and actual consumers daily pay the old scale, year in and year out, as when coffee was double the price of to-day. Europe must continue to buy freely in Brazil, and so must this country. The monthly deliveries average 1,400,000 bags for the two countries, the greater portion of which must be drawn from Brazil for months to come, before any importations can be set by to replenish reserves.

"With early activity of valorization plans and the outlook for the next growing crop already very satisfactory, Brazil can control the markets. Any further unfavorable developments as to the next crop would result in a great rush to secure coffee.

"For several week's the weather has been fine and dry, the trees being reported in a weak condition, without foliage. It is quite significant at this period, when there should be, under ordinary circumstances, some signs of vigor prior to the blossoming periods. We repeat that too much attention cannot be given to this point of itself, as exhausted trees cannot furnish a crop.

DRIED FRUITS— With stocks very low and prices high interest centres on the new crops and opening prices. The current market for several weeks past has had a strengthening tendency. The advance during this time has now reached a shilling per cwt. All cables agree that the position is very strong and higher rather than lower prices are looked for. Opening prices are 1-2c. higher than last year's opening.

In regard to Valencia raisins, opening prices are 1 1-2c. higher than a year ago and the new stock will cost the wholesaler considerably more than present prices to the retail trade. Generally speaking, first-class shippers in Spain are not now offering the new stock that is coming to market because the quantity is not sufficient to fill orders actually in hand.

In regard to prunes the situation is very unsettled, but very interesting. There is a very large crop in California and prices opened moderately low, but advanced a 1-4c. this week. As to whether or not the advance will hold, opinion differs. If orders placed by jobbers had stood, the trade would have been pretty well stocked till Christmas, but only yesterday word was received that a good deal of business had not been confirmed and so the situation is open.

W. G. A. Lambe & Co. received under date Aug. 23, a very interesting letter from C. W. Griffin in part as follows:

"While the market has been weak, there has been a very heavy demand, and the distribution seems to have been very heavy indeed, and we are now receiving inquiries, and selling a good many people who bought quite heavily at the opening prices The total absence of a carry-over in California, and practically so in all markets in the United States and Canada, means that it will take a very large quantity of prunes to stock up the jobbers and retailers even in a moderate way.

"We thought at one time that the market might get down to the low point of three years ago, but, while the market has been very weak, it seems to be considerably stronger at the present time, and there is practically no one who will part with their prunes to-day even at a price that will permit us to fill orders at a profit, at the same time we, of course, believe that we shall be able to work it out a little later on.

"Drying has commenced all over the Santa Clara Valley and we believe we shall be able to get out a number of cars of prunes in September. Of course, the early cars have to be shipped to points where the assortment fits. It is very seldom that we have any large prunes out of the first deliveries, but these early prunes will go into distribution very rapidly, and that is likely to strengthen the situation. Of course, very favorable curing weather might insure the curing of a larger quantity than could be put up otherwise, but even with a large crop, the indications are to-day that the market is not far from bottom; but we would like to say right here that this has been a season of unexpected happenings, and about every estimate that has been made on the California crop has been wrong, and if I am making a mistake in this letter, charge it up to the earthquake or whatever seems to have been regulating things in California for the past four months."

Since then the market has advanced 1-4c.

The following quotations do not include any new fruit:

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 07	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Peaches—			
Californian evaporated, " "			0 14 0 17
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06½ up	Vostizzas	0 07½ 0 08½
Patras	0 06½ 0 06½		
Cleaned ½c. more.			
Raisins—			
Sultana			0 05½ 0 09
" Fancy			0 10 0 14
" Extra fancy			0 15 0 16
Valencias, selected			0 06 0 06½
Seeded, 1-lb packets			0 09 0 10½
California, loose muscatels—			
3-crown			0 07½
4-crown			0 09
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—Generally, prices will be very high, particularly for almonds. The present prices show an advance over last year's prices of 33 per cent. In filberts the advance is about 10 per cent., in grenoble walnuts, from 1c. to 2c., pecans about 2c.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 28 0 30
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—Quotations are unchanged:

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 22 0 28
Allspice	0 16
Mace	0 85
Mixed pickling spices, whole	0 15 0 20

RICE AND TAPIOCA—Fair business is doing in these lines and prices are firm.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07 0 07½
" double goat	0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

WOOL AND HIDES—Cow hides No. 2 are 1-4c. higher, and 10c. is off the top price for horse hides.

Hides, inspected, steers, No. 1	0 12
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11½
Calf skins, No. 1, city	0 13½
" " No. 1, country	0 12
Lamb skins and pelts	0 75
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb	0 05 0 05½
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 16 0 17
" washed fleece	0 26 0 27

NOVA SCOTIA MARKETS

Halifax, N.S., August 28.

The only notable change in the grocery markets since last report is an advance in the price of sugar, which has been anticipated for some time. The advance is ten cents per hundred pounds on all grades. The quotations here follow: XXX granulated, $4.40; Austrian granulated, $4.30; bright yellow, $4.20; No. 1 yellow, $3.90; unbranded, $3.80. The markets, generally speaking, are in a healthy condition, and trade is good all round. The industrial activity throughout the province causes money to circulate freely, and as a result business in all lines reaps the benefit of the good times.

MOLASSES—The market is comparatively quiet at present, the warm weather having had rather a bad effect on business. Prices quoted here are: Fancy Trinidad, 39c.; fancy Porto Rico, 37c.;

extra choice Porto Rico, 37c.; choice Trinidad, 35c. to 36c.; fancy Barbadoes, 30c. to 32c.; Barbadoes, 29c.

BUTTER, EGGS AND CHEESE — There is a good demand for butter, but the receipts are not increasing any. Prices are steady. Eggs are unchanged both as regards price and receipts. The quality of some of the stock on the market is very poor. Cheese is firmer and the price has advanced to 13c. Prince Edward Island quotations are now 12c.

FISH—The crew of the French hospital ship St. Francois D'Assisi, which has just arrived at Sydney, report that the Grand Bank fishery is almost a total failure this year, at least in so far as the French vessels engaged in it are concerned. As one of the men put it, "When fish were plenty there was no bait and when bait was plenty there was no fish," so that a large number of the vessels have hardly had their bottoms covered with the catch. Another report says that there is a scarcity of bait at Channel, Newfoundland, though herring are on the coast but will not mesh. If bait could be procured there is a prospect of good fishing. The fishing in Bona Vista Bay has been below the average. The best fishing has been done at Indian Arm to King's Cove, where there was about 8,000 quintals landed to date. Competition among the buyers is keen, and it is expected that the price will go up in consequence. Fish is slacking off around the south coast of Newfoundland, and there is very little doing now from Cape St. Francis to Cape Spear. There has been an advance of 50 cents per quintal on dry cod at St. John's, Nfld. From store large cod are quoted here at $7 and medium at $6.75. Ex vessel shore cod are quoted at $4 to $4.25, and Bank cod the same, the quality of the fish regulating the price in the majority of cases. Shipments of mackerel to the American cities are decreasing, and it is not expected that the movement will revive to any extent until the autumn run of fish sets in. The arrivals of fish this week include the following: Schooners Mizpah, 600 qts. cod, and Alice E. L., 900 qts. cod and 10 barrels of herring, both from Labrador; schooner Sadie E. from Larry's River, 200 qts. cod, 100 barrels of pickled mackerel, 30 barrels of pickled herring, and 11 barrels of fish roes. The schooner Mabel H., from Lunenburg, brought 1,200 qts. cod, 120 drums dry fish, and 33 barrels of herring.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, August 30, 1906.)

For the harvest month business is particularly active. General grocery supplies are in good demand.

CANNED GOODS — Sockeye salmon is very scarce this year and there will be scarcely any tall tins on the market. One large local house that packs its own brand was able to get only 1,000 cases in all, only a small fraction of what was wanted. All sizes of new canned lobsters are now in stock. We quote:

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 84
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
All groups, per case		2 80
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" Rivers Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 50
(Prices are for delivery in October-November)	
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb talls, per case	15 00
" " " flats, per case	15 50

MEATS

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	2 25
" 2 " " " "	1 95
" 3 " " " "	2 35
Soups (Van Camp's), per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), "	3 20
" turkey (Aylmer)	3 30
" " (Delhi)	3 20
" duck (Aylmer)	3 30
" " (Delhi)	3 20
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

SUGAR—Prices are steady since the recent advance of 5c. per 100 lbs. We quote:

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 80
" " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 75
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES— Prices continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 45
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
"Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 55
" " 5-lb. " " "	2 90
" " 10-lb. " " "	2 70
" " 20-lb. " " "	2 80
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—Prices are steady at the recent advance. We quote:

Whole green Rio, per lb	0 11½ 0 12
" roasted " per lb	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 35
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

FOREIGN DRIED FRUITS—

Sultana raisins, bulk, per lb	0 07½
" cleaned, "	0 08½
" 1 lb pkgs "	0 1
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 25
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

(Above prices for California raisins and are for present delivery from old stock.)

California raisins, muscatels, 2 crown, per lb.	0 07
" " " 3 "	0 07½
" " " 4 "	0 07½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½

Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

NUTS—

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 3 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

BEANS— White beans, hand picked, are quoted at $2.05 per bus., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

PACIFIC PROVINCE FAIR

Exhibition at New Westminster—Close Season for Sockeye—Expansion of Fruit Growing—Seaweed as Fertilizer—Market Notes and Prices.

Vancouver, B.C., Aug. 27, 1906.

Though not favored with the Dominion Exhibition grant again this year the Royal Agricultural and Industrial Society does not intend to allow the Provincial Exhibition at New Westminster to be one whit behind the magnificent display of last year. The programme for this year includes many very important improvements and the attractiveness of the prize list is assurance that the great wealth of ranch and field and forest of the Pacific province will be so exploited as to impress every visitor. That there will be many visitors is assured. The Province of Alberta is to have special excursion rates and transportation is being arranged for over 5,000 people. The Dominion Forestry Association convention is also to be held during the fair week. Mayor Keary, of New Westminster, manager of the Royal City fair, has received assurance that His Excellency the Governor-General will be present to open the exhibition. It was at one time expected that Sir Wilfrid Laurier was to be in attendance at the forestry convention and therefore would be at the fair, but he has sent word that he will not be present.

The display of fruits from every section of the province is to be, as always, one of the leading attractions. The City of New Westminster is arranging for a distinctive display to show the products of the fishing industry, while other similar exhibits will be made.

* * *

Whether the traps should be allowed to continue right through from the end of the sockeye season, August 25, to the beginning of the cohoe season, September 15, is a vexed question among individual fishermen, seeing that the Government has not extended the season on the Fraser River when the sockeye net can be used. Until September 15 nothing but the 7-inch mesh net, or larger, will be allowed, this to permit of the last of the sockeye run getting up river to the spawning grounds. Provincial Fisheries Inspector Babcock, who is also one of the Canadian Fisheries Commission, left the other day for his sixth annual inspection of the spawning grounds of the Upper Fraser. Before leaving he stated that the catch was disappointing in that it was so much smaller than four years ago, the corresponding period, so far as salmon lore goes. Taking that as authoritative, it very likely indicates clearly why the fishing season for sockeye was not extended.

At any rate, there are a number of fishermen using the 7-inch mesh net, now, catching Spring salmon. The sockeye run is really over for the season. The sockeye run to the upper waters of the Fraser River where the spawn are laid, seems to have been fairly good. As the fish travel up stream over 500 miles it is evident they must enter the river earlier than July 1 in order to be as far as Quesnel by this time. The later run goes to the streams tributary to the lower portion of the Fraser, such as Harrison Lake. The only hindrance to the fish reaching the upper waters is the Indians, who are allowed to catch fish for food, curing a supply for their use next Winter. It is a familiar sight to see a string of illahees, temporarily erected, where the Siwashes are encamped while they catch their Winter supply and cure it, which is done by drying in the sun and air, and lightly smoking. The long strings of dark red fish hung on poles shaded with leaves and ferns, are frequently seen as the C.P.R. train sweeps along the valley of the Fraser River below Lytton. The Indians gather from all sections to catch the salmon, and there is no limit on what they may put up for themselves, but they may not catch them for sale, neither can they use any but drift or dip nets. No anchored nets across the streams are allowed.

* * *

The expansion of the fruit growing and other branches of the ranching industry in the section of the lower Fraser Valley south of that river, is likely to be very great if the proposal is carried out to install an electric railway extending sixty miles up river to Chilliwack, thus connecting that large and prosperous agricultural district and all intervening sections with the coast cities. Mr. J. Buntzen, managing director of the B. C. Electric Railway Co., has the matter in hand and states it will be the most important project he will lay before the board of directors when he returns to London this Autumn. There is a very large area of splendid land in the country to be traversed by the proposed line. Largely without transportation except that supplied by river steamers on the Fraser, and that more or less hard to reach from points some miles away from its banks, the districts have been handicapped and settlement retarded, while those settlers living on the land have not cleared the acreage they might have, had transportation facilities rendered it an object to get more land into cultivation or ready for market.

The humid yet mild climate of the coast prevails in the whole area to be traversed by this first long distance electric line in the province. The soil is fertile, much of the land is easily cleared, and there are already a number of considerable settlements, which will afford a nucleus for larger settlement. Fruit growing, dairying, vegetables and grain will all be as now very attractive and profitable industries. The district would easily support many thousands of people where now but a very few thousands are settled.

* * *

What may be a valuable suggestion to farmers living within reach of the sea coast is contained in the hint given by a farmer on Vancouver Island at Englishman's River, near Nanaimo. He has a magnificent field of wheat, by far the best crop he ever raised, and the success is attributed entirely to the fact that last Winter before plowing it he gave it a liberal top dressing of seaweed from the gulf. This method of fertilizing is easily adopted on the coast, though not heretofore tried. It has long been in use in England.

* * *

Local fruits are making a much greater showing on the local market of late. Apples are coming in greater variety, Bartlett pears, greengage and Bradshaw plums, crab apples, etc., make up a fairly large list and additions are coming each week. The fruit crop so far as tree fruits are concerned, is promising extra well this year. Local prices for apples

range from 75c. to $1 a box. Pears bring $1 and $1.25 a box yet, while greengage plums bring 75c. Bradshaws, 60c. to 75c. Crab apples, 35c. to 50c. for 20-lb. boxes. Blackberries are worth $2 per crate.

California fruits are still coming in fairly well, though the advance of the local season shuts out importations to a considerable extent.

* * *

Vegetable supplies are practically all local now. Celery is on the market in good quantities, bringing 40c. to 50c. a dozen. Green corn sells at 20c. per dozen, cabbage, local, 2c. per lb. Tomatoes are fairly well supplied now from up country sources. They sell at $1.25 and $1.50 per crate. Potatoes are plentiful and quotations range in the vicinity of $15 per ton.

* * *

Thirty-three to thirty-five cents per dozen is the wholesale paying price for fresh ranch eggs, and retailers are selling at 40c. and 45c. per dozen, with the article scarce at the price. Eastern eggs are of doubtful quality at the present moment, yet the price is up to 26c. per dozen for candled stock.

Local butter remains unchanged at 25c. for creamery. Eastern butter is nearly as high. Cheese is from 16c. to 16½c.

N. B. MARKETS.

St. John, N.B., Aug. 27, 1906.

Business continues good. Values are firmly held. The continued dry weather affects particularly dairy produce. While it has been fairly warm we have had none of the extreme heat of western cities or even of points inland in this province. Forest fires have done much damage. In New Brunswick lumber is our chief wealth and therefore fire is a most dreaded misfortune. Unfortunately it is often the result of carelessness. Our people are not alive to the need of well devised efforts to prevent these disasters. Personal responsibility should be brought home to those doing anything likely to cause fires. Another important matter is better methods to fight the fires, particularly in their early stages.

Next week will be one of great interest. The exhibition, which promises to be our best, will bring crowds into the city, railway fares being extremely low. Our wholesale houses in particular will see to it that their customers have every attention. It is profitable, as well as pleasant, that outside buyers should see the establishments and meet the proprietors of the houses with which they are doing business.

OIL—There is increased business in burning oil. Prices are unchanged. All Fall contracts have been made. In lubricating oils there is active business, dealers report a good season. Gasoline has a very heavy demand. Dealers are unable to get enough to stock. Paint oils unchanged. Just a fair sale. Cod oil has just a steady demand at even prices.

SALT—In Liverpool coarse salt the quantity being handled is large; values well maintained. There are continued arrivals. Fine salt, just fair business.

CANNED GOODS—Our market has a fair stock of corn and tomatoes. While full prices rule, values unchanged. Peas firm at the advance. Strawberries held at full figures. Fruits not large sellers here. In gallon apples, local packers supply the market. Prices rather higher than last year. Salmon firm at full prices. Oysters scarce. In domestic fish, sardines expected to be a light pack, and values likely to be higher; haddies and kippered herring unchanged.

GREEN FRUIT—Dealers are very busy. Apples keep high, some good stock now arriving. Bananas in full supply. Oranges are scarce and high. Lemons hold at very full prices. Pears are fine stock, prices firm. Californian and eastern Bartletts offered. Peaches scarce and high. Plums are fine, price unchanged. Melons, just fair business. Grapes in light supply. Sweet potatoes held at full price.

DRIED FRUIT—Spot seeded raisins firmer. Futures unchanged. Prices quoted on new Valencias high. There is some sale for seedless California raisins. In prunes, little spot stock. Goods for Fall easy. Apricots and peaches high. Spot currants unchanged, futures firmer. New York cleaned largely bought. Dates, figs and peels are all rather higher than last year. Evaporated apples scarce. New goods expected in about thirty days. This will mean lower prices. Valencia onions freely offered, prices rather higher. Reports of Canadian onions not favorable.

SUGAR—The Glasgow steamer of last week landed a large quantity of Scotch granulated. In local market advance of last week firmly held and higher prices expected.

ESTABLISHED IN 1842

VALENCIA RAISINS

Are Scarce and Dear.

WE OFFER IN PLACE

MALAGA 3 Crown Loose Muscatel RAISINS

50-lb. Boxes. Per Box, $3.50

ISN'T IT CHEAP?

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS, and IMPORTERS

2, 4, 6 and 8 DeBresoles Street, MONTREAL

DID IT EVER OCCUR TO YOU

THAT, THIS YEAR, YOU COULD MAKE MONEY IN

CANNED SALMON

NOTWITHSTANDING THE SHORT PACK AND THE HIGH PRICE?

GAZELLE BRAND

RETURNED Oct/26/06 to Montreal Cut Book No. 56 Page No. 82 a.m.w.

RETURNED Oct 26/06 to Montreal Cut Book No. 56 Page No. 82 a.m.w.

Fancy Fraser River Red Sockeye

will do it for you

1 lb. talls, cases 4 doz., $1.70 per doz.

Freight prepaid in 5 case lots, to any railway stations in Quebec and Ontario

HUDON, HEBERT & CO., LIMITED

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA.

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

LARD

There are two very good reasons why we may expect to see higher prices for Lard.

The weather is getting colder, people use more Lard in cold weather.

Butter is scarce and higher and will be higher yet.

We do not think you can go astray in buying Lard at present prices.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Represented by R. G. DeCew, St. John, N.B.

CORONA PURE LARD

IN 1 LB. BLOCKS
50 lbs. to Box

QUALITY GUARANTEED

A FIRST-CLASS ARTICLE IN
A CLEAN PACKAGE

Send for Trial Orders by Express

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

IT COMES EASY

The consent of a customer to buy at your store comes easy when the attraction is our label on ***Hams*** and ***Breakfast Bacon,*** or our ***Butter, Lard, Eggs, Cheese, Sausage, Bologna,*** etc.

We have told other grocers the reason and we'll be glad to tell you.

Write for "Reasons."

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market still continues breaking previous records and making new records of high prices for the future. A prominent house in Great Britain puts it, "The market is spasmodic. We start with a dull Monday and by the end of the week we find we have sold thousands of boxes of cheese. We buy reluctantly, as we have no confidence in present prices, but we must have goods to supply our trade. The spot prices are lower than the c.i.f. prices, so we have bought a good many cheese on spot."

The above is a very fair illustration of this year's cheese business. The fact is that the country markets are higher than the market in Montreal, and Montreal is higher than British markets. Now, how is it possible to make a legitimate profit? In other words, how or where can anybody buy any goods and sell them even at a very small margin of profit?

This great trade, we might almost say "the backbone of the Dominion of Canada," the dairy industry, seems to be mismanaged from a commercial point of view. Under the keen competition of buying on the one hand, and the keen competition of selling on the other hand, the business has become very speculative. We have "bulls" and "bears"; the former buy the goods in hopes of a profit if the market prices advance, the latter sell for future delivery and then they become "buyers" when the time comes to fill their contracts. Cheese is a most unfortunate article of speculation as far as "short sales" are concerned. Provisions, grain, etc., sell at a higher price for future delivery, while in cheese the market has invariably to be discounted, and prices for future delivery are always lower than spot prices.

This makes a gamble, with the odds against the seller every time, especially when it is considered that the buyer in Great Britain can always find fault with the quality of the goods if the market is against him; yet some of our most prominent houses will do this sort of business, and the consequence is that the former legitimate order business is today a dead letter.

Statistically our situation remains a very strong one and from present outlook it seems that prices may still be forced higher.

Receipts in Montreal last week were 91,763 boxes of cheese and 26,344 packages of butter, against 83,824 boxes of cheese and 27,466 packages of butter for the same week of last year, or a total since May 1 of 1,378,267 boxes of cheese and 421,504 packages of butter, as compared with 1,322,817 boxes of cheese and 504,492 packages of butter for the corresponding period of last year.

Our exports were last week 89,507 boxes of cheese and 26,307 packages of butter, against 86,896 boxes of cheese and 27,240 packages of butter for the same week of last year, or a total since May 1 of 1,293,463 boxes of cheese and 242,716 packages of butter, as compared with 1,176,643 boxes of cheese and 353,611 packages of butter for the corresponding period of last year.

Up to date we received 55,450 boxes more cheese than last year and we exported 116,820 boxes more, leaving us 61,370 boxes of cheese less in stock than at this time last year. In butter our receipts are 82,988 packages short of last year, and our shipments are 110,895 packages less, leaving a stock of 27,907 packages in excess of the stocks at this time last year.

The season started unfavorably, and the recent weather conditions of extreme heat and drought have not improved matters in the country. The above figures show a considerable falling off in the production of milk, the increase in the receipts of cheese being considerably more than offset by the enormous decrease in the receipts of butter.

Butter, compared with cheese, has been the cheaper article all through the season, but it looks now as though our butter was also wanted in Great Britain, and recent prices show a substantial advance, although they remain still at a discount against prices for cheese, which simply means that farmers will continue to make cheese rather than butter, wherever they are in the position of making either article.

THE PROVISION SITUATION.

Live hog prices are steadily getting down. This week the packers were paying $6.40 f.o.b. country points, which means $6.25 for the farmer. The official bacon figures given out in the Old Country show a decline for last week of 5s. on Danish and 3s. on Canadian. The supposed cause of the decline on the English market is the size of recent American shipments, which have been running from 17,000 to 20,000 boxes, while the normal has been about 15,000. The American packers began to reduce the price of live hogs several weeks ahead of the Canadian, and the latter have a lot of pork in their cellars now on which they will lose several shillings a hundredweight. The price of finished hog products usually follows the live hog market five or six weeks later, and this accounts for the weaker tone in hog products in Canada.

Deliveries of live hogs have been a little lighter of late. The farmers were marketing quite a number of immature animals and the packers reduced the price on that class to induce the growers to keep them a few months longer. The plan has apparently worked all right.

OUR LONDON LETTER.

Inquiry amongst the trade goes to show that Canadian bacon is selling better than it has done for some while past. This is evidently directly due to the improved quality of arrivals on this market, for there is no shortage of supplies of bacon from other sources. Stocks of Canadian on hand, however, are not very plentiful, and in the absence of advice of heavier arrivals, sellers have adopted a firm attitude. Prices have therefore been advanced from 2s. to 3s. Retailers and distributors are somewhat unwilling to take this advance lying down, for they still contend, as they have been doing for some while back, that the quality of Canadian bacon does not justify the upward movement. However, market conditions are against them, and the fact that they continue to buy whatever is on offer goes to show that they realize the state of affairs. It is confidently hoped that October will see more hogs marketed in Canada and that more plentiful supplies will be available for this market.

The position of the Canadian cheese market here is eminently satisfactory from the sellers point of view and latest advices from across the water go to show that the firm attitude adopted is in every respect warranted. Of course while it is impossible to contradict the statement that Canadian cheese rules this market, it would not, perhaps, be out of place to remind Canadians that any further advance in price on their part would be attended with questionable results. It is true that stocks here, though fair, are not heavy, and it is true that buyers are responding readily to the present high prices asked (60s. and 61s. for choicest colored) but it would be well to bear in mind that there is a limit to the buying capacity of retailers, and that any bullish tendencies on the part of sellers will be vigorously resisted. About 175,000 boxes are now on hand at the warehouses in London, but the amount that has gone into consumption during the past seven days has been above the ordinary. It is quite impossible to account for this. Indeed the consumption of cheese seems to vary without any particular cause, and often in the hottest weather, when the quality is materially affected for the worse by the heat, larger quantities are consumed. There is no New Zealand cheese on offer, and the demand for Dutch is exceedingly poor.

The Canadian butter market does not seem to be developing so rapidly this year as it did last. However, the demand has been better this week for such supplies as have come to hand, and best packages are making 110s.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Provisions are practically unchanged since last report. Market conditions are just about the same as prevailed at that time. Export inquiry is becoming more noticeable. Local trade is satisfactory in all lines. Lard, hams and bacon are moving out freely. Although it was thought possible in some quarters that there might be a decline in prices, one has not occurred so far, quotations being steadily maintained.

Lard, pure tierces	0 12
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12¾
" " 5-lb. "	0 12¾
" " 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb	0 09
" " ½-bbl., per lb	0 09½
" " tubs	0 09½
Cases, 20 3-lb. tins, per lb	0 10
" 12 5-lb. tins "	0 09⅝
" 6 10-lb. tins "	0 09½
20-lb. wood pails, each	1 90
20-lb. tin pails, each	1 80
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb	0 15½
Hams	0 14½ 0 16
Extra plate beef, per bbl	12 50 13 00

BUTTER—The butter market is once more higher, having advanced in sympathy with the English market, which went up 3-4c. per pound last week. The situation is rather strong and holders seem to have every confidence that they will be making still higher prices during the coming month. Demand from England has been fairly good of late, but whether the advanced price asked will curtail the demand or not remains to be seen. Prices may possibly go up another notch, but if they do demand will doubtless fall off somewhat.

Choicest creamery, salt	0 23 0 23½
Medium creamery	0 22½ 0 22½
Western dairy	0 18½ 0 19

CHEESE—Another advance has taken place, but this one is evidently the work of manipulation, some operators trying to raise prices in the country above a basis that can be made on spot, their object being best known to themselves. To the last advance the response from England has been very light. From present appearances it looks as though the market had about reached top at last, although this has been said before. Shipments continue very heavy, so that there is little accumulation on spot.

Ontarios	0 13 0 13½
Townships	0 12¾ 0 12¾
Quebecs	0 12½ 0 12¾

EGGS— Cool weather recently has been the cause of a slight improvement in the quality of the eggs offered, although dealers are still receiving many lots shipped during the hot spell and these are none too satisfactory. Consumption is still rather limited in the city and district, but as receipts are not particularly heavy, this does not affect the situation very much. Since last week there has been practically no change in prices. Quotations give 20c. to 21c. for selects, according to size and quality, and from 17 1-2c. to 18c. for No. 1.

TORONTO MARKETS.

PROVISIONS—The market has scarcely the strength of last week, but there are few quotable changes. Street lot hogs, however, are down a quarter to three-quarters of a cent, this week's prices being $9.50 to $10. Smoked breakfast bacon is also easier, 16c., being the ruling price at present.

Long clear bacon, per lb	0 12½ 0 13
Smoked breakfast bacon, per lb	0 16 0 17
Roll bacon, per lb	0 12½ 0 13
Small hams, per lb	0 16
Medium hams, per lb	0 16
Large hams per lb	0 15
Shoulder hams, per lb	0 11½
Backs, plain, per lb	0 17
" pea meal	0 18
Heavy mess pork, per bbl	21 50
Short cut, per bbl	24 00
Lard, tierces, per lb	0 11½ 0 11½
" tubs "	0 11½
" pails "	0 11¾
" compounds, per lb	0 09
Plate beef, per 200-lb. bbl	11 00 12 00
Beef, hind quarters	8 50 9 00
" front quarters	4 00 5 00
" choice carcases	6 50 7 50
" common	5 00 5 50
Mutton	0 08 0 10
Lamb	0 12 0 13
Hogs, street lots	9 50 10 00
Veal	0 07 0 10

BUTTER—There is some falling off in the supply of butter, consequent upon the pasture getting poorer at this time of year, and prices show a general firmness and a tendency to advance. The present quotations are :

	Per lb.
Creamery prints	0 23 0 [illegible]
" solids, fresh	0 22
Dairy prints, choice	0 21 0 22
" tubs, choice	0 20
Baker's butter	0 16 0 18

CHEESE—Prices are still high and the market strong. We quote :

	Per lb.
New cheese, large	0 13
" " twins	0 13½

EGGS—Eggs are much easier. A good supply is coming in, although the shrinkage is still heavy.

Eggs (new laid)	0 18 0 18½
" bakers'	0 16

POULTRY—A good demand is experienced with prices unchanged.

Old fowl	0 10 0 12
Young ducks	0 [illegible] 0 10
Spring chickens	0 13 0 14

WINNIPEG MARKETS.

BUTTER—Creamery butter prices are unchanged from last week. Supplies are liberal. We quote :

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " (western)	0 21

Produce houses are paying 14½c. per pound for good dairy butter.

CHEESE—

Finest Ontario, large	0 13½
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 13

LARD—

Tierce basis, per lb	0 12½
Small packages take the following advance :	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00⅝
10-lb. " in 60-lb. "	0 00⅝
5-lb. " " "	0 00¾
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00⅜

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15½
" heavy skinned 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light 8 to 10	0 18½
" clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0 17½
Spiced rolls, long cut in stock	0 18
" short	0 13
Dried beef ham sets	0 12

Smoked hams boned and rolled, 2c. per lb additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " smoked	0 14½
" " boneless backs	0 13½
Shoulders "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" hocks, " "			0 05

EGGS—Produce houses are paying 17½c. per dozen for fresh eggs delivered in Winnipeg.

ST. JOHN, N.B.

PROVISIONS—In pork there is but a light business. Mess pork is firmer; clear, unchanged. Beef is slightly easier, sale is small at this season. A fair quantity of Canadian moving. There is a fair quantity of Canadian lard now offered. While prices are firm, American changes almost daily, up and down. Smoked meats extremely high. Fresh beef is lower, particularly domestic stock; sales light. There is little veal offered. Lamb is held firm, prices high for the season. Mutton low. Pork, light inquiry. Price firm.

Mess pork, per bbl	$22 50 $23 50
Clear pork, "	20 00 23 00
Plate beef, "	13 50 14 50
Domestic beef, per lb	0 05 0 07
Western beef, "	0 07½ 0 09
Mutton, "	0 06 0 06
Veal, "	0 07 0 08
Lamb, "	0 09 0 10
Pork, "	0 09 0 10
Hams, "	0 14 0 16
Rolls, "	0 12 0 14
Lard, pure, tubs, "	0 12 0 12½
" pails, "	0 12½ 0 13
Refined lard, tubs	0 09½ 0 09½
" " pails	0 09½ 0 10

BUTTER—Market on all grades keeps well cleaned up and full prices obtained. Good stock has active demand.

Creamery butter	0 22 0 25
Best dairy butter	0 19 0 20
Good dairy tubs	0 18 0 19
Fair "	0 16 0 18

EGGS—Just fair receipts; steady sale at firm prices.

Eggs, strictly fresh	0 20 0 25
" fresh	0 18 0 20
" case stock	0 17 0 18

CHEESE—Prices again rather higher. Figures are extreme for the season and market firm.

Cheese, per lb	0 12½ 0 13½

HOW TO KEEP EGGS.

In reply to a retailer who wanted a reliable process for keeping eggs, the National Provisioner replied :

Water glass (silicate of soda) is one of the best preparations for the preservation of eggs. Water glass can be obtained from your druggist and is a clear, sirupy fluid. Mix one pint in an earthenware or glass with nine pints of boiling water. Do not use metal. This solution should be allowed to cool before being used. See that the eggs are clean and strictly fresh. Pack them in a stone, glass, or wooden vessel that is water tight and perfectly clean. When the container is two-thirds full of eggs pour the cold water glass solution carefully over them, allowing the solution to stand about two inches higher than the topmost layer of eggs. Cover the container tightly and place it in a cool, dry place to be kept there until the

eggs are wanted for use. The room in which the eggs are kept should be cool and the air pure and sweet, as clean as you would keep a milk room. If the room is too warm a gummy deposit will be found upon the eggs when they are removed. When the eggs are wanted for use they may be taken from the solution, dried and packed in cases for market. An ordinary observer cannot distinguish them from an ordinary fresh case egg. They can be used satisfactorily for all culinary purposes except boiling, but if they are to be boiled the large end of the egg should be pierced with a coarse darning needle. Even then they are liable to burst open. Eggs will keep in this solution from six to ten months. The solution should be made fresh for each lot of eggs packed.

SOME BUTTER PRICES.

The following comparison of butter prices in England by Thos. Nesbitt & Co. in their circular of August 13 is interesting :

	1904	1905	1906
	s. s.	s. s.	s. s.
Danish..per cwt.	110—112	120—122	114—116
Normandy.. "	80—108	92—308	95—104
Dutch..... "	102—108	110—112	104—106
Canadian,etc. "	82— 94	90—110	82—110

It is noticeable that the highest price for Canadian is next to Danish but below the lowest price for Danish.

AUSTRALIAN BUTTER.

Australian export of butter to Great Britain has increased in three years as follows :

	Tons.
1903-1904	19,855
1904-1905	24,368
1905-1906	26,450

Since October cheaper freights have been in force, making a reduction in this year's shipping bill from £185,150 to £92,575.

OPENING FOR CANADIAN MEAT.

The Canadian commercial agent in South Africa writes:

"Recent statements in the press regarding the methods of meat packing in Chicago had the effect of seriously injuring the sale of United States of America tinned meats in South Africa, to the great benefit of Australian canners who have not been slow to take advantage of the opportunity.

"The new tariff is also favorable to the latter, allowing a rebate of 1-2c. per lb. on canned meats of Canadian and Australian origin. Canadian canners would do well at the present juncture to take more interest in the South African market."

WANT CANADIAN EGGS.

Prof. Ed. Brown, assistant director agricultural department, University College, Reading, England, who is now in Canada studying agricultural methods, says.:

"Great Britain's main source of supply for poultry and eggs is Northern and Eastern Europe. We paid Russia alone nearly $15,000,000 last year for poultry products. The best eggs come from Denmark, but on the whole the quality of the products received from foreign sources is not good. Canada can supply a better quality of eggs and a finer type of dressed poultry than any of her competitors. Unfortunately the farmers in the Dominion are at present unable to meet even the home demand, and consequently the exports of these products to Great Britain have been materially reduced. The markets are there, and why cannot the Canadian people supply them ?"

In discussing the methods adopted in shipping Canadian eggs to Great Britain Professor Brown expressed a preference for limed eggs over those shipped in cold storage, as the latter had to be consumed immediately after being taken out for they rapidly deteriorated in quality, but limed eggs were fairly safe as a market commodity.

PROVISION NOTES.

Italian importers are seeking Canadian tinned butter as a result of the exhibition at Milan.

The commission business of Williams & Mellis, Victoria, B.C., is being continued by Jas. M. Mellis.

The first cheese factory in British Columbia has been started at Langley Prairie. The capacity is 1,000 pounds of cheese a day.

The annual report of the Danish Butter Price Statistic Office has been issued

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORO TO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

You Should Handle

Clark's Sliced Smoked Beef

Because every can is guaranteed to be of the first quality.

Because of its fine Flavor and Texture.

Because it will please your customers and a pleased customer is the best advertisement you can have.

Because it is canned by the most perfect and cleanly method known.

Because its price is within the reach of all.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries

Twines

WALTER WOODS & CO

Hamilton and Winnipeg.

and the average price got for butter sent to Great Britain was Kr 98.41 ($26.37 1-3) per cwt.

The Dominion Department of Agriculture has received from the military authorities at Malta forms of tender for the supply of fresh meat and live cattle to that district during next year.

Creameries throughout the province are this year enjoying one of the best seasons they ever had. Though cattle are still pasturing, butter has risen to 40 cents a pound, and for a long time remained at the 35-cent figure.—Victoria, B.C., Colonist.

In July of last year there were exported from the United States 5,232,794 pounds of canned and tinned meats, at a total value of $542,168. Last month the total number of pounds sent abroad was only 1,039,652, and the value $104,710.

Between July 1 and May 14 following the exports of Australian butter to Great Britain have been for the years 1903-4, 1904-5, 1905-6, as follows: 19,019 cwts., 22,221 cwts., and 24,912 cwts. respectively.

Hon. B. Findlay, Minister of Agriculture for Alberta, feels that there is restriction of trade in the difference between the price paid stock-raisers and the amount which the general public has to pay for dressed meat, and has called a convention of representatives from Alberta, British Columbia, Manitoba and Saskatchewan, to meet at Calgary to consider the cattle and dressed meat industry.

RECORD SPEED.

A fine large new engine has recently been installed in record time in the factory of E. W. Gillett Co., Ltd., Toronto. The makers of the engine thought they required two weeks in which to remove the old engine and install the new one and get it into running shape, but the contract was made with the understanding that the work should be done and the new engine running in four days, and this was accomplished by working two gangs of men, night and day.

The business of the Gillett Co. is so heavy that they were obliged to put in an engine which is of more than double the capacity of the old one which they began with in their new factory less than two years ago.

The management attribute the wonderful increase in the demand for their goods to two facts, one being that the goods made by them are first class and the other to the great results obtained from advertising.

VALUE OF U.S. FISHERIES.

The value of the water products taken and sold by United States fishermen in 1905 was approximately $56,250,000, and this sum is exclusive of the very considerable fisheries of insular possessions and the immense quantities of fish taken for home consumption and by sportsmen. The number of persons who make a livelihood in this industry is about 232,000, and the capital invested exceeds $82,000,000.

The most valuable of all the fishery products is the oyster, in the output of which the United States surpasses all other countries combined. The crop of 1905 may be placed at 32,000,000 bushels, with a market value of $15,760,000. Virginia has recently assumed the first rank as an oyster producing state, owing chiefly to the more general practice of oyster farming, the state's yield being now upward of 8,500,000 bushels, with a value to the producers of $3,250,000.

NEW AGENT APPOINTED.

A. A. Carrick, until recently the Montreal representative of E. W. Gillett Co., Limited, has been succeeded by W. C. Murray, who has been for some years this company's Maritime Province representative. Mr. Murray is an old Montreal boy and considering his long experience with the company named and the fact that he is generally liked by the trade wherever he has been, he will undoubtedly make a success in his new position.

E. W. Gillett Co., Limited., now carry a stock in Montreal and are prepard to ship goods direct to retailers, when the latter find it impossible to get what they want from their wholesale grocers. The Montreal office of the company is located in the Coristine building.

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

DELIGHTED

is the person who has

NICHOLSON'S MINCE MEAT

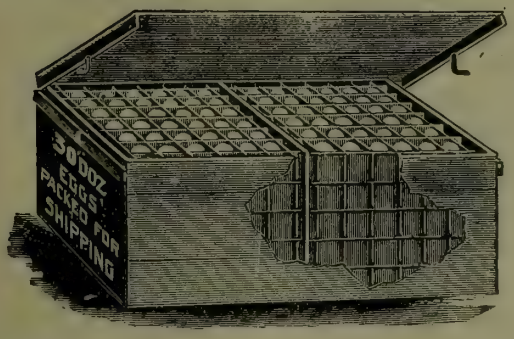
served to him. Delighted should be the Grocer when the opportunity is before him to sell it.

And right here comes the question: "What about your stock of

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDING
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED?"

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.
GUARANTEES
ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

PRE-EMINENT

Sweetened

FOR

Unsweetened

QUALITY

The best raw material.
The best appliances.
The best methods.
The best skilled labor.
The best supervision.

COMBINE TO PRODUCE
THE BEST MILK

TRURO CONDENSED MILK CO., Limited
TRURO, N.S.

Oval Wood Dishes

Clean, Strong and Inexpensive
FOR
BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak ; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

FLOUR AND CEREAL FOODS

Canadian Markets Continue Quiet, Waiting for the Resumption of Business and Watching the Crops—News of the Trade.

Flour and grain markets throughout Canada are still waiting for the opening of Fall business and watching the crops. The Grain Commission got to work in Winnipeg this week and its peregrinations will be of interest to the trade for a month or so to come. They will take up first the question of transportation and beginning at Winnipeg will work east to New York via north of the Lakes and return by way of Buffalo and Chicago. That tour completed they will go west and pursue their inquiries among the farmers.

Expert estimates of the western wheat crop still differ, ranging from 74,000,000 to 100,000,000 bushels. The weight of world yields, however, has pressed prices down a cent. The flour trade is still very quiet and little business is passing.

MONTREAL.

GRAIN—Grain has been quiet during the week, there being little activity in any line. Prices have been well maintained.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 38
No. 3 white oats "	0 37
No. 4 white oats "	0 36
No. 3 yellow corn "	0 58
No. 2 peas, basis 78 per cent. points	0 89

FLOUR—Since last report there has been a decline in flour. Royal Household, Glenora and Five Roses are all lower by 20 cents. Manitoba is also lower. The arrival of new wheat is, in a measure, responsible for the decline. Millers report the usual volume of business for this time of year.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 10
Buckwheat flour	2 00	2 10
Five Roses		4 50

ROLLED OATS—Rolled oats continue very quiet. Offerings are small, but buyers are not numerous. Quotations remain unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70
Choice boiling peas	1 00	1 10

FEED—There is nothing new in feed this week. Bran and shorts are still hard to obtain in anything like quantity. Demand is good, but since dealers cannot fill orders this does not help matters much. Feed flour is in very good request.

Ontario bran		18 00
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
" bran	17 50	18 00
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Prices have advanced locally from 25c. to 50c. There is very little hay coming forward, and dealers say that it is very difficult to obtain any in the country. As prices stand at the moment they are too high for export business. Trade on the whole, as a consequence, is on the quiet side.

Latest advices from the other side say that the market has not changed much since last report. Liverpool quotations received hover around 63s. c.i.f.

No. 1	10	25
" 2	9	25
Clover mixed	7	00
Clover, pure	5 00	5 50

TORONTO MARKETS.

GRAIN—New wheat is lower this week. Things are still quiet, but in a short time there will be a movement. So far, farmers are not showing a disposition to market their wheat, but they no doubt will soon, when a still easier price is looked for. New oats and barley remain the same in price with not a great deal doing.

(F.o.b. Georgian Bay points		
Manitoba wheat, Northern No. 1		0 80
" " " No. 2		0 77½
" " " No. 3, nominal		....
Red, new " per bushel, 78 per cent. points	0 69	0 70
White, new " " " "	0 69	0 70
Mixed, new " " " "	0 69	0 70
Spring, nominal " " "		....
Goose, " " " "		....
Barley, No. 1, " " "		....
" No 2, " " "		0 48
" No. 3x, " " "		0 45
" No. 3, " " "		0 42
Oats, new " "		0 33
" mixed, old " " "		0 34
" " new " " "		0 29

FLOUR—Flour is weaker, quotations this week showing a marked decline. The new crop prospects and the fact that most of the old wheat is now being worked up, have tended to make the market much weaker.

On track, Toronto		
Manitoba patents, No. 1, per bbl. in bags	4 3	4 40
" " No. 2, " "		4 00
Strong bakers		3 80
Ontario 90 p.c. patents, No. 1 " "	3 00	3 25
Straight roller " "	2 90	3 10

CEREALS—Prices remain practically the same as last week.

Oatmeal, standard and granulated, carlots, on track, per bbl.	nominal	4 75
Rolled wheat in boxes, 100 lbs.	"	2 40
" " 50 lbs.	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	4 25
" " " " in wood	"	4 40
" " " " for broken lots	"	4 50

CEREAL NOTES.

Heslop Bros., of Port Robinson, Ont., have bought the Welland mill formerly owned by Phelps Bros., and will do chopping and carry on a flour and feed business there, selling the products of their Port Robinson mills. They will use electrical power.

GREAT WEEK IN MOUNT FOREST.

Old Boys and Girls Come Back and Things are Stirred Up.

Mount Forest, Ont., had an old boys' and girls' reunion that beat the beater all the way round. It was a revival, too. It converted all those backsliders who had got tired of the old town, surprised the optimists and revived everybody's faith. It was a week of solid enjoyment and the vim hadn't petered out at the end.

Monday morning the 13th Battalion Band of Hamilton headed a procession of old boys and girls to the rink, where the mayor read an address of welcome. What is now regarded the dominating feature of the week's festivities, the trade and calithumpian procession, took place in the afternoon. It was a pleasant surprise to everybody. Manufacturers, merchants, trades and the boys all put in their best licks and made an array that would have done them credit in a metropolis. Among the manufacturers the first prize was taken by the Mount Forest Carriage Co., the Weir Wardrobe Co. got second prize, and Martin Bros., millers, got third with a fine display of their oat products. T. H. Ellis & Co. won first place among the merchants with a display of food stuffs happily conceived and artistically arranged. A large float carried two displays, one of groceries and one of cured meats emblematic of the business. W. Ernewein and Geo. Whitham, the two managers, accompanied each his own department. The second prize was captured by G. P. Bateman, general merchant, with an attractive display of dry goods, and third place was awarded to J. P. Norman, for a hardware and stove float. Among the trades the barbers were first, James Spicer, baker, second, and the blacksmiths third. Then there were emblematic and historic floats and the gay and festive calithumpians. A baseball match filled in the afternoon and a concert was the attraction for the evening. Tuesday was a breathing spell, but there was bowling in the morning, baseball in the afternoon and a reception to visitors in St. Paul's Church grounds, when the town folk expressed their appreciation of their postmaster, T. G. Smith, by presenting him with an address and a gold-headed cane. Just to keep things stirred up the fire brigade had a run at midnight to a little blaze in an outhouse.

Wednesday was to be the big day and the whole countryside turned in to have a hand in the doings. The 48th Highlanders Band of Toronto was there. Scotch games and a baseball match held the interest of the populace in the afternoon and the Highlanders Band gave a splendid concert in the rink in the evening. The day's receipts were $1,000.

Thursday was another siesta and everyone joined in the picnic in Martin's grove. Addresses were delivered by Thos. Martin, M.P., H. H. Miller, M.P., Dr. L. H. Tasker, of New York, and W. J. Allen, entertainer, of Creston, Ohio, added some diversion.

Things got going again Friday with a lacrosse match in the morning between visiting and resident old boys and the visitors won. Football and baseball occupied the afternoon and in the evening the old boys and girls gave a concert that was a dandy.

Saturday was cricketers' day, and as J. A. Lambert, of the Mount Forest Representative, put it, "the good old game in which the Smiths and Martins excelled in ye olden time formed a fitting close to a grand week and served also as a good preparatory pastime to Sunday's calm."

All this was two weeks ago, but with Mount Foresters home and abroad it

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house-keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

Come to Toronto Exhibition

and note the displays of the progressive manufacturers of food products. Look up the exhibit of

Canada Flakes

and make it a point to see the manager and have a chat with him. You will surely receive some ideas to assist your business. And your suggestions are earnestly desired in return.

Our display aims to impress the "Household" 25c. package. The beautiful china placed in this package is shown to advantage.

Our exhibit shows Canada Flakes to be the purest and best cereal food in Canada, with the additional features of a special aim to advertise direct to your customers, Mr. Grocer.

Crisp and Tasty

What could be more inviting?
Then add, **Absolute Purity.**
Then add, **They're Something New.**
Then you get

MRS. RORER'S SARATOGA CHIPS.

If you can imagine an expert chef making you up a delicious dish of fried potatoes you will arrive somewhere near a conception of how fine **Mrs. Rorer's Saratoga Chips are.**

You have customers.
They like good things.

MADE EXCLUSIVELY BY

HAMILTON SARATOGA CHIP CO.
HAMILTON, CAN.

AGENTS—Rose & Laflamme, Montreal, P.Q.; MacLaren Imperial Cheese Co., Toronto, Ont. Stuart Watson, Winnipeg, Man.; Dominion Brokerage Co., Calgary, Edmonton and Victoria.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

Six Brands of Flour You Should Sell
McLeod's Special, Hercules, Juliet, Anchor, Classic, Diadem
Write or wire for quotations
THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

has left a pleasant and lasting memory and after all expenses were paid $600 was added to the funds of the town's public library.'

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

Caramel Cereal
The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.
It is fragrant, rich in color and flavor, and has good body.
WRITE FOR STOCK TO
The Battle Creek Health Food Company, Limited
Canadian Factory, LONDON, ONT.

PLEA FOR ORGANIZATION.

At a recent convention of the New York Grocers' Association, E. A. Stevens, former national organizer, in a plea for organization said :

"It may have been true at one time that competition was the life of trade, but when competition assumes the attitude of opposition it speedily becomes the death of the trade and the ruin of the tradesman. Competition and opposition are easily confounded. In fact, without organization they merely become interchangeable terms.

"The world to-day represents the phenomenal spectacle of innumerable class struggles. In every department of human endeavor, in the realm of labor, in the domain of finance, in the myriad of the world's diversified industries, it is found that all those who follow any one particular pursuit or calling have common interests to maintain, common objects to achieve, common wrongs to redress, and these things can only be accomplished through vigorous, intelligent, united action. The gigantic trusts which embrace every enterprise, commercial, financial, industrial, into which the production and distribution of the world's commodities enter ; the great labor organizations which embrace every avocation known to modern industrialism — none of these are dominated by ethical principles ; none of them are founded on altruism ; not one is based on the Golden Rule enunicated by the great moral teachers, but rather on the reverse of that rule, 'do others or they will do you.'

"Nevertheless, it is a significant fact that out of these great combinations usually evolve or develop an altruism of which the highest ethics need not be ashamed. And the reason is that it is far more rational to love our neighbor as ourself when we realize that his interests are identical with ours and that we can best conserve our own by guarding his, than it was when we considered his existence inimical to ours and his advantage to our detriment."

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS.
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

SPILT PEAS POT BARLEY
Quality Guaranteed
WRITE FOR QUOTATIONS.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

BETTER FLOUR
means a better trade for the grocer.
Anchor Brand
Flours are the better kind. A trial order will convince you.
Mixed cars if you want them.
LEITCH BROS.
OAK LAKE, MANITOBA

TRADE MARK
This design a guarantee of quality.
TOUGH FIBRE PAPER
FOR GROCERY WRAPPING
Strong, Stiff. Will not Break or Crack.
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Fruit, a Short Crop This Year

Jams Will Be a Good Seller

It was difficult for us even to get fruit this year, but we are now finishing putting away a good big share of the best berries and fruits that came to Montreal this summer.

The enormous increase in population this year means that all these people will have to rely almost altogether on the grocers for their foodstuffs, and taking it into consideration that house-keepers have not been able to get fruits to do their own preserving, the demand for a good line of Jams, Jellies, Marmalades, etc., will be ten times bigger than ever before. We think we have provided for this demand in the best way possible. We have secured from one of the best known English houses their head jam maker and placed him in charge of this department in our factory, and we know that, price for price, we can turn out better goods than any other makers in Canada.

As we were early advised of the shortage of berries, our men bought right and left. This gave us a good stock, but we would advise everyone to book their orders as soon as possible as prices are advancing fast.

We have a large assortment of packages in glass, running up to 7 lbs., 14 lbs., 30 lbs. ; and barrels and pails for confectioners in any size.

Send us an order for Standard Brand Jam in 7-lb. pails (6 to crate), at 5½c. per lb., and we will send you something that will please you. We know by testing that it contains from 15 to 20 per cent. more fruit than any other make at the price, and as we bought sugar pretty cheap there is very little glucose in it, and absolutely no chemical preservative. The goods will show a good profit and prove fast and satisfactory sellers.

Do It Now

THE OZO COMPANY, Limited, MONTREAL

EXHIBITION

During the next two weeks Toronto market will be a large receiver of Canadian basket fruit.

PEACHES, PEARS, PLUMS,
GRAPES,
TOMATOES, EGG PLANT,
MELONS.

We are headquarters. Give us a call when in the city. You can make your own selections.

McWILLIAM
Mc. AND E.
EVERIST

Car of new Verdelli
LEMONS
due now.
ORANGES
Late Valencias, Assorted Sizes
BANANAS
Firsts and Eights, Finest Selections
25-27 Church St. TORONTO
CANADA

PEACHES

If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.

W. W. HILBORN,

Phone 83 *Leamington, Ont.*
Night service.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Trade Very Active—No Unusual Drift in Prices—Crawford Peaches Will Commence to Arrive Next Week—Fish Trade Picking up Some.

The fruit and vegetable trade continues at high tide. The small fruits are passing, but peaches and pears are just at the gate. The feature of the market this week is the continued stringency in the lemon market. Very little of the fruit is to be had, but a shipment is expected to arrive next week. Large quantities of melons are going into consumption and they are of good quality, but Quebec growers talk of a short season owing to the hot spell. There is a story in the Montreal press of a large grower there who gets $15 a dozen for his fruit from leading American hotels whose guests indulge in it at the rate of a dollar a slice.

The rain and cooler weather have relieved the vegetable growers of anxiety and supplies are sufficient. Potatoes are cheaper again and the talked of tomato famine has not materialized.

The fish trade is improving and is asking only for cool weather.

MONTREAL MARKETS.

GREEN FRUITS—Dealers say that during the past couple of weeks business has been first class. Practically all fruits to be offered this season are now on the market, and it must be said that trade has been very brisk in each succeeding line as it was put on the market. Crab apples are offered at 50c. a basket this week, and so far sales have been good. Pears are quoted from $3.25 to $3.50. Gooseberries and black currants are now out of the market, while Lawton berries are in scant supply. Lemons have been advanced since last report, the price now being $7 to $8 a box.

Late Valencia oranges, per box		6 00
Dates, per lb		0 04½
Bananas	1 65	2 00
Cocoanuts, per bag of 100		3 60
Pineapples	5 00	5 50
Apples, bbl	2 00	2 50
New apples, baskets	0 25	0 40
Crab apples, per basket		0 50
Old lemons, per box		3 75
New lemons	7 00	8 00
Limes, per hundred		1 25
Peaches, per box		2 50
Plums, "	1 75	2 00
Pears per box	3 25	3 50
Cantelopes, per crate		5 00
Watermelons, each	0 30	0 35
Jamaica oranges, per bbl		7 00
Spanish Onions, cases		2 50
Blueberries, 22 quart boxes		2 00
Lawton berries		0 12½
Jamaica grape fruit, box		6 50
Canadian plums, per basket	0 60	0 75
" pears, "	0 40	0 60
" peaches "	0 30	0 40

VEGETABLES—Trade is good in all lines. Prices have been rather steadily maintained since last report, although there are a few changes to note. Tomatoes are now arriving more freely, coming in mostly in baskets, which are sold at 35c. One line, known as the rose tomato, is selling at 50c. a box. New beets are offered three dozen for 25c. There is considerable business in celery at prices quoted. The stock offered at present is excellent. Potatoes have been fluctuating more or less according to market conditions, and are at present quoted at the same figure as last week—$1 to $1.10 per bag. Few lots of green peas are obtainable, but they are still quoted.

Parsley, per doz. buncnes	0 20	0 25
Sage, per doz		1 00
Savory, per doz		1 00
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 35	0 50
" tomatoes, basket		0 35
New turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
New potatoes, per bag	1 00	1 10
New beets 3 doz		0 25
New carrots, per doz	0 12½	0 1
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Green peas, per bag	0 75	1 00
New corn, per doz	0 07	0 1

FISH—Business is picking up somewhat with the advent of cooler weather, and within the next couple of weeks fish dealers expect considerable improvement in the state of trade. Fresh lake trout and whitefish are coming in freely. Brook trout is quoted this week, the price being 22c. It is probable that there will be a scarcity of dore and pike until about the middle of September. Dealers will overcome the difficulty, however, by offering frozen stock which they have in cold storage. Skinless cod arrivals have been large, and as a result the price is lower. British Columbia salmon, fresh, is scarce, but Gaspe, chilled, is in fair supply.

Fresh haddock, express, per lb		0 04½
Fresh steak cod " "		0 06
" halibut " "		0 09
" grass pike " "		0 06½
Lake trout " "		0 09
Brook trout, " "		0 22
Whitefish " "		0 09
Weakfish " "		0 08
Dore, per lb. " "		0 09
Flounders, " "		0 09
Small sturgeon, "		0 08
Gaspe salmon "		0 15
Fresh B.C salmon "		0 14
Fresh mackerel "		0 10
Fresh frozen fish—		
B.C. salmon, per lb		0 09
Herring, large, per 100 fish		2 00
Smoked fish—		
New haddies, 15-lb. boxes, per lb		0 07½
St. John bloaters, 100 in box, per box		1 00
Smoked herring, in small boxes, per box		0 12
Oysters and Lobsters—		
Standards, per imp. gal		1 50
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Boneless cod, "Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 06½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
No. 1 Labrador herring, per half-bbl		3 50
" " " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 00
" mackerel, per pail		1 75
" green cod, per lb		0 03
Small, " "		0 02½

DRIED APPLES

HIGHEST PRICES PAID
FOR BRIGHT QUARTERS

THE W. A. GIBB CO.
7 and 9 Market Street,
HAMILTON

TORONTO MARKETS.

GREEN FRUIT—The lemon market has made a further advance and it is

not at all improbable that still higher prices will obtain soon. At present stocks are very low, but some new shipments are expected next week. Quite a large quantity of St. John peaches are on the market. They bring from 60c. to $1.25 per basket. Grapes are showing up fairly well and bring from 25c. to 30c. per small basket. Oranges are becoming scarce, and high prices still obtain. Red currants and blueberries are off the market, but Lawtons are still in, and bring from 9c. to 10c. Cantaloupes are coming in freely, and are easier in price.

Oranges, late Valencias, 96's, 112's, 288's	5 50	6 25
Lemons, Messina, 300's, 360's, per box	8 00	8 50
Limes, per crate	....	1 25
Apples, new harvest, per bbl	0 75	1 00
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins XXX, per bbl	....	....
" " XX per bbl	....	....
" other Winter varieties XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers' per bbl	....	....
Bananas, per bunch	1 75	2 35
Red bananas per bunch	2 20	2 50
Plums, California, per basket	0 65	0 75
Peaches, " per basket	0 30	0 45
" St. John, per basket	0 60	1 25
Pears, eating, per box	2 25	2 50
" per basket	0 20	0 65
Canadian peaches, per basket	0 25	0 50
" pears, per basket	0 30	0 75
Watermelons	0 25	0 30
Cantaloupes, Canadian, per basket	0 20	0 40
" Canadian, per case	0 40	0 75
" Rockyfords, imported, per case	4 50	5 00
Black currants, per basket	1 10	1 25
Lawton berries, per box	0 09	0 10
Southern grapes, 6 basket crates	....	3 00
Egg plant fruit	....	0 40

VEGETABLES—Potatoes are easier this week, and both quantity and quality are good. Beets and carrots are being quoted by the bushel now instead of by the bunch, which shows the advance of the season. A goodly quantity of tomatoes are on the market, the recent rains and cooler weather giving them quite a help along. Wax beans are about done—that is, the good ones—and are bringing now from 40c. to 50c. per basket, an advance of 15c. Local onions are coming in well. From 75c. to 85c. a bushel are the figures asked. A better quality of late corn is looked for next week, which will bring a higher price.

New potatoes, Ontario, per bus	0 60	0 75
Onions, Canadian, per basket	0 75	0 85
" green, per doz. bunches	....	0 12½
" Spanish, per large case	....	3 25
" silver skins pickling, per basket	1 00	1 25
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 15	0 25
Rhubarb, 1 doz. bndls	0 20	0 25
Watercress, per doz bunches	....	0 25
Egg plant	0 40	0 50
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 40
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 45
" Canadian " "	....	0 40
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 07	0 10
Leeks, per doz	....	0 25

FISH—There are no price changes in the fish market, but business is picking up a little.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20

CALIFORNIA LEMONS

We have a car just arrived

300s and 360s

Place orders quickly

WHITE & CO., LIMITED

TORONTO and HAMILTON

1,000 Crates Denia Onions due this week
50-lb. crates

"ST. NICHOLAS" LEMONS

Deceives nobody—pleases everybody.
Superior fruit honestly packed.

"MONEY IN EVERY BOX"

W. B. STRINGER & CO., Sole Agents - Toronto

CANADIAN PLUMS, PEARS and PEACHES

now arriving freely. Plums very fine quality, but scarce. Very fine Crawford peaches arriving daily, prices ranging from 40c. to $1.25.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders — **TORONTO** — *76 Colborne St, 33 Church St.*

PEACHES, PLUMS, GRAPES

Now is the time to order.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS

And all kinds of

FOREIGN AND DOMESTIC FRUITS

Send us your order

HUGH WALKER & SON

ESTABLISHED 1861 — GUELPH, ONT.

AUBURN ORCHARDS, - - Queenston, Ont.

W. O. BURGESS, Proprietor

We are quickly disposing of those large luscious ***PEACHES*** we spoke about last week, also ***BARTLETT PEARS*** and ***GRAPES.***

Our Peaches are graded and sold according to diameter measurement; four grades; special sizes to order. ***Guaranteed Uniform.***

Wire to-day for prices. Long distance telephone at the Orchards.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

GOLDEN DIAMOND CANNED 1906 BLUEBERRIES
We are now booking orders at opening prices. Please ask us for prices.
W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WINNIPEG.

GREEN FRUITS—

California peaches, per case		1 50
" pears "		3 50
" plums. "		2 25
Washington plums, per case		1 75
" pears "		2 75
Southern apples, per bbl.		5 00
Ontario Duchess apples, per bbl.		4 00
Oranges and lemons—		
Cal. late Valencias, 126's, per case		5 25
" " 150's "		5 75
" " 176's to 250's "		6 25
Lemons, 300's and 360's "		10 00
Water melons, large size, per doz.		5 00
Bananas, per bunch	2 75	3 25

VEGETABLES—

Manitoba celery, per doz		0 40
Cucumbers, per doz.		0 30
Cabbage, new, per lb.		0 02
Ontario tomatoes		

AMENDMENTS TO FRUIT MARKS ACT.

Referring to the recent amendments to the Fruit Marks Act the Fruit Division at Ottawa has given out the following:

Instructions have been issued to the Dominion fruit inspectors to enforce strictly the system of marking and grading apples established by the recent amendments to the Fruit Marks Act. The important changes are:

1. The word "Fancy" or the numerals No 1, No. 2 or No. 3 must be used to mark the grade. Other marks must not be more prominent than these.

2. Three grades are now defined instead of only one as formerly.

The essentials of each grade are as follows:

1. Every apple in a package marked "Fancy" must be of normal size and free from all blemishes.

2. Every apple in a package marked "No. 1" must be a well grown specimen of the variety named on the package, sound, of not less than medium size, of good color for the variety, of normal shape, and 90 per cent. of the specimens must be free from all defects.

3. Every apple in a package marked "No. 2" must be not less than nearly medium size and 80 per cent. of the specimens must be free from all defects causing material waste. It is held that immaturity causes material waste, so that no immature apples can be shipped marked higher than "No. 3."

No. 3 grade is not defined, but the grade mark is provided so as to enable shippers to send forward any marketable apples that cannot qualify for the better grades.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.,

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE
Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

It's Important
That You Read Bulletin 119

The Inland Revenue Department, Ottawa, will supply you with a copy. To write early is to make sure of this.

Bulletin 119 (June 1906) gives the result of the Government's analysis of 182 samples of jams, etc., being sold in Canada.

The finding will be an eye-opener to you.

If you have always handled the "all-pure"

E. D. S. BRAND

You will be mighty glad you have done so.

If you haven't handled **E. D. S. BRAND**—well, read the Bulletin and see what you have been doing.

E. D. Smith's Fruit Farms, Winona, Ont.

FRUIT NOTES

The potato blight has appeared in Ireland and upon the weather for a week or two depends whether or not there will be a famine.

M. R. Barker, of Guelph, Ont., has been appointed general assistant to the chief of the fruit division, Dominion Department of Agriculture. He is a graduate of the Ontario Agricultural College.

J. H. Hodges, Montreal; John B. McCarter, Toronto; P. D. Crerar, C. W. Bell, T. H. Crerar, Hamilton, have been granted a charter as the Ancaster Apple Co., of Hamilton, with share capital of $10,000.

Robert Elliott, Goderich, Ont., has closed a contract with a Winnipeg firm for 10,000 barrels of apples for the west. Mr. Elliott is reported to be doing all his shipping to the west this season because of anticipated low prices in Europe owing to abundant crops there.

The Rock Island Railway is building for Minneapolis a $40,000 fruit house to be used as an auction mark in Summer and for the protection of fruit in Winter. It will be built of steel and brick, will be 300 feet long, 75 feet wide and will have tracks for 18 cars. It will have the latest type of steam heating for Winter.

The F. T. James Company, Limited, wholesale fish dealers, Toronto, is suing Jane Corney, Toronto, trading under the name of the Atlantic Fish & Oyster Company, and the said company for $529.49, balance due on goods sold and delivered between March 2, 1906, and August 17.

The catch of lobsters in the Westmoreland County, N.B., fisheries, has this year been a record one and returned a quarter of a million dollars to the fishermen. The total pack in the county, it is estimated, will be upwards of 50 per cent. greater than last year. Prices average from $13 to $14 per pound flats to $17 to $18 per case for quarter pounds.

IT'S A GOOD THING TO SELL CODFISH

THE RECOGNIZED BRANDS
FOR QUALITY ARE——

HALIFAX and ACADIA

BRANDS

Every progressive grocer in Canada carries them in stock—
from the Atlantic to the Pacific.

THE ATLANTIC FISH COMPANIES, Limited

Head Offices: LUNENBURG, N.S., Can.

A. H. BRITTAIN & CO., Agents Quebec and Ontario, Montreal

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

King Oscar Sardines

most delicious for

A DAINTY LUNCH

Follow up the poster advertising by a display.
Ask your wholesaler for an advertising card.

JOHN W. BICKLE & GREENING

(J. A. HENDERSON)

Canadian Selling Agents

HAMILTON, - - - CANADA

The Idea That English Jams and Marmalades Won't Take in Canada is Erroneous

Yet a number of grocers accept this fetichism and consequently stand in the way of their own progress.

Southwell's Jams and Marmalades

deserve a trial in your store.

Their excellent reputation, fidelity to "full-value" ideals, cannot be ignored.

Start-the-new-era in-your-store.

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

In the fore-front of
CHOCOLATE
stand
MOTT'S

"DIAMOND" and "ELITE" brands—

Made in Canada from the finest selected Cacao with best machinery and under most hygienic conditions—
PUREST OF THE PURE

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, MONTREAL
R. S. McINDOE, TORONTO
JOS. E. HUXLEY, WINNIPEG

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

PUT DOWN
Shirriff's Extracts

on your order sheet and your clerks will be kept busy.

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

BISCUITS AND CONFECTIONERY

Takes a Department to Make a Good Candy Business—Confectioners' Association Out for Pure Goods—Standing Offer of $100—No Candy Poisoning.

Every grocer keeps candy but comparatively few have a confectionery department. Now, confectionery is one of the forms in which it pays to sell sugar. It is a specialty that every progressive grocer who is in the business to make money should emphasize. The best way to do that is to make a department for it and that can most successfully be done with a modern show case. It need not be big, but it must be nice. The case itself should attract and enhance the value of the display inside, which again need not be large but must be select and up-to-date.

A Philadelphia despatch states :

The Corn Products Refining Company, the subsidiary concern of the Standard Oil Company, which promised the Pennsylvania Food Commission to withdraw from the market all of the deleterious products now in the hands of dealers, began to keep faith yesterday when through representatives it assumed the fines of seven candy manufacturers, aggregating $300, when they were arraigned before Magistrate Beaton.

There are about 130 warrants out for other candy dealers, the fines of which the Glucose Trust will assume when the warrants have been served and the accused have been arraigned for a hearing. By the latter part of the week it is expected that twenty additional candy men will be arraigned before Magistrate Beaton.

There were half a dozen other hearings of firms charged with selling adulterated table syrups. All waived hearings and gave $300 bail for court.

Three separate cases charging a big firm in the city with using benzoic acid in their table syrups were also heard. The firm was fined $60 and costs in each case.

It is said there are between 400 and 500 cases of dealers who have used the Glucose Trust's products pending in the state. The trust proposes to assume the fines of all, a matter of many thousand dollars.

Dr. Warren, food commissioner, said that he did not have the names and addresses of the seven firms on account of whom a compromise had been made with the Glucose Trust in the matter of paying their fines. An effort was also made to secure the names in the office of the Pure Food Commission, but this was also unsuccessful.

STANDING OFFER OF $100.

The candymakers have established a "clean shop" standard. On July 7 and 10 occurred two instances of alleged "candy poisoning." The National Confectioners' Association, in a statement just issued, declares that it has a standing reward of $100 for evidence that will convict any person of the adulteration of candy with poisonous or injurious substances, and upon learning of these cases in the newspapers retained E. J. Lederle formerly Commissioner of Health, to make an investigation.

Dr. Lederle found that in the first instance where eight children were said to have been poisoned in Brooklyn the evidence was strong that they were made ill by drinking milk. In the second instance, where a baby in Williamsport was said to have died from the effect of poisonous coloring extract in candy, Dr. Lederle states that the attending physician called the illness diphtheria and the coroner's physician said that the sickness was caused by eating pickles. No mention whatsoever was made of "candy poisoning." In each case the facts were greatly distorted.

The National Confectioners' Association, through H. W. Hoops, vice-president, declares it is making every effort to maintain high standards in the materials used in the candy trade ; it condemns the use of all materials which are not pure and wholesome and will spare no expense in prosecuting any tradesmen or manufacturers who use spurious or adulterated goods.—American Grocer.

CONSUMPTION OF COCOA.

The consumption of cocoa and chocolate has more than doubled in the United States in five years. Less than eight years ago the United States held only fifth place as a manufacturer of cocoa and chocolate, England, Germany, Holland and France taking precedence in about the order named. To-day the States hold first place, both as manufacturers and consumers of cocoa and chocolate, by a comfortable margin, and manufacturers can scarcely keep up with orders. In 1905 the United States consumed nearly four hundred and sixty thousand bags of cocoa, or about one-third of the world's entire crop.

INVESTIGATE HONEY.

The Pure Food Branch of the Inland Revenue Department, Ottawa, has collected throughout the Dominion 54 samples of honey, analyzed them and stated the results in a bulletin as follows : Pure, 44 ; adulteration declared on labels, 1 ; adulterated and not declared, 9. This is about the same result as obtained by an examination in 1903, 81.5 per cent. pure.

ICE CREAM COMPANY FORMED.

The Imperial Ice Cream Company, with a capital of $20,000, has been incorporated at Ottawa. The incorporators are : E. G. Roy, F. A. C. Bickerdike, and J. M. Leach, Montreal, and H. G. Wade and Thos. McFarlane, Ottawa. Montreal will be the new company's headquarters.

The uncollected book accounts of the Canada Biscuit Co. estate are advertised for sale by the assignee, Osler Wade, Toronto. They amount to about $4,000.

BLESSINGS IN DISGUISE

A man stepped into our factory the other day and said the trouble with our biscuits was they all looked the same and all tasted the same.

We replied : "My good man, that sameness means perfection of method, uniformity of material. It's the ideal all makers try to reach."

Then we showed him the butter and the cream and the flour from which

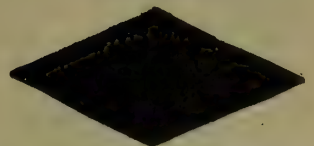
were made, the ovens in which they were baked, the methods by which they were packed.

The visitor was delighted. He had realized what a biscuit virtue "Sameness" is.

He always tells the wife to order "Mooney's."

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

COMPETITION OF PEDDLER.

The competition encountered by the retailers through mail order houses, chain and department stores, is almost insignificant as compared with that of the peddlers, says the American Grocer. During recent years the selling of tea, coffee, soap, baking powders and other profit-paying goods by parties running wagons and traveling regularly in certain localities has become general.

It has been claimed, and it seems justly, that these wagon peddlers have seriously cut down the regular retailers' sales of tea and coffee. Unfortunately, it is the exception to find a retailer who keeps a record that will show the increase or decrease in the sale of commodities handled; but recently we came across such a fellow, a retailer of twenty years' experience, and who is making a good net profit. He keeps a stock ledger, from which at a glance may be noted the comparative purchases made one year with another.

When asked as to the sales of tea and coffee, he said: "Here is the record of five years. While the general business is as large as it has ever been, I find that the sales of tea have decreased 90 per cent. in five years; coffee, 25 per cent.; soaps, 25 per cent. I attribute the shrinkage to the peddlers and the prize-giving policy. To overcome this I am forced to push more profitable lines, and make a specialty of fresh fruits, crackers, confectionery, or whatever promises to make good the encroachment of route wagons run by men without a store."

In the west this wagon competition with the retailers is fierce. How to meet this competition is a puzzle. The most promising way seems to be by "fighting fire with fire." Let the retailers run route wagons and canvas near-by or outlying territory. It is just as easy for them to stock a wagon as it is for the exclusive peddler, with the advantages in favor of the store wagon, which can not only sell and deliver on the spot, but can take orders for anything in the food line.

CEYLON TEA PROPAGANDA.

In the Tea and Coffee Trade Journal of New York for August Sir Oracle in his correspondence from London says:

"One of the first people I met in London was P. C. Larkin, of Toronto, Can. All the trade in America knows Mr. Larkin. Those who did not know him before he took up the cudgels with the New York Herald last Winter, must have certainly heard of him since then. You will recall that he has been frequently spoken of as the "Tea King of America." There seems but little doubt that, after Sir Thomas Lipton, he has had as much to do with advertising Ceylon tea in the States as almost any other one man. I had a very pleasant chat with Mr. Larkin at the Metropole. He was on his way to the States after a trip through Egypt and Italy with his family. He looked the picture of health and said he was going back prepared to do even better work for Ceylon tea than before. He expressed himself as not being altogether well pleased with the prospect of the Ceylon Association recommendation for the reduction of the tea cess being accepted by the Thirty Committee. Mr. Larkin agrees with many other gentlemen that I have talked with in reference to this matter, in saying that it would be a mistake to 'let up' on the Ceylon tea propaganda."

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

UPTON'S

Jams, Jellies
and
Orange
Marmalade
are easy to sell.

Known and Loved for SIXTY YEARS

COX'S GELATINE
needs no introduction.
It is one of the old institutions of all English-speaking lands.
PURITY and STRENGTH are the watch-words of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

FREIGHTS AND CHARTERS

Water in the St. Lawrence at Montreal Still Low Though Rains Have Made Some Improvement—Merchandise Going by Rail to Quebec for Shipment—Early Consignment of Apples.

During the past week there has been good business in shipping circles. Butter and cheese have been active, good round lots going out by the big boats. Meats have been better than for some time past, there being a picking up in the demand from the other side. Exsary to send a great deal of their cargo to Quebec by rail there to be loaded onto their boats, since it was impossible to load the vessels as much as they would wish in Montreal.

There has been a general advance in rates from Montreal to European points. pite the fact that the crop is not to be an extra large one, according to rumors, the shipping companies expect good export business in this line.

On August 21, the Dahomey, of the Elder-Dempster line, sailed for Cuban and Mexican ports with a general cargo.

The Egwanda, of the Elder-Dempster line, is at present loading 5,000 tons of sugar for Montreal at Demarara and Trinidad. The boat is expected in Montreal around September 1.

The Leyland liner Roman sailed August 24 for Antwerp, via Halifax and London. She carried a general cargo.

BERTH QUOTATIONS—Montreal.

Description.	Liverpool.	London.	Antwerp.	Bristol.	Glasgow.	Manchester.	Belfast.	Dublin.	Leith.	Aberdeen.	Cardiff.	Havre.
Lard, Beef, Pork, Tallow, Grease and Oleo in tierces, barrels or half-barrels; Bacon and Hams, Boxed Meats, Cases of Meat, and Lard in boxes and cases; Canned Meats; Pail lard and small packages weighing 35 pounds or under subject to additional rates, 2,240 lbs.	12/4½	17/7½	17/6	18/6	15/9	12/4½	15/	16/	15/9	17/6	15/	17/6
Canned Goods (gallon apples, fruit, soups, vegetables, etc.), 40 cb. ft.	10/6	T	15/	†18/6	13/1½	†10/6	.....	.....	13/1½	15/	15/	15/
Oil, lubricating and other; also Wax; in barrels, 2 240 lbs.	12/6	15/9	17/6	18/6	15/9	12/6	.....	.....	15/9	17/6	.....	17/6
Oil Cake, Cottonseed Cake, Flour, Oatmeal; Cornmeal, Split-peas, Starch, and Grape Sugar, in bags, 2,240 lbs	10/	12/6	12/6	13/9	10/	10/	11/3	12/6	11/3	12/6	10/	12/6
Rolled Oats, Dog Flour, Flour Middlings, in bags, 2,240 lbs.	12/6	15/9	14/	16/3	12/6	11/3	13/	14/	14/3	15/9	.....	15/
Rolled Oats and other Cereals, papered, in cases, 40 cb. ft.	8/9	10/6	11/9	†17/6	10/6	7/6	.....	.....	10/6	11/3	.....	11/3
Glucose and Syrup, in barrels, 2,240 lbs.	12/6	15/9	15/9	15/	15/9	10/	16/6	17/6	15/9	17/6	.....	15/
Cheese in boxes; also Condensed Milk, 2,240 lbs.	20/	25/	25/	25/	26/3	20/	.....	22/6	25/	25/	25/	27/6
Butter, in cases and kegs; Cheese, in crocks, boxed, 2,240 lbs.	25/	30/	.....	30/	31/6	25/	.....	.....	30/	30/	30/	32/6
Seeds, Timothy and Clover, in bags, 2,240 lbs.	12/6	17/6	18/9	17/6	17/6	13/9	13/	14/	20/	.....	.....	20/
" Beans and Peas, in bags, 2,240 lbs.	11/3	10/6	11/9	13/9	10/	10/	15/	14/	11/3	.....	.....	12/6
Apples, Flour and Meal, in barrels, barrel	2,6	2/7½	3/	2/9	3/	2/6	.....	.....	3/	3/6	2/9	3/3
" and other Green Fruit in boxes, 40 cb. ft.	12/6	15/9	16/	15/	15/9	12/6	15/	15/	15/9	17/6	15/	16/3
" Evaporated, in barrels or boxes, "	10/6	10/6	11/3	8/9	10/6	10/6	.....	.....	10/6	11/3	.....	12/6
" Prunes and other dried fruit n boxes, 2,240 lbs.	17/6	15/9	15/9	20/	21/	17/6	.....	.....	21/	21/	.....	20/
Eggs, in cases or barrels, 40 cb. ft.	12/6	15/9	17/6	15/	15/9	12/6	.....	.....	15/9	17/6	.....	15/
Grain, in shipper's bags. Quartern	2/3	2/6	2/3	2/9	2/	2/	.....	.....	.....	.....	.....	2/6
Smalls, of less than ¼ ton weight or measurement	10/6	10/6	10/6	10/6	10/6	10/6	.....	.....	.....	.....	.....	10/6

These rates are for general information only, and are subject to change at any time without notice; it is therefore important that all contracts must be reported by wire and confirmation obtained before closing with shippers, and unless specifically stated to be prompt shipment, or shipped within ten days after date of contract from the west.

The above rates are exchanged on basis of $4.80 to £1 Stg., excepting that when freight is prepaid, the ocean proportion of the through rate must be collected on basis of $4.86 to the pound sterling.

If freight is offered other than specified above, on which steamship connections are accustomed to quote a weight or measurement rate at their option, prompt replies will be facilitated by giving, when applying for rate, the relative weight and measurement of the merchandise.

It is understood that when reporting Sack Flour engagements, a carload is considered 28,000 lbs.

It is also important that shipper's name be given for every engagement made.

* Rates quoted in cents are per 100 lbs. † Per 2,240 lbs, No Primage via Montreal. T For rates see London Tariff.

port inquiry for flour has not been materially increased since last report, but there is still some little business being done.

Low water continues to effect the shipping, but the latter part of last week the river rose a few inches owing to rains which have been long delayed in coming. The few inches, however, has not heelpd matters much. One of the large shipping companies speaking of the low water stated that they found it necesThe advance is usual at this season of the year, so that shippers are prepared for it. Glasgow rates, however, are not up, except grain, which has been advanced somewhat.

As already mentioned apples are now being shipped from the port of Montreal. The first shipment of the season was by the Marina, of the Donaldson line, which sailed for Liverpool and Glasgow on August 23. The booking was one of the earliest in years. Des-

A CO-OPERATIVE GROCERY.

A co-operative grocery is being organized in West St. John, N.B. It is to have $4,000 capital in eighty $50 shares. No person is to have more than one share. The projectors purpose to do a general grocery trade at ordinary prices and sell to stockholders at 10 per cent. above wholesale cost.

Consistency is a jewel that is difficult to counterfeit.

ON SEPTEMBER FIRST

I will have to ask my customers to share with me the extra cost to manufacture Pebble cigars. I will stand the lion's share, will have to suspend all jobbers' discounts and can allow only 3% cash discount instead of 5%.

Everybody knows that all kinds of tobacco for cigar purposes have advanced steadily the past three years and to-day command war prices.

Cigars have remained at same price, except Cuban imported. Manufacturers have been hoping for a large Cuban crop but have been disappointed the past three years. The best of us have holes in our warehouses now. To fill these holes at to-day's prices would cost a heap of money. I can hang out another year on Pharaoh as I calculated on a steady increased consumption, but the phenomenal run on Pebble upset my calculations.

I am now using '04 crop. Cost to manufacture Pebble over $3.50 per 1,000 more, worth at to-day's prices $7.00 per 1,000 more.

In October, Cuban farmers will be planting on their house tops, and every available foot of suitable land will be used. I look for normal prices a year hence. In the meantime I will furnish Pebble and Pharaoh smokers with "the best yet."

My 500 assorted guaranteed offer still holds good. Better wire, my expense, for your Autumn supply.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

TOBACCO TOBACCO

A sweet-smoking, sweet-smelling, long-lasting tobacco, combining easy-drawing and easy-puffing qualities fitly describes that Prince of Tobaccos,

T. & B.

This tobacco is put up in 10c. size for grocery trade and enjoys a great popularity. Everybody knows about ***T. & B.***

WHEN DID YOU ORDER LAST ?

THE GEO. E. TUCKETT & SON CO., LIMITED

Hamilton, - Canada

TOBACCO AND CIGARS

Growing in Ontario Past and Present—Paragraphs from a Writer of Half a Century Ago—Notes of the Trade.

The Tariff and a Profitable Industry—

The first mention of the exportation of tobacco from Essex is contained in the port records of Amherstburg for 1849, when six hogsheads were sent out. This is a small consignment, and it must have been grown in much greater quantity than this insignificant shipment would suggest. That this is so is shown by W. H. Smith, author of "The Canadian Gazetteer" and "Canada—Past, Present and Future." He made a journey through what was known as the Western District in 1850 and he has this to say about the cultivation of tobacco in Essex County in that year: "The soil of Mersea is generally a light loam, well adapted for the culture of tobacco, of which large quantities are cultivated. If the price is good it is considered a very profitable crop, the produce averaging generally from twelve to fifteen hundredweight per acre. As much as twenty-two hundredweight has been grown on good and suitable soil. The price varies considerably; sometimes it will not command more than $5 a hundred, and during the Summer and Fall of 1850 it was worth $9 a hundred at Montreal, clear of all expenses of shipment, etc. Five acres is as much as one man can attend to properly; the crop, however, is one requiring but a short time to bring to maturity, the land being planted in June and the crop taken off the ground in August or September. The cultivation requires considerable trouble, although the labor is light. First the plants are raised in beds, then, when of sufficient size, they are planted out like Indian corn. They afterwards require hoeing to free them from weeds, and when the plant is budding the top is nipped off, that all the nourishment the plant imbibes from the soil may go to enlarge and improve the leaves. When these are considered fully grown the plant is cut and suspended in the open for a few days to evaporate the moisture from the stalks and cause them to dry more rapidly. They are then removed to the sheds, where the drying is completed. At least three times during the growth it is necessary that they should be 'sprouted'—that is that the side stalks should be nipped off. During the Winter the leaves are separated from the stalks, and in the Spring they are packed in hogsheads and shipped. There are several varieties of tobacco cultivated."

Important Industry.

Speaking of the manufacture of cigars and tobacco at Fonthill in the same year, the author says:

"Formerly, as already noted, large quantities of tobacco were grown in the Western District, and much of it was said to be of excellent quality, but the admission of foreign tobacco at a low rate of duty threw it in a great measure, out of cultivation. Within the last year, however, the high price of American tobacco has tended somewhat to revive the culture."

It is evident from this that the growing of tobacco on the banks of Lake Erie was an important industry a quarter of a century ago. Mersea, mentioned in the foregoing, is the Township of Mersea, Essex County, in which is situated Leamington, the county town. It is regrettable that Mr. Smith did not give the acreage under tobacco or the names of the varieties cultivated, of which he says there were several. The general impression is that there was but one variety grown and that "shag," or what is known to tobacco growers as thickset, the coarse, acid article grown in many parts of Quebec and known as French-Canadian tobacco. Though valued by the Lower Canadians and used largely in the leaf form in the Northwest, this tobacco has nothing in it to commend it to manufacturers of the leaf. This district grows but one variety to-day, the American burley, and it would be interesting to know what the varieties were that Mr. Smith speaks of. It would also be interesting to know what became of the leaf after it reached Montreal, but as to this we are also in the dark. The methods of growth and treatment which he explains differ little from those of to-day, however, and he lets us know the cause of the blight on cultivation that put an end to the industry for many years, viz., the failure of the Government of that day to see that a home industry that is subject to foreign competition demands protection in its own market. "The admission of

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.
QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

foreign tobacco at a low rate of duty threw it in a great measure out of cultivation." There cause and effect are stated in a single, compact sentence, revealing clearly how progress was curbed by the stupidity of Governments long ago that looked upon free trade as proper policy for a young colony.

Lack of Protection.

The Americans, always having a keen eye to their interests, had favored protection since 1835. Their tobacco fields flourished. Being considerately given the Canadian market, the Canadian tobacco plantations were plowed under as no longer necessary. We can imagine what a tobacco country Canada would have been under a little protective care from her governors. The Americans long cultivated the view that tobacco of good quality could not be grown in Canada because of the severity of the climate. Tobacco was a sub-tropical plant that developes its fine qualities only under the sunny skies of the south. But one day, Wisconsin, which is a hyperborean wild compared with this favored land, suddenly stepped into the market as a tobacco producing state, and the climatic argument fell into disuse. But when that far northern state, where there is snow in the woods in July, rose up to be a tobacco competitor with Virginia, North Carolina and Kentucky, standing next these in the value of its product, the climatic argument was sent to the cemetery for concealment. Now they are growing more successfully several grades of tobacco in Wisconsin, but mostly cigar tobacco, Canada does not produce much cigar tobacco simply because she is experimenting with the makers of plug tobaccos. Having mastered that, as she certainly will, then attention will be turned to the cigar tobaccos. Inquiries in this direction are already being made. It is said that they are producing a binder in Wisconsin that cigar manufacturers say is in every way satisfactory. The Ontario Government has sent an expert over to inquire into this because it is held that if a good binder can be grown in Wisconsin it can also be grown in Canada. But what is a binder? Binder is the leaf that lies between the filler and the wrapper in a cigar, and a good binder is said to cover and obliterate a multitude of sins in a cigar which otherwise would smell to heaven. If it hadn't been for the deadly knock the tobacco raising industry sustained at the hands of our wise governors of fifty years ago it is probable that we would not need to go to Wisconsin or any other state in quest of knowledge of varieties or culture, but that these states might be coming to us for knowledge we ourselves might have evolved from intelligent study of the plant, for, notwithstanding that we live half the year in the lee of icebergs, and walruses and polar bears are our intimate associates, we are a smart people when we thaw out and said to know a thing or two.

Elements of Success.

It is not the climate, nor is it the soil, nor is it the treatment that make tobacco growing successful, but a little of all three. The soil of Mersea, says the old chronicler, is well adapted to the culture of tobacco. This soil is a light, sandy loam, such as is found in many parts of Ontario. It may be that the millions of feet of hardware bush that was burned upon the land by the really horny-handed farmers who cleared it, was the cause of its gratifying fertility, because there is a great deal of potash in hardwood ashes, and tobacco is a perfect gourmand where potash is concerned. But in other parts of the province where the same soil exists, and where it has not been enriched by the ashes of walnut and cherry freely burned upon it by men who did not recognize riches when they met her, the potash necessary for congenial bed and board for the tobacco plant is available at small cost and easily applied. There need be little fear of the business being overdone. Speak to a farmer hereabouts, and if you be susceptible to "con" (correct contraction of "confidence") talk you will be filled up with the assurance that good tobacco can be raised only in Essex County, and there only in Mersea Township, and, to contract the area, the assumption will be insinuated into you that the very best can only be raised on his particular land. Ask him about the condition of the crop and he immediately becomes moody and pessimistic. His crop "is all right," but he shakes his head dolefully over the condition of the crop on the other fellow's place, for every one has it, if not by the acre, then by the foot, and if not by the foot, a few plants in the front garden are popular and ornamental. It is said that the use of tobacco makes a man philosophical, and it is evident from these farmers that constant association with it—hoeing it and pinching it and growing it—tends to make them short-sighted, so that they detect wholesome and vigorous growth only in their own. Of course this is all done to affect the price, but the gentlemen who are at that end of the industry make their own handbooks when the day is yet young. Thus they serve a good and wise purpose in curbing the covetous and evil disposition. There is a disposition in most men who get much easily and speedily grasp more.

Mr. Smith innocently says that five acres are as much as one man can attend to properly. Could he visit the tobacco fields of Essex County to-day he would see fields of ten, fifteen, twenty acres being attended to by one man, and fields of thirty, forty and fifty acres being managed by several. Could he go to Walkerville he would see a plantation of 150 acres, containing hundreds of thousands of plants, being worked as easily as a field of turnips. This is on the land of Mr. Hiram Walker, the distiller, who has the distinction of having in one field the greatest tobacco crop in the world. The practice here and in the tobacco-growing states is to have ten acres here and ten acres there, but Mr. Walker puts his all in one plantation, and has had great success, but he has the advantage of immense cattle byres to provide the land with manure.

A NOVEL TOBACCO PIPE.

Many inventions have been made from time to time, with a view to preventing nicotine from being drawn up through the stem of the tobacco pipe and into the smoker's mouth. The latest invention along this line is a radical departure from all previous designs. The pipe has the appearance of a pear, the bowl being entirely inclosed with the exception of a ventilation opening in the bottom. The body of the pipe is made up of three members which are threaded together. The central member contains the bowl proper or holder. This consists of a sleeve with wire netting over each end. The netting at the lower end is carried in a cap hinged to the tobacco holder. A suitable lining is interposed between the holder and the body of the pipe. In use the bottom section of the pipe body is removed, and the holder is filled with tobacco. The latter is now lighted in the usual manner, and the section screwed on again. The top section of the pipe body is provided with a lining, which will absorb any tainted saliva or nicotine that passes up into the upper section. This lining can be removed at any time and replaced by a new one. As the tobacco is almost completely inclosed, no sparks can pass out, and the pipe is thus rendered perfectly safe in almost any place. A patent on this improved tobacco pipe has been secured by Neal P. Shulin, of Butte, Mont.

TOBACCO LEAVES.

The world's tobacco crop of 850,000 tons is grown on 2,250,000 acres.

Tuckett & Son's employes held their third annual picnic at Port Stanley, Ont., Saturday, August 18.

The crop of tobacco in the Leamington, Essex County, district this year is valued at $500,000 and is said to be a good average.

Because of the rebellion in Cuba American importers are hurrying forward as much tobacco as possible lest the island ports be closed and shipments be impossible.

Seymour Buckingham, of Godfrey Phillip's Sons, English tobacco manufacturers, is at present pushing his firm's trade in Canada. Their brands of tobacco are B.D.V., Marigold, and Grand Cut, all of which are familiar to Canadians who have been in England. B.D.V. is the most extensively advertised brand of tobacco in the English market. Mr. Buckingham is working west from Halifax to the Pacific coast.

Sir William Macdonald, of Montreal, one of the most generous benefactors of the University of McGill College, Montreal, has presented to that institution, in connection with the magnificent agricultural college now in course of erection under his supervision and at his expense at Ste. Anne de Bellevue, near Montreal, an experimental farm, with buildings, plant and stock, to the value of about two million dollars, to which is added a liberal endowment of another two millions.

BUSINESS MANAGEMENT

Article V—By Howard R. Wellington

Purchases and Stock Records.

In almost nine cases out of ten the business which does not succeed may trace the cause to the fact that somewhere in the organization there has been a lack of system in arriving at the actual cost of expense of doing business. For instance, a merchant may calculate that his expense of selling is 10 per cent., advancing his selling prices accordingly, overlooking that there are other expenses in connection with running his business, such as rent, insurance, light, fuel, etc., which would necessitate advancing selling prices considerably in order to assure a fair margin of profit.

As to the correct percentage to add to cost prices for expenses and cost of selling before figuring selling prices, it would depend entirely upon the nature of the business. A fair percentage may be obtained from the previous year's statement of profit and loss account, and unless some unusual item of expense arises the advance may be based upon the result of past years.

Orders may be placed to re-stock lines which have run very low, thus avoiding the loss of sales which so frequently occurs through not having the goods on hand when required, and a good assortment will constantly increase business.

Of course, if the merchant does the selling himself and is able to watch the stock carefully, no record of goods purchased and sold would be necessary, but a record of costs and selling prices would be very useful to every merchant.

In the illustration the merchant in purchasing goods at $1.60 net and advancing 10 per cent. for expenses and 15 per cent. for profit, and selling at $2.10, would be making a gross profit of 31¼ per cent.

Stock.

Stock should be taken actually at least once a year, valued at actual cost when goods were purchased, notwithstanding that possible prices have advanced slightly; extended and added for the purpose of closing the books.

It is an excellent plan occasionally to look over stock which has been on hand for some time, and for which no immediate sale is probable, and mark goods down to promote ready sale, as it is not a good policy to carry "dead stock" from year to year at the original cost of the goods; in fact, when a business is wound up, the stock is usually sold for about 50 or 60 per cent. of its value on the books of the dealer.

A method for looking after purchases for different departments and payment of accounts, with illustration, will be given later.

From Whom	Goods	Bought			Sold			Balance in Stock	Net Invoice Price		Net Invoice Price		Advance for Expenses 10%		Advance for Profit 15%		Selling Price	
S.P.K.	Silks	1905 Jan	10	Yds 50	1905 July	5	Yds 10	40	2	00	1	60	1	76	2	02	2	10

Stock and Cost Cards.

Cards (A) alphabetically arranged, according to the various lines carried in stock, or according to the name of the concern from whom the goods were bought, may be used to advantage in giving full information as to the goods purchased, the cost, stock on hand at present, list price, net price, advance on cost for expenses, advance on cost for profit, and selling price.

It might appear at first sight that these records would entail a large amount of work, but if the sales records are posted to the sales column on the cards each day, the information which the cards contain will be simply invaluable in showing at any time the actual stock on hand without referring to the shelves; the cost of each line purchased without referring to the purchase invoice, which has sometimes been misplaced, and also the correct selling prices based on experience of past years.

THE APPLE OUTLOOK.

Eben James, Toronto, Trenton and Montreal, in a circular on the apple crop, says of the outlook in Canada: "In Ontario and Nova Scotia the crop as a whole is taken to be about the same as last year. My own information regarding Ontario will hardly warrant this statemen, but unquestionably many districts in Western Ontario have apples where there were practically none a year ago, although the eastern sections show a very great falling off, but possibly 100 per cent. may be more correct than 75 per cent."

Of the U. S. crop he says:

"The largest body of dealers in the United States and Canada cannot form any consensus of opinion from their own statistics; from the most voluminous reports ever gathered, some would put it at about that of a year ago, others would put it less, while others again would put it as more than double. York State, taken as a whole, is placed at 1 1-2 times as many as a year ago, but there is much diversity of opinion about this particular State. The central producing states, Illinois, Missouri, Askansas, Nebraska and Iowa are quoted 3 1-2 times as many as a year ago, which means a very large increase in their production causing a very much smaller draft of fruit from York State than usually goes to Western markets.

ALCOHOL FROM CURRANTS.

Mr. Charles S. Wilson, secretary of legation at Athens, has reported to the Imperial Government that the company formed some months ago, which obtained from the Greek Government the monopoly of the growing and trade in dried currants, upon taking over the stock of the former companies, found about 98,000,000 litres of currants in its storehouses, and at the end of this year that amount will be almost doubled. In order to utilize this large supply the company is making experiments in feeding animals with the product after it has been kneaded and made into molds. The company is also about to import a number of automobiles into Greece to be used as public conveyances. The motive power of these machines is to be alcohol extracted from currants. The same alcohol will be used for lighting purposes, and the company is now trying to introduce lamps which burn alcohol.

MACONOCHIE'S

Pickles, Sauces, Marmalade, Herrings

are demanded by discriminating consumers—by people who are competent judges of a "good thing"—by connoisseurs who can appreciate true delicacy of flavor—by the economical housekeeper who recognizes good value—by the food crank whose slogan is "purity." Mr. Grocer, these are the people to get acquainted with—these are the customers who will stay with you, if you use them right. Maconochie's goods will help you—will serve as an introduction to the best families and cement your existing connection with the class of trade that pays. Cheaper lines of poor quality will not serve your purpose—higher priced goods cannot be better than Maconochie's, chances are they are not as good. Merit wins—demand our goods from your jobber, if he is one of the few who have not come out of their trance—try another—but firmly decline to accept a substitute—something said to be as good, or something with a bigger profit on it (for someone else). Nothing will take the place of Maconochie's and on nothing will your profit be as certain.

Maconochie Bros. Ltd.
LONDON, ENGLAND

MacLaren Imperial Cheese Co., Ltd., Head Office Toronto

Agents for Ontario, Quebec, N.W.T. and United States

SEETON & MITCHELL, HALIFAX,	-	Agents for Nova Scotia
J. HUNTER WHITE, ST. JOHN,	-	" New Brunswick.
MARTIN & ROBERTSON, Vancouver,	-	" British Columbia

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 30, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 10
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg. ... 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1.5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 41
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	doz. to case	per doz.,
1 "	4 " "	$ .90
½ "	2 " "	2.40
1 "	1 " "	4.75
		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

5-lb screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ¼-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs. 22c.
12-lb. boxes. 6 boxes in case. 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case ..... 36c.
10 lb. tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case ..... 35c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per l
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

To Maintain a Standard

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers' Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"EAGLE" CONDENSED MILK

BORDEN'S BRANDS

The two brands whose sale speaks for the confidence of the consumer—Borden's brands are made with greatest care as to purity and cleanliness—The best trade, ask for them.

"PEERLESS" (UNSWEETENED) EVAPORATED CREAM

WILLIAM H. DUNN, Montreal and Toronto

For sale by all jobbers

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $1.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

WE WANT YOUR WINDOW

If you have a well dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin" Gum, 40 5-cent packs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon	per cartoon 10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06¾
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Tierces	$0 08¾
½-bbls.	0 09¼
Tubs	0 09½
Cases, 3-lb. tins	0 09¼
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ... $12 00
per case of doz. net ... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

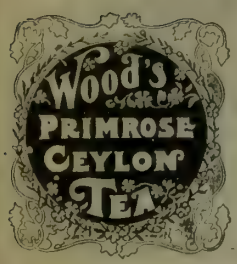
Maypole soap, colors, per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 [illegible]

In this hot weather the Grocer is a very important member of the community.

People look to him for much of their material comfort and enjoyment.

"A kind and gentlé heart he had to comfort friends and foes."

Such a well-meaning man, armed with a package of WOOD'S



"PRIMROSE" CEYLON TEA

(the ideal principal for a most delicious iced beverage)
is an honored mentor in any neighborhood.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

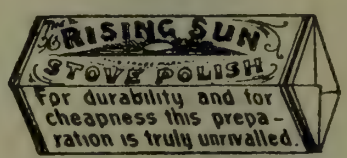
Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ¼-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

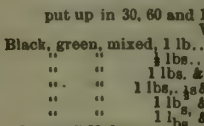
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 15	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label. "	40c.	0 28
Red Label, "	50c.	0 35
Orange Label, "	60c.	0 42
Gold Label, "	80c.	0 55

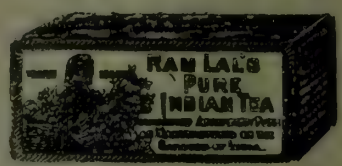
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. }	0 35
" " 30 1-lb. }	
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$....	
" II 40-lb. boxes	....	
" III 80-lb. boxes	....	
EMD AAA Japan, 40 lb " at	....	
" AA " 40 "	....	
Blue Jay, basket fired Japan, 70 lbs.,	....	
"Condor" IV 80-lb. "	...	
" V 80-lb. "	....	
" XXXX 80-lb. boxes	....	
" XXXX 30-lb. "	....	
" XXX 80-lb. "	....	
" XXX 30-lb. "	....	
" XX 80-lb. "	....	
" XX 30-lb. "	....	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at	0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at	0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at	0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at	0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at	0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail		at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 05
Gillett's cream yeast, 3 doz. in case	1 05

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

DWIGHT'S
BAKING SODA

BAKING SODA

is the Best to Use—

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

McLAREN'S

COOK'S FRIEND
BAKING POWDER

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

The Best Grocers make a point of keeping it always in Stock.

Do you use

PREMIUMS

In between our usual weekly talk to the retailer we would like to remind the manufacturer and wholesaler that we are headquarters for attractive goods to be used as "Premiums."

We arrange to confine each line exclusively to purchaser and so can hardly particularize here, but we are at present supplying some of the largest users of Premium goods. It pays them and will pay you.

Open Correspondence Now.

GOWANS, KENT & CO.
LIMITED
Crockery and Glassware, Importers and Mfrs.
TORONTO

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

Features of the Canadian National Exhibition—Illustrated

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 7, 1906 NO. 36

Studying the interests of your customers is what holds their trade—

Robinson's Patent Barley

is a food of necessity in every family—It is a food for children and every mother will thank you for selling it—

Besides—It pays you a handsome profit—

Write for particulars

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

Always the same—and always the Best

Benson's *"Prepared"* Corn

for cooking purposes

Edwardsburg *"Silver Gloss"* Starch

for the laundry

The care that is exercised in the selection of the finest corn, and the methods employed in the manufacture of our goods makes it absolutely sure that Purity and Perfection must follow—

Remember the brands when buying.

EDWARDSBURG STARCHC O., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

Large Soap Sales

Don't try to sell soaps that are unknown—it's hard work and unprofitable labor.

The best selling soap is the best known soap, and the best known soap is the one which is advertised the most extensively and is at the same time absolutely pure and of high quality.

Baby's Own Soap

is the most extensively advertised soap in Canada—it is absolutely pure and is known throughout Canada as the best soap for the Nursery, Toilet and the Bath, because of its rare quality. It is not surprising that it sells easily and in very large quantities. You cannot afford to let your customers go elsewhere to buy Baby's Own Soap.

It is one of the excellent lines manufactured by

THE ALBERT SOAPS, LIMITED
MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG

The "Thistle" Brand Fish

The fact that for twenty-five years we have sold the "Thistle" Brand of Canned Haddies. Kippered Herrings, etc., is pretty good evidence of the high standard of quality of the goods. By high quality we mean, first, the very best fish put up in the very cleanest way; second, the preservation of the rich, delicate, natural flavor by prompt action after the fish are caught.

There has never been any attempt by theo wners of the "Thistle" Brand to produce their goods as cheap gooods—quality has been their watchword first, last and always. They have never pretended to compete on the basis of price and they never will. The "Thistle" Brand is the best by every test and regardless of expense.

The Manager of the company is unsurpassed as a fish-curer as his father was before him. The buyers of the "Thistle" Brand can be absolutely sure of perfection. It is the standard from which the quality of all other brands is judged.

Not the Cheapest but Always the Best

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal
20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

J. H. MAIDEN
425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Green Apples
Wire us for prices by the Car.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
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Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES; FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

(*Continued on page 4.*)

Highest Award THE MONEY-BACK KIND
AND
GOLD MEDAL
AWARDED AT **St. Louis Exposition to**

"ANCHOR" brand
CANNED FRUITS and VEGETABLES

Pretty good argument in favor of their quality—
Another is the very large number of dealers throughout Canada who from year to year handle "ANCHOR" CANNED GOODS almost exclusively—THEY MUST BE GOOD.
New season's PEAS are unequalled. If you haven't placed your order for

CORN and TOMATOES

You should do so at once to ensure fall delivery. *WE GUARANTEE THE QUALITY.*

THE EBY, BLAIN CO., LIMITED WHOLESALE GROCERS TORONTO

FLAVOR WINS FAVOR For
Blue Ribbon Tea

AND IT IS A TRADE WINNER FOR EVERY GROCER, AS WELL AS A MONEY MAKER. COMMENCE NOW BY GIVING OUR TRAVELLERS A TRIAL ORDER, OR WRITE US FOR A SAMPLE CASE.

BLUE RIBBON TEA CO., Limited, 12 Front St. East, TORONTO

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

ESTABLISHED 1887.

JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CALGARY STORAGE TO RENT
Second floor new modern warehouse
100 x 25
Track Privilege
THE McDONALD-DUNLOP CO., LTD.
BOX 363
CALGARY, ALBERTA

JOHN A. CHEYNE
Wholesale Commission Broker and Manufacturers' Agent
Correspondence Solicited.
41 Bannatyne Ave., Winnipeg, Man.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.
BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

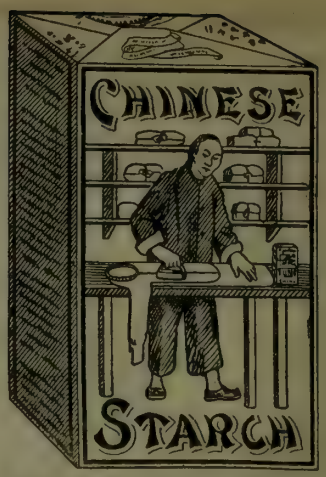
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



CHINESE Starch
The best money maker in your store—
Write for particulars—
OCEAN MILLS, - MONTREAL

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

You Have Noticed Yourself

the value of a neat and attractive store, of bright and pleasing windows, of a handsomely got up package.

The housewife judges, and judges rightly, that if the manufacturers are careless with the exterior they will be careless with the interior—that a common package will contain common goods.

There is Where Old Homestead Goods Shine

Particular in every detail, the Old Homestead Canning Co. have secured labels for their goods that are a positive delight to look at. Labels that sell the goods at sight.

For a striking window display
To brighten the appearance of your shelves
To please your customers
To increase your sales

Old Homestead Brand Canned Goods are the proper thing.

Try a sample order. If your wholesaler will not supply you, write us direct.

The Old Homestead Canning Co.

Picton, Ontario

DO YOU KNOW that One Pound of Red Rose Tea, which retails at 40 cts., will make 200 Cups of Tea?

If the people who use 25 and 30-cent teas knew this, don't you think many of them would use the 40-cent grade instead?

Tell them about it! Let me help you. Send me your address and I will send you some printed slips giving this and other interesting facts, for distribution among your customers.

Put more energy into the selling of really good tea, and you will be surprised at the results.

Branches:
TORONTO
WINNIPEG

T. H. ESTABROOKS
ST. JOHN, N. B.

$21.00
Size 8 x 12

STOCK CONTINUOUS LEDGERS

$23.75
Size 12 x 12

The above prices are for a complete outfit comprising,

1 Regular Crain Continuous Binder and Index
1 "K" Sectional Post Canvas Transfer Binder and Index
One Thousand Pages (500 leaves)

The Continuous Binder is the same in every particular as the high-class goods we have always manufactured

FIVE DIFFERENT LEDGER RULINGS TO CHOOSE FROM

on best ledger paper.

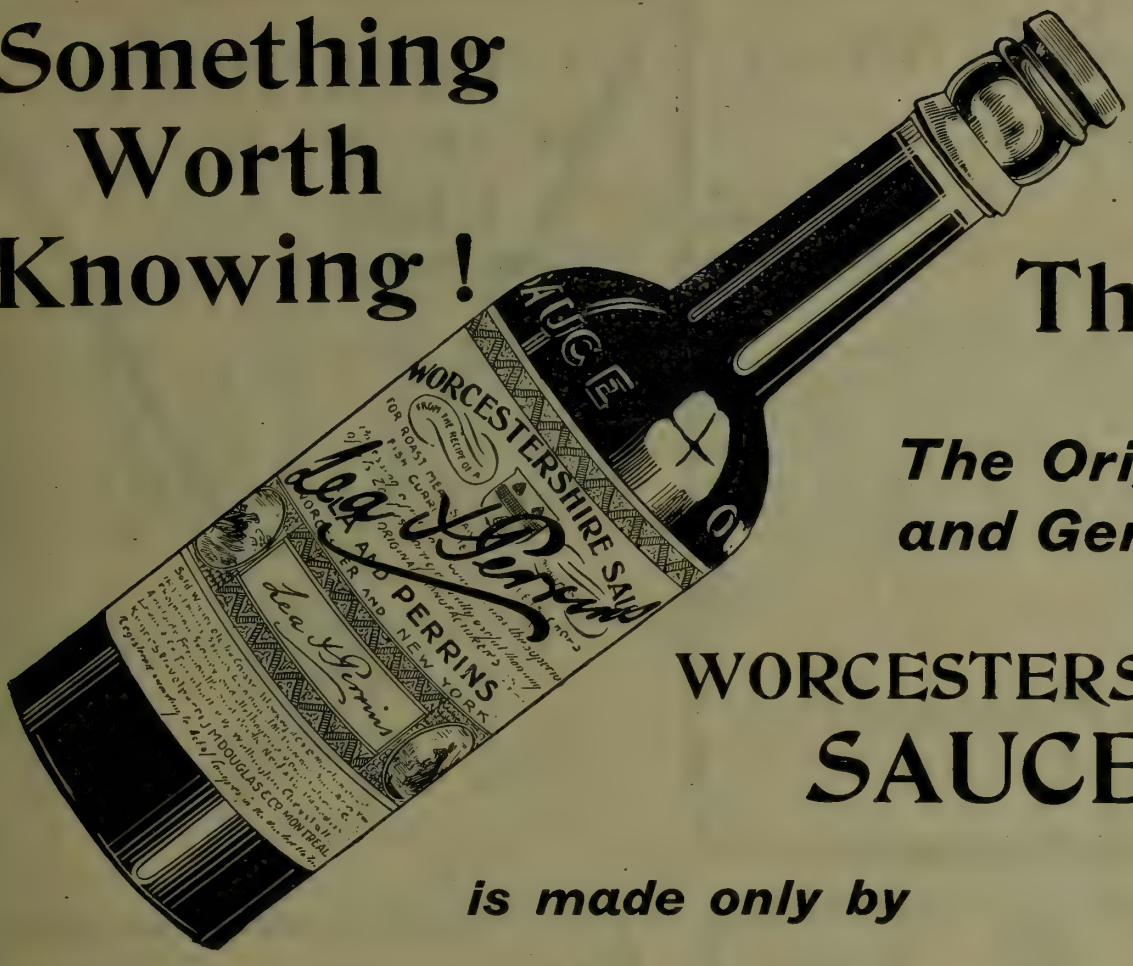
Before placing your order for a new ledger this fall write us for further particulars.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

TORONTO	MONTREAL	WINNIPEG
18 Toronto Street.	74 Alliance Bldg.	Sylvester-Willison Bldg.

Something Worth Knowing !



That

The Original and Genuine

WORCESTERSHIRE SAUCE

is made only by

LEA & PERRINS

WORCESTER

The Target for All Imitators

70 Years Reputation Behind It

J. M. DOUGLAS & CO., MONTREAL

(Established 1857), Canadian Agents

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest **Garden Strawberries** England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every **Good Grocer** in Canada can sell to his customers, knowing that it will give the **satisfaction** that **builds up trade.**

ROSE & LAFLAMME
MONTREAL and TORONTO

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"
MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

EASY TO SELL — GIVES GOOD PROFIT

and these are the two mighty good reasons why Paterson's Camp Coffee Essence is coffee for you to push.

ROSE & LAFLAMME
Agents, Montreal

When buying your Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

15 MILLION

Packets

Annual Sale

BLACK—MIXED—GREEN

The Enormous Sale Already Created Best Answers the Very Natural Question

I WONDER IF IT'S AS GOOD AS ADVERTISED

GILLETT'S LYE has Many Uses.

The "go-ahead" Grocer who sells

GILLETT'S LYE

knows it's the household cleaner most people use.

Read its many uses on the label, and recommend it to your customers.

They'll be delighted.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Gillett's Chemical Works Established 1852.

"STERLING" BRAND PICKLES—MADE IN CANADA

None Better the World Over

"Sterling" BRAND

Made of Best Crown Canadian Vegetables

"Sterling" BRAND

A PICKLE that BUILDS BUSINESS for the GROCER

THE T. A. LYTLE CO. Limited

Canada's Greatest Pickle Manufacturers

TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS, -

IF you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once.** It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Don't Buy Last Year's Pack! Buy This Year's Pack!
Buy Riverdale Brand!

There is no such thing as a 1905 can of Riverdale Brand goods. There never was such a thing. The peas, corn, tomatoes, beans, raspberries, pumpkin, etc., that will comprise our pack, have been grown or are now growing in the fields. **1906 pack to be sure!** This will be the first line of

RIVERDALE BRAND

ever put up, and it will out-shadow anything in the canned goods line ever before put up.

Don't Forget It!

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's

"Edinburgh"

Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best

Profit satisfactory

Business increasing

You can't wish for more.

All jobbers.

The Best of all Teas are

JAPAN TEAS

They have the qualities that appeal to every lover of Teas——

Purity
Fragrance
Aroma
Deliciousness
Healthfulness

They are the Teas that stand out as **the Best.**

"Perry's Sauce will Always Suit, Take no Worthless Substitute."

WHEN CONVINCED OF MERITS

in a Worcestershire Sauce stay convinced, providing the Merits that convinced you are

Always Present

in the sauce.

Perry's Worcestershire Sauce

never changes. It is in a rut as far as Quality is concerned.

The corresponding rut is regularity of trade for the man who sells it.

SELLING AGENTS

Taylor & Pringle Co.,

Limited

OWEN SOUND, ONT.

Manufacturers of **Queen Quality Brand Pickles.**

Those merchants who have bought our

Matches

have made money and pleased their customers.

Send for our Price List and profit by values we offer.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Ideal!

THE Farmers' CANNING CO. BLOOMFIELD, ONT.

Ideal!

A COMPANY OWNED AND DIRECTED BY THE MEN WHO GROW THE FRUIT AND VEGETABLES.

The Farmers' Canning Co., Limited, is a signal proof of the fact that if you wish to get the best from an industry you must have the component parts of its make-up working con-jointly to a common end.

FARMER BRAND Canned Goods

are put up in an excellently situated factory with pure spring water close at hand, and high, dry land all around. The fruit and vegetables are grown in the garden of the Bay of Quinte by the men interested in the company, and the product is brought in fresh from the fields and **packed while fresh.**

Our 1905 pack is **sold right out. If you order from us now we will guarantee 1906 PACK.**

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C 5th edn A1—Premier and Standard Shipping.

Mince Meat is a great seller —That is, **THE RIGHT KIND** We make that kind. It is called

NICHOLSON'S MINCE MEAT

Do you sell it? Do you sell it regularly?

Have we your order for

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED?"

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Good Coffee
Good Trade
Good Profit

FOR THE MAN WHO SELLS

Chase & Sanborn's

HIGH-GRADE

COFFEES

Chase & Sanborn

The Importers, - MONTREAL

VALENCIA RAISINS
SULTANA RAISINS
CURRANTS

For Import—
Write for Quotations to

THOS. BELL, SONS & CO.,
MONTREAL

ST. JOHN EXHIBITION.

Merchants visiting the St. John Exhibition are invited to inspect and test our celebrated **"CLUB" Coffee,** which will be demonstrated in the Main Building. The value of the coffee is recognized by judges as without equal. It will prove a good seller and profit maker for you.

Special attention paid to visiting merchants, and information furnished as to our Spices, Grocers' Sundries, etc.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

MAKE DELICIOUS EATING CAUSE LIVELY SELLING

The Bay of Quinte District is the nestor district of Cauada for fruit and vegetables. We are situated in the heart of this district.

We have been looking forward to the time when we could tell you that

"CANADA'S PRIDE"

SUGAR CORN——————CREAM SUGAR CORN

were ready. That time is now here.

Carefully selected cobs processed in a factory admirably situated for sanitary arrangements and water supply. The corn is put up in cans bearing artistically embossed labels, and looks its quality.

STOCK UP AT ONCE.

WM. GALBRAITH & SON,
Sole Agents for Montreal.

NAPANEE CANNING CO., Limited
W. A. CARSON, Manager - - Napanee, Ont.

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

68 McGILL ST., MONTREAL

We control the sale of

"CANADA'S PRIDE" CANNED GOODS

FOR MONTREAL

The Best in the Dominion.

THE IMPERIAL CANNING CO.,

KINGSVILLE, ONT.

(Branch of the Canadian Canners, Limited)

"one of the best in the Province"

The following editorial is clipped from the KINGSVILLE REPORTER of August 26, 1906.

The canning factory started up on the 15th of this month, a few days earlier than last year. While this factory is always to the fore front, it IS THIS YEAR STILL MORE MODERN IN ITS EQUIPMENT. CLEANLINESS IS ONE OF THE FEATURES WHICH IS RIGIDLY ENFORCED BY MANAGEMENT, and this year more machinery has been added which will facilitate the cleaning of the raw material, making it still more easy to put up the goods in the cleanest possible manner. THE TOMATOES ARE emptied from the boxes into a washing machine and agitated until the sand or other dirt is washed off. They pass from this into a tank of hot water and are scalded, then they pass out into a chute and are carried in to the peelers. They fall from the carriers into fibre pails which are placed on a revolving platform, around which the women and girl workers are assembled.

As the tomatoes are peeled they are carried in pails to the canning machine and are soon in the cans which are soldered automatically, and pass out into the cooker and cooler and from there are wheeled to the storeroom. Each pail of the peeled tomatoes is carefully examined as they are emptied into the canning machine, and if a worker has been careless and left any spots in them she is reprimanded. Each pail is numbered and is traced by the check given the peeler. A woman is kept constantly at work sweeping up refuse and tidying things up generally. The annual output of the factory is 600,000 cans tomatoes, 90,000 gallons of apples, and this year peaches will also be put up. Employment is given to a staff of 100 people, who will put through, running full time, 2,000 bushels of tomatoes per day. THE FACTORY IS ONE OF THE BEST IN THE PROVINCE, AND PEOPLE NEED HAVE NO HESITATION IN EATING IMPERIAL BRAND OF TINNED GOODS, BECAUSE THEY STAND ON THEIR MERITS FOR ABSOLUTE PURITY, WITH QUALITY OF STOCK THE BEST THAT CAN BE PROCURED IN CANADA.

The remarks as above are equally applicable to each of our thirty factories. In ordering Canned Goods it will pay you to stick to brands as follows, viz.:—"**CANADA FIRST**," "**LITTLE CHIEF**," "**LOG CABIN**," "**HORSESHOE**," "**KENT**," "**AUTO**," "**LYNNVALLEY**," "**MAPLE LEAF**," "**LION**," "**THISTLE**" "**GRAND RIVER**" "**WHITE ROSE**," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

DO YOU PREFER AN

Automatic Pendulum Computing Scale

to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

The "Dayton"

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

Thats the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited
PRESTON, - - - ONTARIO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works
MONTREAL

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

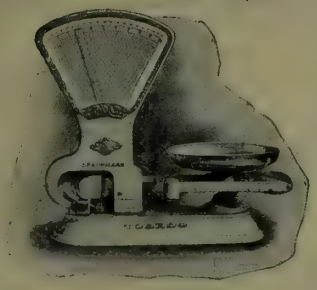
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

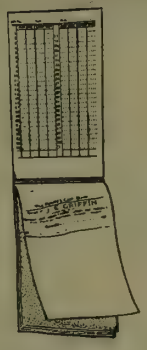
Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Have you yet realized the usefulness of our **Special Duplicating Counter Check Book?**



THE TIME TO ENQUIRE IS NOW

THE TIME TO ORDER IS NOW

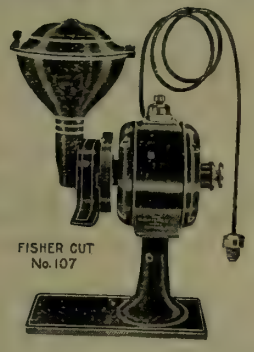
Drop a Postcard to

The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

Manufacturers of Counter Check Books of every description. We make many styles.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONTARIO

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

SCARCE GOODS

Strawberries Raspberries Beets

There will be a scarcity of these goods this Fall.
Better order your requirements at once.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Our **WHITE SWAN MILLS** contain the finest equipment and most up-to-date plant in Canada for the roasting, grinding, preparing and packing of

COFFEES, SPICES, EXTRACTS,

BAKING POWDER, COCOANUT.

We import all our goods direct, do all our own roasting and grinding, so are able to absolutely guarantee every pound of goods sent out. **Quality is pre-eminent with Us.** An important point, too, is that we can sell on closer margin and give better values because no one of our departments is called on to bear the entire cost of our business.

OUR COMPLETE CATALOGUE WILL BE CHEERFULLY SENT ON REQUEST

THE ROBERT GREIG CO., LIMITED,

White Swan Mills TORONTO

A Hearty Invitation

IS GIVEN OUR CUSTOMERS AND FRIENDS TO CALL ON US AT OUR TORONTO OFFICE DURING EXHIBITION

Thomas Kinnear & Co.

Branch at Peterboro **49 Front St., East,** **TORONTO, Ont.**

Tartan BRAND

SIGN OF PURITY

TO MAKE GOOD PICKLES, USE { TARTAN and Red Feather SPICES / Imperial VINEGAR

STOCK NOW { WAGSTAFFE'S Sealed Fruits, in glass / " Jams, in glass } ALL PURE FRUIT and SUGAR.

When in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

IN STORE

Half Barrels of New

Labrador Herrings

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.

RICE RICE RICE

RANGOON
PATNA
JAVA
JAPAN
CAROLINA

Just Arrived

Write for Samples and Quotations

WARREN BROS. & CO.

Limited

Wholesale Grocers

35 and 37 Front St. E., Toronto

"ANTITIS PEPPER"

The New Pepper

Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England

TRIAL ORDERS SOLICITED

"QUEEN BRAND PEAS"

Are The Best Peas Packed in Canada To-day

This is no exaggerated st·tement. We have made a SPECIALTY of Peas for years, and Grocers who have handled our

QUINTE GARDEN **SIFTED JUNE**
SWEET WRINKLE and **GOLD LABEL**
FRENCH PEAS

KNOW that these varieties are properly graded, have a perfectly clear Syrup, are tender and far superior to any and all brands on the market.

Grocers who have not yet placed your orders ask your Wholesale House for any of the above grades of QUEEN BRAND Peas. One trial order will prove all we say.

BELLEVILLE CANNING CO.,
BELLEVILLE, ONT.

Triangle Canned Goods

Now ready for prompt shipment.

1906

Gallon Apples
Red Pitted Cherries, 2's
" Unpitted Cherries, 2's
White Pitted Cherries, 2's
" Unpitted Cherries, 2's
Black Pitted Cherries, 2's

All in addition to lines advised as ready last week.
The finest production of the Canners' Art.

JAMES TURNER & CO., HAMILTON, ONT.

LIMITED

PHONES 422—1265—1816

WHOLESALE GROCERS

Essex Tomatoes

While many sections have been complaining of the drought, and its bad effect on the Tomato crop, we have been specially favored with the finest qualities grown in years and a superabundance of the better grades. As a result we're doubling our sales of last year, and are equal to still more business. Our cannery is located in the most favored agricultural section in Canada where the finest vegetables of all sorts reach the highest stages of perfection.

Send for quotations. This is headquarters for the best of everything in canned fruits and vegetables.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

GROCERY LABOR MARKET

Views of one of the Important Retail Grocers Houses in Canada—Great Difficulty in Getting Good Men—Efficient Old Country Clerks Have to be Gone After.

Two requests by Old Country grocery clerks for help in securing positions in Canada were forwarded by The Grocer to one of the largest retailers of fine groceries in Canada. They replied in part as follows :

"While we do not wish to be quoted in this matter of help, we would state that if we had been written to by them, as we frequently are, we should in these cases inform them that this was undoubtedly a time when EFFICIENT grocery assistants had no difficulty in securing employment at better wages than have been paid here for many years.

"If they had applied to us, we should not give them encouragement, as neither seems to be of the class we require, but it seems to us that anyone with any little grocery knowledge can get a position now, and we think the travelers for the wholesale trade will tell you that they are constantly asked for a GOOD man, but these letters appear to be from the very ordinary kind that are coming out in shoals, and even they seem to get employment.

"Of course, almost every man who has swept a store and delivered a few parcels in the Old Country thinks he is fit for a first counterman out here, but it is a fact that we seldom see a finished retail grocery salesman, and we don't mean an expert but a man with the grounding of a good common school education, able to write distinctly, spell correctly, and use reasonably good English ; this much as grounding ; then he requires the grocery part of the training, which we need not enumerate, but it is a fact that we have to take on men who claim years of experience and yet cannot let them at our counter to serve a lady until we have first gone through the A B C of the business with them, showing them how to take an order down properly, how to wrap a parcel in many cases, how to assemble a number of parcels for one delivery into a good neat looking package, how to give an intelligent opinion to a customer who asks as to the merits, the uses, the quality, etc., of what he is selling ; and by the time we have done that they are ready to look elsewhere for another position at higher salary, on the strength of the fact that they have been at ——.

"Theoretically men are well trained in the Old Country ; actually, they may be, but if they are they can get good jobs at home, and they don't come here of their own accord—you have to go and get them."

TEA TRAVELERS CONVENE.

Selling Staff of Red Rose Tea Gather in Toronto—Annual Banquet.

Last Friday's boats and trains took away from Toronto the traveling staff and heads of departments of the great tea house of T. H. Estabrooks, St. John, N.B., proprietor of the widely advertised Red Rose Tea. They were assembled in Toronto for their annual convention, which covered five days, during which time business points of interest to the firm were systematically discussed. The mornings were devoted to convention work, and the afternoons to seeing the beauties of Toronto and its environs, as far as Niagara Falls.

MENU

Green Turtle Soup, a l'American

Filet of Sole, au Vin Blanc

Spring Lamb Chop, en Paupiette

Roast Spring Chicken

New Wax Beans Peas
Boiled New Potatoes

Lettuce and Tomato Salade

Red Rose Ices Assorted Cakes

Red Rose Tea

Coffee

The men assembled on Saturday, and Sunday the party spent quietly by attending the Besses O' the Barn Band's sacred concert at Hanlan's Point in the afternoon and attending the various churches in the evening. On Monday

TOASTS

THE KING
National Anthem

CUR CHIEF
Responded to by Mr. Herman Sullivan and Mr. Walter R. Miles.

THE TRAVELLERS
Proposed by Mr. George H. Campbell, Manager Toronto Branch.
Responded to by each of the travellers individually.

SONG
W. C. Gaden, Montreal.

QUARTETTE
Messrs. H. A. Howey, Fred. Rose, J. V. Kierstead, and L. C. Armstrong.

SONG AND PIANO SOLO
Mr. Fred. Rose.

CHORUS
By the party led by Mr. W. C. Gaden.

THE TORONTO STAFF
Proposed by Mr. L. C. Armstrong.
Responded to by Mr. G. H. Campbell and others.

OFFICE STAFF
Proposed by Mr. L. W. Cox.
Responded to by Mr. H. Sullivan.

MANUFACTURING DEPARTMENT
Proposed by Mr. H. A. Howey.
Responded to by Mr. W. R. Miles.

LADIES
Proposed by Mr. B. A. Fisher.
Responded to by Messrs, Fred. Rose, G. L. Palmer and others.

G. J. Campbell, manager of the firm's Toronto branch, acting as host in the unavoidable absence of Mr. Estabrooks, took the boys to Niagara Falls, by boat to Lewiston, and thence by the world renowned Gorge Route. At the Falls the party took in everything to be seen, and especially enjoyed the automobile ride thoughtfully provided. They returned to Toronto by boat that night. Tuesday and each succeeding morning was devoted to discussing the various points of interest to the business in general. On Wednesday the Toronto Exhibition was visited and the party were entertained to cups of delicious tea at the Red Rose Tea booth, so ably conducted by Geo. E. Taylor.

On Wednesday evening the greatest event of all such gatherings, the annual banquet, was held at McConkey's. As the menu explained, it was a complimentary dinner given by T. H. Estabrooks to his travelers. The story of the evening is skeletonized in the menu and toast list.

Thursday afternoon passed quickly enough in a 36-ft. motor boat on the bay and lake. Part of each day was devoted to testing tea under the supervision of Walter R. Miles, who has charge of the Red Rose Tea testing and blending department. Mr. Miles is the third generation of tea testers, as his father and grandfather before him made tea testing their profession. His talks were interesting and very instructing to every traveler present.

When leaving the travelers all agreed it was the most profitable and pleasant convention yet held, and that the remaining four months would show the greatest increase yet in the sales of Red Rose Tea.

STARC AND SYRUP PRICES.

Notification was made the trade September 1 that the Edwardsburg Starch Company had advanced the price of their starch in several lines. Canada Laundry Starch, Canada Corn Starch, and Silver Gloss Starch have been advanced ½c. a pound. One or two other brands have been advanced also to bring the different lines into harmony. Further than this, there have been some changes in quotations for the Lower Provinces and Manitoba, Alberta and British Columbia.

Crown Brand corn syrup has also been advanced. Cases, two and five pound tins, have been advanced five cents ; ten pound pails have been advanced ten cents ; twenty-pound pails, fifteen cents; two and three gallon pails, ten cents, and barrels, half barrels, and quarter barrels have been advanced ½c. per pound.

STARCH AND SYRUP PRICES.

A very cleverly gotten up cooking receipt book has been issued by the Cox's gelatine people, Arthur P. Tippet & Co., Montreal, agents. In the booklet there are hundreds of choice receipts. A supply of these cooking books will doubtless be sent to any merchant on application. The same firm are sending out telephone mouthpiece covers, or discs to fit over the mouthpiece of the telephone, as they may be called. The idea is to insure sanitation. These are also obtainable through the company's Montreal agents.

HALF HOLIDAY ALL THE TIME.

A movement is on foot among Hamilton grocers to continue the Wednesday half holidays during September, with a view ultimately to securing them all the year round except in December, as is the common practice in England.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

P. Dill, Seaforth, Ont., was a visitor in Toronto last week.

Nap. Charrette, general merchant, St. Jovite, Que., deceased.

H. W. Booth, grocer, Ottawa, Ont., has assigned to W. A. Cole.

W. L. Brown, Haileybury, Ont., has assigned to M. G. Hunt.

Rozon Freres, grocers, Montreal, Que., have dissolved partnership.

D. C. Russell, Erin, Ont., spent a few days in Toronto last week.

Pierre Dube, grocer and dry goods merchant, Quebec, Que., deceased.

Knight & Co., grocers, Chatham, Ont., have sold out to Wesley Parrott.

F. H. Pearson, general merchant, of Orland, Ont., has been burned out.

E. Ware, manager for L. H. Ware, Huntsville, was in Toronto last week.

Melady & Co., grain merchants, Toronto, Ont., have dissolved partnership.

A. V. J. Hebert, grocer, Ottawa, Ont., has sold his stock at 60 cent on the dollar.

David Henderson, M.P., of Acton, Ont., and Mrs. Henderson are in the Old Country.

Phillips & Foster, grocers, Vancouver, B.C., has been succeeded by Phillips & Lachlan.

Louis Peneault, general merchant, St. Anges, Que., assets to have been sold on the 5th inst.

James Thompson, general merchant, Douglas, Ont. has been succeeded by Joseph Phillips.

F. H. Brown, Port Hope, Ont., one of the hustlers in the grocery line, was in Toronto last week.

Wm. Ince, of Perkins, Ince & Co., Toronto, is spending a pleasant holiday at Niagara-on-the-Lake.

Geo. J. Thorp has sold his retail flour and feed store in Guelph to J. T. Chillick, of Walkerton.

James Ince, of Perkins, Ince & Co., Toronto, has returned from a vacation on the Georgian Bay.

Robert A. Hutchinson, grocer and crockery dealer, Wingham, Ont., has sold out to J. H. Christie.

J. E. Rioux, general merchant, St. Arsene, Que., has assigned to V. E. Paradis, provisional guardian.

D. B. Gunn, M.P., Seaforth, was in Toronto last week and paid a friendly visit to John Sloan & Co.

J. Edward Brown, of Joseph Brown & Sons, Montreal, has returned from a short business trip to Quebec.

R. McKenzie, general merchant, attended the old boys' reunion at Mount Forest and enjoyed himself hugely.

C. W. Vahey, grocer, Bridgeburg, Ont., is building a fine brick store and expects to be into it in a couple of months.

J. Ballantine has gone into the grocery business again in Georgetown, Ont. He has been out of it a couple of years.

D. Gaudet, general merchant, St. Jacques, Que., has assigned, meeting of creditors was to have been on the 31st ult.

Howard Barker, one of the grocers that make Stratford, Ont., a better looking city, is spending his holidays in Detroit.

E. Berwick, Shelburne, Ont., is contemplating a visit shortly with Mrs. Berwick to their son, W. M. Berwick, at Nemo, Sask.

The plants of the American Can Company and the Heinz Pickle Company at St. Paul, Minn., were burned Monday night. The loss is $100,000.

R. W. Waters, Norwood, Ont., has been enjoying the pleasure of that famed Ontario watering place, Stoney Lake, for a season of some weeks.

T. A. Main, Orillia, Ont., has sold his general store business to Geo. Vickers & Co., Barrie. Vickers & Co. are hustlers and will make things go some.

John Lunz, Drayton, Ont., has returned from a pleasant six weeks trip to the Canadian west. While there he purchased some land as an investment.

A small fire occurred in the grocery store of A. Renaud, corner St. Lambert Hill and Craig street, Montreal, Monday morning. Very little damage was done.

Jos. W. Shields, general merchant, Victoria Road, Ont., is erecting an addition that will quite double the size of his store. He was in Toronto last week.

H. A. Lawson, of Stratford, traveler for the Canada Spice & Grocery Co., London, is father to a bouncing baby girl, a bran new one, too, and fine and healthy.

Fred Burrows, Niagara Falls, after a year or so in the grocery business has sold out to Mr. Place and returned to his former occupation, lumbering in the north country.

F. Trudel, of L. Chaput, Fils & Cie., Montreal, who has been holidaying in Quebec after a business trip through the northern part of Ontario, is expected home this week.

A. H. Lindsay, of the advertising department of the Intercolonial Railway, Moncton, N.B., is now in Toronto, in charge of the very attractive exhibit at the Industrial Exhibition.

James Haskett, London, has a new boy in his family. Somehow the new arrival seems to make the grocery business more worth while. His father never was slow, but watch him now.

John W. Timmons has purchased the grocery of Ed Moore, St. Catharines, Ont. It is one of the best businesses in the city. Mr. Timmons has been associated with it as clerk for some years.

Seen in Toronto last week were John R. Burns, Janetville, Ont.; J. L. Arnold, Fenelon Falls, Ont.; Harry Hopkis, of Hopkis & Mark, Kinmount, Ont.; C. Waters, of R. W. Waters & Son, Norwood, Ont.

D. Kraft, Preston, Ont., was in Toronto last week, calling on the wholesale trade, seeing the exhibition and enjoying himself generally. Mr. Kraft has a pleasant way of enjoying himself and helping others to enjoyment all the time.

F. F. Dalley, Hamilton, met with a nasty accident recently. Two strange dogs began a fight on his lawn and he undertook to end the mill. As a result he was pretty severely bitten on his hand and leg and was laid up for a few days.

James J. Hatley, who has a large grocery and butcher business in Orillia, has sold out his butcher business in Midland to Mr. Preston. Mr. Hatley has one of the finest stores between Toronto and the North Pole. His store is an ornament to Orillia.

Frank Harley & Son, one of London's progressive grocers, may change the sign to Frank Harley, Son & Grandson. Harry Harley is the proud father of a new boy and the young gentleman seems thrifty enough to enter the business. He weighed nine pounds upon arrival.

The West Indies Plantations Co. has been incorporated under Ontario charter, with $200,000 share capital, and these Toronto gentlemen as provisional directors: E. G. West, J. E. Black, J. A. McAlpine, C. D. McAlpine, A. T. Blackwell, Geo. Crompton and James Langmuir.

DRIED FRUIT CROPS.

Interesting Statement by P. L. Mason & Co. on the Raisin and Currant Situation.

P. L. Mason & Co., Toronto, yesterday issued the following report on dried fruit situation:

In view of the high level of prices ranging for foreign dried fruits, the following details regarding the situation may be of interest:

VALENCIA RAISINS.—The crop early in August was estimated at 17,000 to 18,000 tons. By the end of August estimates had fallen to 15,000 to 16,000 tons, the latter being equivalent to 1,280,000 boxes. A leading shipper says crop is about one-half of last year's. In 1902 crop was 18,000 to 19,000 tons, and prices ranged throughout the season (except on some speculative sales made early) at the equivalents of 27s. to 28s. c.f. The average crop of ten years (1890 to 1899) was 2,300,000 boxes; largest crop in that period was 3,467,980 boxes; smallest crop in that period was 1,807,764 boxes. The small production this year is aggravated by the low and declining rate of exchange, and prospects are anything but bright for lower prices.

SULTANA RAISINS.—Last year the yield was 46,000 tons; held over from 1904, 3,000 tons; total, 49,000 tons. In May of this year the crop was estimated at 38,000 tons; in July, 35,000 tons; in August, 28,000 tons; and a cable just received now estimates crop at barely 22,000 tons. Even with present high prices, market is strong and advancing.

CURRANTS.—Crop estimates in July were 170,000 tons; in August this was reduced to 140,000 tons. Prices have advanced again this week. The decline in exchange and the heavy charge against currants, brought about by the increased retention (which now amounts to fully 50 per cent. on first cost of currants) are responsible for this. Cable to-day says: "Market is impracticable; 1s. advance, and rising."

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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WINNIPEG - - - 511 Union Bank Bldg., Telephone 3726, F. R. Munro
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ST. JOHN, N.B. - 7 Market Wharf, J. Hunter White

GREAT BRITAIN—
LONDON - - - - - 88 Fleet Street, E.C., Telephone Central 12960, J. Meredith McKim
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PARIS - Agence Havas, 8 Place de la Bourse

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Mackay, J. Co., Limited, Bowmanville, Ont.

VACATION TIME.

The holiday season is about over and more grocers have taken a vacation this year than ever before, according to the commercial travelers. This willingness of the retailer to break away from business for a week or two is said to be one of the results of the prevalent prosperity.

Whatever the reason, it's a good time now to take a reckoning. Didn't it pay? Mentally and physically a man is the better for a change occasionally. He comes back with renewed energy and brightened ambition.

The wife should have a vacation too. Men are apt to forget that housekeeping can become as monotonous as business. To a woman it's pretty nearly as good as starting all over again to come back after a few weeks visiting away. If husband and wife can get away together so much the better.

Then there are the clerks. Good clerks are mighty hard to get and the grocers are partly to blame. They should take more interest in the men who work for them. No sort of business effort would pay better. A clerk who doesn't take an interest in the business isn't worth much. A good clerk needs a vacation and deserves it and it will pay his employer to see that he gets it with his wages in advance to help make it enjoyable.

While business is important, health is much more important and that is a fact many men forget. A vacation rightly spent will make for health every time, and the better health a man has the better grocer he will make. Settle it now, that good times or bad times the vacation is to be an annual affair.

GETTING SUBSCRIPTIONS.

Some abuses result from thoughtlessness and failure to get more than a merely local or personal view of a situation. Such an abuse is the practice of merchants and clerks soliciting subscriptions for Fall fairs from wholesalers. Why should a wholesale grocer subscribe to local fairs throughout the district from which he draws his trade? There is as much reason for his subscribing to all as one. Such a practice would be a heavy drain upon his profits. He would regard it as a part of the cost of doing business, just as he would a traveler's salary and expenses.

Such bad practices breed others. A group of business men in one of the wholesale centres were discussing the fair subscription nuisance the other day and one told of having been asked by a lady clerk in a store for a subscription to herself as a wedding present. This particular kind of girl is not likely to be prevalent, but it just shows what the illegitimate begging habit leads to.

There's another side to this. The retailer and wholesaler are partners as purveyors of food stuffs. It is the retailer's interest that the wholesaler has a fair profit. It is equally to the wholesaler's advantage that the retailer does a profitable business. A merchant who solicits a fair subscription from a wholesaler evidently regards him as the other fellow in a horse deal. That is bad for business. It breeds distrust where there should be sympathy and co-operation.

TECHNICAL EDUCATION.

Germany has put her millions into technical schools and has no problem of the unemployed, the principal of a newly established technical institute in Boston told an interviewer after a tour of Europe. Other European countries have more or less effectively solved the problem of technical education. All are industriously working at it. In Switzerland there is a city of only 18,000 with a school where 700 boys, including a dozen Americans, are being technically trained. This school is superior to any in Boston. In Vienna there are 15 lower commercial schools and four higher schools of commerce.

Where is Canada in this procession? Standing afar off. We're asking questions; let us take credit for that. Because we are a young country with undeveloped resources is just why we should be going at the technical education question, hammer and tongs. It is needed in agriculture, in mining, in manufacture, in commerce, and nowhere more than in the grocery trade.

We are unlikely to go back to the Old Country system of apprenticeship; it does not seem suited to the new world soil. But if the food stuff trade is to keep pace with the progress of the country in other lines the men in it must be trained. In the aggregate both grocer and clerk must know more of the technical detail of the business. Package goods may lighten labor and lessen the necessity for technical skill, but they cannot answer the everlasting "which" and "why" of the grocer's customer.

CANADIAN DAIRY PRODUCTS.

The Montreal Produce Association has submitted to the Government at Ottawa suggestions for some radical reforms in connection with the dairy industry. Because Canada supplies Great Britain with the greater portion of its cheese some people may think we are doing well enough. Nothing is truer than that when such an industry stops in its progress it begins to go backward. What Canadians should be anxious about in regard to dairying is the quality of the product. It can never be good enough.

The butter and cheese associations throughout the country, says the Montreal Witness, will have the sympathy of the public in their efforts to raise the standard of Canadian dairy products higher and higher. At one time the United States exports of dairy products to Great Britain were enormous, but so much trickery was condescended to, so much "filled" cheese and "faked" butter was put on that market that the trade became discredited, and the cheese trade fell largely into Canadian hands. The principal reason was that about the time United States dairy products were deteriorating, ours were improving, very largely as a result of the educational campaign that was carried on among our farmers and shippers by Mr. Sydney Fisher and Professor Robertson, of the Department of Agriculture. There is still, however, a remnant of ignorant or careless makers who send poor goods to market, and to some extent depreciate

prices for the whole product. The chief faults seem to be lack of cleanliness and ignorance of temperatures. These and other faults there is now to be a determined effort to overcome. Many are in favor of all butter and cheese makers being required to pass an examination, and the department is said to regard such an examination with favor. Another reform proposed is the establishment of a central warehouse, a sort of clearing house, and Government inspection. Mr. Fisher may be depended upon to give all suggestions his best thought, and the butter and cheese men are to be congratulated upon their determination not only to preserve but to increase the already high general reputation of Canadian dairy products.

INDIA'S LARGE WHEAT CROP.

The wheat crop of India this year is a large one. The area sown amounts to 26,226,200 acres, and the yield is estimated at 8,560,000 tons (nearly 300,000,000 bushels), as against 7,582,000 tons last year, the increase being 13 per cent. The Indian Trade Journal, which makes this statement, says that the Government is taking a deep interest in the complaint of the admixture of dirt in the wheat exported. The Government has consulted the chambers of commerce, some of whom, however, indicate a reluctance to depart from the present customs of the trade; but the Chamber of Commerce at Karachi, from which 70 per cent. of Indian wheat exports are now shipped, strongly supports the Government's proposal for 98 per cent. pure wheat.

SHOULD CANADA BE IN THIS?

The next great exposition is to be held at Jamestown, Va., next year, to worthily celebrate the first permanent English settlement in America. British Vice-Consul Barton Myers, of Norfolk, Va., thinks Canada should have a prominent place in it and in a letter to The Canadian Grocer says:

"Referring to your letter of June 25 in relation to the markets in the United States for Canadian goods, I beg to bring to your attention the Jamestown exposition, which is to be held here from April 26 to November 30, 1907. This is an international celebration of the 300th anniversary of the first permanent Anglo-Saxon settlement in America. In addition to an exposition on the shores of Hampton Roads, near Norfolk, the United States Government has invited all nations to send their ships and soldiers. The invitation has been generally accepted. Additionally, a large number of the states have made appropriations for State buildings and exhibits here. There will unquestionably be a vast concourse of visitors. The naval and marine features of this exposition are new and will be very attractive.

"Large exhibit buildings are being prepared by the exposition company, space in these buildings being sold at rates about on a par with those which were charged at Buffalo.

"I suggest that great good would be accomplished here for the commercial interests of Canada if a Canadian building could be erected by the Government or commercial bodies of Canada, in which could be assembled such matters of historical interest and exhibits of industrial and commercial character as might tend to make it a fair advertisement of what Canada is now seeking to offer to the trade of the United States."

NEW AUSTRALIAN TARIFF.

The Australian Government, according to a cable despatch from Canadian Commercial Agent Larke at Sydney, has introduced a tariff measure giving a preference to Great Britain and New Zealand, but raising the duty against Canada. This is tightening the commercial bonds of Empire to the point of straining. The Dominion Government should commission Col. Denison to make a lecturing tour in the island continent and J. Castell Hopkins might be induced to accompany him. They are both high protectionists, but doubtless they could show the Australians that fostering industry in Canada is the same as fostering it in Australia.

The Australians are evidently convinced that protection begins at home. Evidently they are not sentimental, at least imperially, else they would not have struck at so small a thing as Canadian-Australian trade. For 1904 the total was only $1,410,949, and Canada had $1,080,000 of that. With Great Britain, Australian trade totalled $232,031,760, about evenly divided between imports and exports. With the United States it was $45,597,351, also about evenly divided. With Germany, the next largest customer, it was $20,918,930, the balance being on the side of Germany by five millions. The trade between New Zealand and Australia amounted that year to nearly $16,000,000, the smaller colony having a little the best of it. Australia's other large customers are India, South Africa, France and Belgium.

The Australian discrimination against Canada as a part of the Empire will not disarrange the commercial system of the Dominion, but for the Imperialists it is a rather nasty pill.

EDITORIAL NOTES.

More than $9,000,000 worth of American goods were shipped from St. John, New Brunswick, during the fiscal year 1906 to the United Kingdom and South Africa. The principal shipment was 7,000,000 bushels of grain.

* * *

The aggregate value of the stocks, bonds, and similar securities belonging to French capitalists is estimated by Mr. Neymarck, a French statistician, to have been at the end of the year 1905 93,000,000,000 francs ($18,600,000,000), 87,000,000,000 francs ($17,400,000,000) in 1900, and 74,000,000,000 francs ($14,800,000,000) in 1890.

* * *

Bulawayo, South Africa, several hundred miles north of Cape Town on the Cape to Cairo Railroad, held an agricultural exhibition on July 5. There were over 1,000 visitors on the first day and at the dinner in the evening when the administrator of the district and the principal farmers of the vicinity were present it was decided to make the show an annual affair.

* * *

A great Australian exhibition in London is announced by the Pall Mall Gazette as being in process of organization by the agents general of the six states of the Commonwealth. When it has run its London career it is proposed to take the exhibition on tour through the principal provincial centres. All the leading Anglo-Australian firms have promised their cordial co-operation.

* * *

American harvests this year will be the largest on record, according to the following estimates based on data of the Department of Agriculture: Winter wheat, 493,434,000 bushels; Spring wheat, 278,830,000 bushels, against 428,462,834 and 264,516,655 bushels, respectively, in 1905. The total corn crop for 1906 is estimated at 2,713,194,000, against 2,707,993,540 bushels last year.

* * *

The New Zealand University has established a chair of commerce, and will give to successful candidates the degree of bachelor of commerce. Only matriculated students of the university are eligible. The final examinations are of a purely business character and consist of commercial law, statistical method, commercial French or German, accountancy, and two of the following: Actuarial mathematics, industrial law, economic history, and currency and banking. The Sydney University has resolved to likewise take up commercial education.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

Fluctuations.

Honey—Advanced one cent.
Fish—Revised.
Corn Syrups—Advanced.

Montreal, September 5, 1906.

Continued improvement is noticeable in the volume of business being transacted. Orders coming in are larger than they have been for some time past and Summer dullness is now becoming a thing of the past for another year. The grocery market this week is an interesting one all through. While prices have not been changed in a great many lines, yet nearly every grocery article has some feature which will prove of interest to the modern grocer. Sugar is very strong and many in the trade look for an advance at any moment. The remaining canned goods prices are still awaited, but it is thought that the lists will be out in about another fortnight. Tomatoes, owing to crop conditions, and corn, will probably be higher than last year. Corn syrups have been advanced since last report. Full particulars will be found under that market. Tea continues of special interest to grocers. Japans are still very firm and high. Ceylon and Indian greens are advancing in sympathy with Japans. Coffee and spices have not changed since last week Several interesting features are noticeable in the foreign dried fruits market this week. Californian raisins have been advanced a quarter of a cent a pound. Nuts are still advancing. Prunes are stronger this week. First shipments of the new stock are expected to arrive this month. New evaporated apples are expected to arrive next week. Dealers are quoting around 8c.

Collections have been very good during the past week, and jobbers say they have nothing to complain of in this respect.

CANNED GOODS — The trade are still waiting for the remainder of the prices which are to be issued. It is probable that the lists will be out in the course of a fortnight or two weeks. The feeling in the trade is that tomatoes and corn, two of the chief lines to be quoted will be higher owing to crop conditions. The hot weather has affected the tomatoes so much that it is impossible that there should be a full yield, while lack of rain has affected the growth of corn. Fruits will probably be about as expected, there being little room for surprises. Jobbers report better business in peas than they have experienced for some time past. Other lines are moving out fairly well.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " "	....	1 62½
3's " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf. 1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

TEA—A very firm tone prevails in the tea market this week. Japans are very hard to get, and when a few small lots are found high prices are always asked. Manchuria continues to figure largely in the market. Reports from primary markets say that fourth crop Japans have been purchased by Manchuria. Further advices are to the effect that all Ceylon fannings and dust, and Calcutta fannings and dust have been bought up, to be made into brick for export to Manchuria. Consequently the present market in these lines cannot help being very firm in tone. As has already been stated in The Grocer, Japan fannings and dust are not obtainable for export to Canada. It now begins to look as though fannings and dust were to be hard to get after present stocks run out. First, second and third crop Japans are strong. Green Indians and Ceylons are advancing. One tea merchant reported having cabled an order for Ceylon green at last week's price, which order was turned down unless half a cent advance was paid. Low grade black teas are cheaper than they have been for a long time, but the better grades are all going for good money.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—Fairly good trade is passing in coffee. Orders received show an improvement over those which have been coming in during the past couple of months. Prices are not changed.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SUGAR—Sugar this week is very strong. Owing to conditions existing in other markets, and the state of the raw sugar market, it is highly probable that there will shortly be another advance. Just when it may occur, if it does, it is hard to say, but the trade may be prepared for higher prices in the near future if present indications work out as it is thought they will.

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Molasses continues quiet. Practically no business is being transacted in this line. Corn syrups have been advanced about an eighth of a cent in barrels, half barrels and quarter barrels; ten cents in pails, five cents in two and five-pound tins, cases; ten cents in ten-pound tins, cases and fifteen cents in twenty-pound tins, cases.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 03
" ¼-bbls.	0 03½
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

FOREIGN DRIED FRUITS—Valencia raisins continue very high and consequently there is not much buying being done, buyers preferring to wait until there is a drop. Currants are higher for Fall owing to advances on primary market. Advices from California say that owing to the hot weather and the subsequent shrinkage in the crop, it has been necessary to advance the price of all Californian raisins a quarter of a cent. Prunes are distinctly stronger than at the time of our last report. The first estimates on Californian fruits have been greatly reduced owing to the very warm weather. The price recently quoted on Californian peaches has been withdrawn. First shipments of new prunes are expected this month. Dates are about cleared up on spot, what lots there remain being taken up at 5c. Packages bring 5 1-2c. Nuts continue to advance. Reports received say that Tarragona almonds will be scarce this season. Walnuts are higher.

Valencia Raisins—	
Fine off-stalk, per lb	0 05
Selected, per lb	0 05½
Layers, "	0 06
Dates—	
Dates, Hallowees, per lb	0 05
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 13
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ⅛s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½ 0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08½ 0 09
" " 4 crown	

Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05

Currants—	
Filiatras, uncleaned, barrels	0 05½
Fine Filiatras, per lb., in cases	0 06 0 06½
" " cleaned	0 06½
" " in 1-lb. cartons	0 06½
Finest Vostizzas "	0 06½ 0 07½
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb	0 06½ 0 08
" " 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07½ 0 08
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

EVAPORATED APPLES—New crop evaporated apples are expected to arrive next week. Dealers are quoting 8c. to 8 1-2c. Meantime there are some who are quoting about 15c., but this figure is not obtained, buyers preferring to wait a week for the new crop.

SPICES—Dealers report an increasing business in spices. All lines are now subject to more or less inquiry. Jamaica ginger is very high in the primary market, but locally it is practically unchanged. Nutmegs are very cheap.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Sept. 6, 1906.

BUTTER—Market firm. Demand from England continues small.

CHEESE—Market featureless. Little export business passing.

EGGS—No change noticeable.

PROVISIONS—Steady market rules. Prices unchanged. Abattoir dressed hogs quoted $10.00 per 100 lbs.

HONEY—Honey is very scarce, in some districts it being impossible to obtain any at all. The price of buckwheat has been advanced one cent.

White clover comb honey	0 14½ 0 15
White clover, extracted tins	0 08
Buckwheat	0 08

MAPLE PRODUCTS—There has been no change in this market since last report.

Maple syrup, in wood, per lb	0 05½ 0 06½
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 07 0 07½
Pure Beauce County, per lb	0 08 0 08½

RICE AND TAPIOCA—There is some talk in the trade of an advance in rice. It is not usual for this article to either advance or decline at this period, but owing to conditions in the primary market it is thought that it may soon be necessary to change quotations.

B rice, in 10 bag lots	3 15
B rice, less than 10 bags	3 25
C rice, in 10 bag lots	3 15
C rice, in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 08

BEANS—A report received from the bean district in Ontario states that the recent rains have damaged the crop very considerably. Rumor says that probabilities point to only half a crop. How true this may be has yet to be seen.

Choice prime beans	1 60 1 65
Lower grades	1 55 1 60

ONTARIO MARKETS.

ABBREVIATIONS—

Corn syrups advanced.
Starches up ¼c. to ½c.
New Valencia raisins very high.
Rice higher in London.

Toronto, Sept. 6, 1906.

Toronto wholesalers are very busy this week extending the glad hand to the multitude of customers attracted to the city by the exhibition and cheap rates. Not a very heavy business is passing, however. Many of the travelers have been in all week.

Prices are pretty steady. The most noteworthy change was an advance in starch and corn syrups, announced Monday. Increased cost of raw material and labor are alleged to be the reason for the advances. Sugar is still firm, and opinions as to the future differ between steady and an advance. Dried fruits continue to advance in price and the situation is not very satisfactory.

CANNED GOODS — No new prices have come out this week, but tomatoes and corn are looked for any time now. Demand continues good.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS. This year's pack.	Group No. 1	Groups No. 2
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals., red pitted		8 75
" " not pitted		7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack		7 25
Gals., red, standard		5 00
2's, preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard		5 50
Gals. " solid pack		8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard		5 50
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)		1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard		5 50
" solid pack		8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard		5 25
" solid pack		8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard		6 25
Gals. " solid pack		9 00

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	....	2 75
Beets—		
2's, sliced, sugar and blood red	....	1 00
2's, whole, " "	....	90
3's, sliced, " "	....	1 20
3's, whole, " "	....	1 10
Beans—		
Fancy brands	....	....
2's, golden wax	0 85	0 82½
3's " "	1 30	1 27½
Gals. " "	....	3 75
2's, refugee or Valentine (green)	0 85	0 82½
3's (green)	1 30	1 27½
Gals.	....	....
2's, crystal wax	0 95	0 92½
Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4	....	3 75
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 75
½-lb. " "	....	1 20
Northern River Sockeyes	....	1 65
Cohoes, per doz	....	....
Humpbacks, "	....	....
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ½s	0 08	0 10
" P. & C., ½s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 35
" 2s, "	2 40
" 6s, "	7 20
" 14s. "	16 80

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

Last year's pack.

FRUITS.

Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	....	3 00
Grapes—		
2's, white Niagara	1 42½	1 40
2½'s, white Niagara	1 77½	1 75
3's, white Niagara	1 97½	1 95
Gal., white Niagara	3 52½	3 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Plums, Damson—		
2's, light syrup	0 92½	0 90
2's, heavy syrup	1 17½	1 15
2½'s, heavy syrup	1 47½	1 45
3's, heavy syrup	1 77½	1 75
Gal., standard	2 97½	2 ..
Plums, Lombard—		
2's, light syrup	0 97½	0 95
2's, heavy syrup	1 22½	1 20
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 77½	1 75
Gal., standard	3 17½	3 15
Plums, greengage—		
2's, light syrup	1 02½	1 00
2's, heavy syrup	1 27½	1 25
2½'s, heavy syrup	1 52½	1 50
3's, heavy syrup	1 82½	1 80
Gal., standard	3 47½	3 45
Plums, egg—		
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 82½	1 80
3's, heavy syrup	2 12½	2 10

VEGETABLES.

Cabbage—		
3's	0 87½	0 85
Carrots—		
2's	0 92½	0 90
3's	1 02½	1 00
Cauliflower—		
2's	1 42½	
3's	1 82½	
Corn—		
2's	0 85	0 82½
Gal., on cob	4 52½	4 50
Parsnips—		
2's	0 92½	90
3's	02½	1 00
Pumpkin—		
3's	0 80	0 77½
Gal	2 52½	2 50
Squash—		
3's	1 02½	1 00
Succotash—		
2's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 25	1 30
Gal., all kinds	....	3 75
Turnips—		
3's	1 02½	1 00

SUGAR—A careful observer of the sugar market said to The Canadian Grocer yesterday: "The market is firm. Some people look for an advance."

"What's your own view?"

"I think an advance is not unlikely, but I wouldn't be surprised if it stayed where it is."

The latest quotation on European beet is 9s. 6¾d., which is 3 farthings higher than a week ago. The situation in Cuba is probably the most interesting feature at the moment. Willett & Gray say:

"Cuban exports for the week were 16,800 tons, leaving a stock of only 77,000 tons, of which about one-half remains unsold.

"The price of 4c. for centrifugals is high enough, based on present conditions of supply and demand, provided dependence can be placed on the new Cuba crop coming to market at the usual time. Refiners' supplies of raws on hand and to arrive from Cuba, Europe, Java and Hawaii are sufficient for their requirements until December 1.

"Meanwhile the new beet crop will begin to come in, and if cane sugars should become scarce, the deficiency can be made up by imports of beet sugars. But the question is—what price will the European holders demand in case the new Cuba sugars are not available at an early date?

"The time for grinding cane in Cuba is three months off, and the Government officials are making strong efforts to crush the revolution immediately, in order that work on the crops may not be interfered with. The movement, however, appears to be spreading, and indications are that it cannot be suppressed by force of arms in a short period. Cane is being neglected in several localities, bankers are withholding loans and planters are becoming discouraged.

"If a settlement of the troubles, by compromise or otherwise, is effected soon, the supplies of raw sugars will be abundant and prices will be regulated accordingly; but if present conditions in the island continue, there will be not only a delay in harvesting but an important shortage in crop outturn, which, in addition to the expected decrease of 600,000 to 800,000 tons in the European beet crops, would cause a deficiency in supplies and speculators would certainly push prices upward. Events in Cuba will be watched with keen interest by everyone for some time to come.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 [illegible]
Phoenix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98
Granulated and yellow, 100-lb. bags 5c. less than bbls	

SYRUPS AND MOLASSES — Corn syrups advanced on September 1 and the quotations are revised accordingly. Fair business is passing.

Syrups—		
Dark	....	..
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.	....	0 0[illegible]
" ½-bbls "	....	0 03
" kegs "	....	0 0[illegible]
" 3 gal. pails, each	....	1 40
" 2 gal. "	....	1 00
" 2-lb. tins (in 2 doz. case) per case	....	1 [illegible]
" 5-lb. " (in 1 ") "	....	2 40
" 10-lb. " (in ½ ") "	....	2 3[illegible]
" 20-lb. " (in ¼ ") "	....	2 25
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEA—Fair business is passing locally and nothing of great moment has transpired within the week. From England mail advices give the old story of better prices for all except common teas and they are rather a drug on the market.

COFFEE—Of the present outlook Willett & Grey, New York, say:

"While valorization matters in Brazil are developing, the markets have gone lower on various local causes, such as September settlements, liquidation and transfers, as well as forced selling and manipulation, under which stop orders were reached. The market position is decidedly better and will assert itself ere long. The same necessity for supplies exists in consuming countries and the Brazil crop is required to satisfy consuming demand and complete the stocks of commercial grades. There is no reason for the pessimistic sentiment which manipulators are trying to spread and especially when looking ahead at the prospects of the now growing crop."

DRIED FRUITS—All markets appear to be firm, but Valencia raisins appear to be the most interesting subject. Prices continue to advance and it would cost now to lay down the fruit in Toronto 3c. a pound more than a year ago. That represents an advance of about 70 per cent., making the fruit cost about as much as California seeded raisins. There is promise of a big year for the California product. Prunes have advanced another ½c. in California, making ½c. within a fortnight.

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	.... 3 07	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	.... 0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	... 0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			.... 0 04½

Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—			
Lemon	... 0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		

Figs—		
Elemes, per lb	0 10	0 14
Tapnets, "	....	0 04½
Peaches—		
Californian evaporated, " " ..	0 14	0 17
Pears—		
Californian evaporated, per lb	....	0 13
Currants—		
Fine Filiatras	0 06½ up	
Patras	0 06½ 0 06¾	
Vostizzas	0 07½	0 08½
Cleaned ½c. more.		
Raisins—		
Sultana	0 05½	0 09
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	0 06	0 06½
Seeded, 1-lb packets	0 09	0 10½
California, loose muscatels—		
3-crown	....	0 07½
4-crown	....	0 90
Dates—		
Hallowees	.... 0 05	
Sairs	.... 0 04	
Fards new choicest	0 09	0 10½
" new choice	....	0 09½
Domestic evaporated apples		0 13

NUTS—Tarragona almonds are now costing on the primary market 2c. a pound more than a year ago. There are no changes locally in quotations.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 28	0 30
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb	....	0 10
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

SPICES—Quotations are unchanged:

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	....	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 ?2

RICE AND TAPIOCA—Fred Dane, importing broker, yesterday received from London a cable advice stating that the rice market was going considerably higher there.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	0 07½
" double goat	....	0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07
Quail-on-toast, per lb	0 05¾	0 60
Flitched cod fish, cases of 100 lbs	....	6 50

WOOL AND HIDES—Quotations are practically unchanged.

Hides, inspected, steers, No. 1	....	0 12½
" " " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
Country hides, flat, per lb., cured	....	0 11
Calf skins, No. 1, city	....	0 13
" " No. 1, country	....	0 12
Lamb skins and pelts	....	0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

NOVA SCOTIA MARKETS

Halifax, N.S., Sept. 4, 1906.

The produce markets are now very active and dealers report business good. Butter is very firm and owing to the limited receipts the price is advancing. Creamery prints are now quoted at 24c. and dairy is rather scarce at 20c. to 21c. Many of the factories are now turning their attention to cheese making. Eggs have also been advanced, Nova Scotia being quoted here at 19c. and Charlottetown from 17c. to 18c.

FRUIT—Is in good supply and is now increasing daily. Nova Scotia peaches are quoted at 60 cents per six quart basket. Nova Scotia apples, astrachan apples are quoted at from $1.50 to $2. American gravensteins are worth $5 and early Williams $4 to $4.50. Nova Scotia gravensteins are expected on the market shortly. California Bartlett pears are quoted $4 per box, and American Bartletts at $5.50 to $6 per barrel. There has been a glut of bananas on the market during the past week, and good stock could be bought on the wharf at which the steamer loaded her cargo at from 50c. to 75c. per bunch. Oranges are very scarce and high, and also lemons.

FISH—Notwithstanding the report of the small catch of fish on the Newfoundland Coast, dealers here do not seem to be worrying over the outlook, although they are buying up all the fish available. The condition of the foreign markets at the present time is not very encouraging, and in consequence this has had some effect on the home markets. Cod is selling here ex vessel at $4 to $4.25. The shore fishermen are doing fairly well, particularly those in the vicinity of Ketch Harbor and Lambro, where large catches of pollock and cod are being made. Large catches of herring are being made at Yarmouth, Port La Tour and Liverpool. Bait is becoming more plentiful. The fishermen on the Cape Breton coast have been greatly hampered in their operations owing to the scarcity of bait. The schooner Twilight, from Dover, N.S., landed 100 barrels of pickled mackerel, 50 barrels of pickled herring and 25 qtls. of dry fish. The Rising Sun from Prospect brought 175 barrels of herring and eight quintals of cod; the Venus from Fallport. 800 qtls. dry fish and 10 barrels herring, and the Louise Maud 75 qtls. dry fish.

The grocery markets on the whole are in a healthy condition, and there is a general movement in all lines. No changes of special note have occurred since last report.

The retail grocery stores of Halifax were open for business during the morning of Labor Day, but in the afternoon all closed up.

Fred J. Clarke has purchased by tender the grocery business of J. L. Archibald & Son, on Spring Garden Road, and took possession on Saturday last. Mr. Clarke also conducts an up-to-date grocery on Seymour street. Mr. Archibald and his son, Bert, have also disposed of their fine residences on Coburg Road, and it is understood that with their families they will remove to Western Canada where they will engage in the same line of business.

Robert Urquhart, the veteran grocer of Spring Garden Road, who has been laid aside by illness for several weeks, is about again and once more behind the counter.

N. B. MARKETS

St. John, N.B., Sept. 3, 1906.

This has been a somewhat quiet week—that is, there has been light business as far as the wholesale houses are concerned. The exhibition brought large crowds to the city, and while very many of the outside buyers called to see the trade, few were inclined to talk business. There is, however, great advantage in buyers and sellers getting acquainted. It results in increased confidence where conditions are right.

The exhibition was a success. Exhibitors were pleased, feeling the value of the advertisement, the direct touch with the consumer under the most favorable conditions. Without doubt much money was left in the city. Travelers finding it impossible to do business on the road were, in many cases, on hand and busy showing every attention to their customers.

In markets there are few changes. Rice is firm. Spice, particularly ginger and cloves, held at full figures. Flour is somewhat of a puzzle. Sugar very firm but advance is slow. The feature of the market is the very extreme price of cheese.

OIL.—In burning oil improved sale, prices unchanged but firm. Lubricating oils continue to have a free demand. Paint oils rather quiet, prices unchanged. Cod oil has just a fair demand. There are fair receipts. The feature of this line is the heavy sale of gasoline and the difficulty to get stock.

SALT.—There are continued receipts of Liverpool coarse salt. Sales are good and prices well maintained. In fine sale chiefly for Canadian.

CANNED GOODS.—While both tomatoes and corn, particularly the latter, are firmly held, there are fair stocks here and no special interest shown. New peas, beans, and a few other lines received. Peas well above last year's prices. Fruits are firmly held. Apples and strawberries well above last year. Salmon firm at the advance. Oysters scarce and higher. In domestic fish, sardines a light pack and very firmly held. Kippers and haddies unchanged.

GREEN FRUIT.—While there is now lots of cheap apples, best stock is held at full figures. New Brunswick stock is chiefly Fall apples. Crop not large. Oranges and lemons are still very high. Bananas in fair supply. Pears are of fine quality; prices are firm. Peaches high. California plums unchanged. Ontario fruit shortly expected.

DRIED FRUIT.—The feature of the market is the high prices of Valencias. This is the more noticed because of the low prices of last year. It will mean light sales. California prices unchanged. Sales of California goods have been large, particularly prunes. Owing to the price very few apricots and peaches sold. Prunes quite low. Spot seeded raisins higher. New evaporated apples freely quoted, prices quite low. Currants are firmly held. Owing to very favorable terms and prices quoted by New York firms they have sold freely of new goods. Dates, peels and figs firmly held. Onions quoted rather higher.

SUGAR.—Full stocks are held. Prices firm at the advance of some two weeks ago. Higher figures daily expected. So far the advance has been slow.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co, Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S
Halifax, The, Fish Co., Halifax, N.S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Hart, Levi, & Son, Halifax, N.S.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J, Co., Ltd., Bowmanville, Ont
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T, & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos., Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Office Supplies.
Copeland-Chatterson Co., Toronto.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
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GREATEST ANNUAL FAIR

CANADIAN NATIONAL AT TORONTO WITHOUT AN EQUAL IN THE WORLD AS A YEARLY EXHIBITION—HOW IT STARTED—ITS SPLENDID EDUCATIONAL VALUE—SUCCESS THIS YEAR UNPARALLELED—GREAT ARRAY OF FOOD STUFF EXHIBITS—FINE DISPLAY OF THE PRODUCTS OF THE WEST INDIES—EDUCATION IN THE ART OF DISPLAY AND DECORATION.

Ideal weather, record crowds, more and finer displays have put this year's Canadian National Exhibition at Toronto away beyond any former achievement. The greatest annual exhibition in the world is now its rightful name beyond all doubt. People who see it year after year get used to it and fail to appreciate its superiority. A Toronto teacher had some American friends visiting him this week. They had taken advantage of the low fares without any thought of the exhibition. When invited out to the fair they thought it wasn't worth while and impressed their host and hostess with the great things to be seen in New York and other American cities. They were persuaded to go, however, and a short time on the grounds put an end to the talk about what they had seen elsewhere.

There were exhibitions in Toronto before 1879, but it was in that year the present exhibition was started. Hamilton was the first place in Canada to undertake an annual exhibition, and Toronto got the idea there. In 1877 the Provincial Exhibition, an itinerant fair, was held in Toronto. The city made an arrangement with the Agricultural and Arts Association to conduct an annual fair on condition that certain buildings were erected. The city did its share but the society got cold feet and drew out. Some public-spirited gentlemen took the matter up and decided to go on with it. The exhibition of 1879 was opened in the present grounds by the Marquis of Lorne. Many mistakes have been made in the 30 years and a good deal of money has been expended ill-advisedly, but the present exhibition is worth far more than it has cost in money and public-spirited effort. It is estimated that there is now in buildings alone an investment of a million and a half dollars.

There is not a business interest in Canada not touched by the fair and every year it becomes a larger factor in the agricultural, industrial and mercantile life of the Dominion. In 1880 there were 8,234 exhibits. This year there are over 8,000 animals alone on exhibition. The educational value of the fair cannot be computed. A teacher walked into the exhibit of West Indian products and said to Mr. Pickford, who is in charge: "Have you any more of those booklets about the West Indies? I got one myself, but I would like one for each of my pupils." There was a pebble of knowledge thrown into the young life of Canada to cause ever increasing ripples of learning. That is but a very minute instance of the educational value of the exhibition.

The manufacturing operations in the Process Building were an endless source of interest to the visiting multitudes. This department is being fostered and will one day occupy the whole of the great building.

No Dairying Lectures.

The only department that might be considered weak this year is the dairying. The Ontario Government has not taken the usual interest and the lectures

Canadian National Exhibition—Mechanical Figure at Main Entrance of Manufacturers' Building.

by experts which have been so popular in the past are this year eliminated.

The loan exhibition is a feature that cannot be too highly prized. There are gathered pictures from the public galleries and private collections of Great Britain that otherwise would be quite unavailable to the great mass of the people who see them at the exhibition. Canada is too young a country to have fostered art a great deal, but true appreciation of fine art is a quality in a people or an individual greatly to be desired. Nothing could better advance the cause of art than these loan exhibitions.

Next year it is expected the departments of horticulture and floraculture will be newly housed and a decided impetus will be given to these important departments.

Wealth of the West Indies.

One of the most instructive and interesting exhibits is that of West Indian products in the Process Building. It contains upwards of 2,500 examples of the agriculture and manufacture of the Carribean Archipelago. Most of them are foodstuffs, but there are many samples of cotton commercially recognized as the best in the world. The whole has been arranged and is under the direction of Mr. Pickford, of Pickford & Black, whose line of steamships is the principal means of communication between Canada and the Indies. The display is a credit to his taste and judgment. Though a little too confined for the best results the public are admitted within the enclosure and may examine as minutely as they please the hundreds of articles.

The Indies produce a great variety of spices and to see them as they are presented in this exhibit is the best possible kind of education for the grocer. There is the nutmeg just as it grows with its coating of mace and enclosed in a big pulpy shell. And such nutmegs! Lots of dealers have said "We can't get nutmegs like that." Mr. Pickford's reply is "Why don't you deal with the Indies instead of through New York?"

There are sugars in great variety, many glass jars of cocoa, a large variety of preserved fruits, tapioca, an interesting feature in the grocery markets today which few dealers are aware is produced in the West Indies; nuts of many and curious varieties, green fruits, syrups, cordials, rum, bitters, woods, a sticky compound of molasses for cow feed, essential oils, honey and a host of other equally interesting exhibits.

The exhibits and their housing in the Manufacturers' Building are this year finer and more elaborate than ever. In the aggregate a great sum of money must have been expended in providing these displays. For an observant grocer a trip through that building is in itself an education in the art of display and decoration.

Borden's Condensed Milk.

The most important article of food is milk. The most important question is its purity. Impure milk is the chief cause of death among infants. Gail Borden in 1853 solved the problem of "milk evaporation in vacuo" and became in a large way a benefactor of the human race. Upon the beginning he made one of the greatest business institutions in America has been built up and is to-day carried on by his family and associates. The Borden Condensed Milk Co. is the largest handler of milk in the world. The success of this company goes back of their spotless methods of manufacture and handling and lies primarily in the minute and absolute control of all dairymen who supply them with milk. It is on the farm that milk is most often contaminated, but the Borden dairymen must operate hygienically according to a cast iron contract and a very thorough system of inspection is maintained.

Cleanliness is the chief item of expense in the production of pure milk. The products prepared by unreliable companies are subject to carelessness and unscientific handling. The very best milk may be impaired in flavor and otherwise robbed of its natural and healthful characteristics in one stage or another, unless thoroughly safeguarded from pasture to consumer.

Science is unfolding many startling things in these days of investigation. The belief is gaining ground that the result is the same whether you are killed by a bull or by a microbe. As a means of self-protection, wise men are carrying fewer pistols and more microscopes.

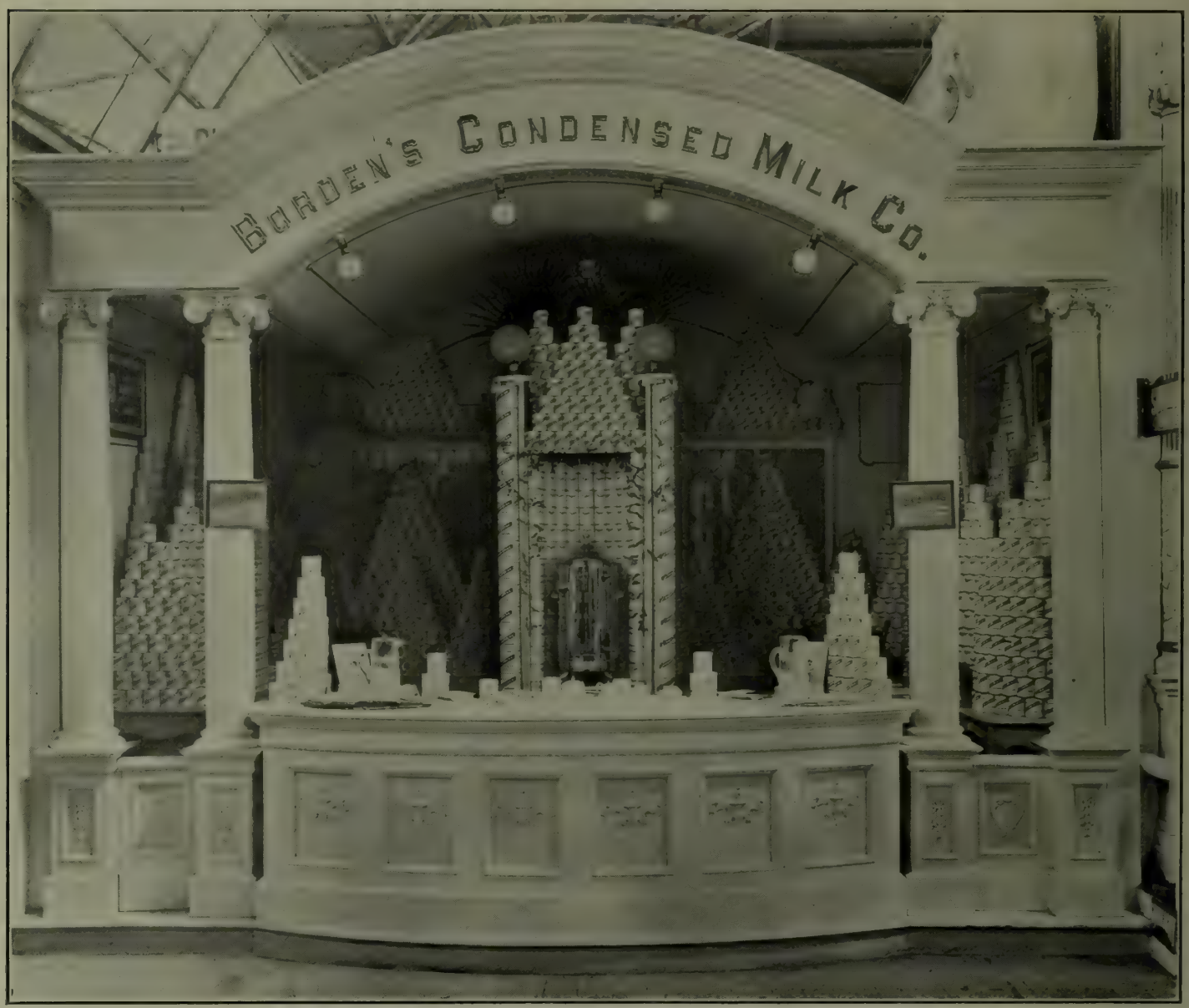
Experiments have shown that the contamination of milk occurring under ordinary circumstances can be reduced over ninety-five per cent. by taking care to avoid all sources of impurity and unfavorable conditions, but the care necessary is expensive. The different steps through which milk passes might be compared to the links of a chain—if one is weak the strength of the whole chain is impaired; so if the care of milk is neglected at any step, the care taken at other times may be rendered useless.

Just an instance of the company's carefulness: Before a factory is formally opened, there are often long months of rehearsing to accomplish the absolute sanitary efficiency of employes and dairymen. No milk is sold from a factory until the president of the company is satisfied that "the principles under which it is managed are as perfect as human ingenuity can make them," to quote the official announcement. There are ninety factories and receiving stations.

Of course, such a while light of honesty could not remain hid under a bushel. During half a century, these products have taken the highest award whenever exhibited in competition.

The Borden Condensed Milk Co. claim that more babies have been successfully raised on Eagle Brand milk than all other so-called artificial foods combined.

Testimonials are never used in the Borden Co. advertising (the firm is intensely conservative in the manner of its announcements), but there is in its archives a collection of thousands of



Canadian National Exhibition—Borden's Condensed Milk Co. Exhibit.

Canadian National Exhibition—Minto Bros. Melagama Tea Exhibit.

children's photographs, sent voluntarily, which would take a day to go through, and which would make a mighty effective campaign if widely published. For with each picture came a letter from a grateful mother eager to tell of the benefit from feeding her child on Eagle milk, often supplemented by one from the family physician.

Melagama Tea.

After thirty-five years in the tea business people are apt to know what they are doing. That is where the Melagama Tea people, Minto Bros., are. And they are not confined to package teas or a package tea. They make a specialty of bulk teas. They are blenders, too, and in this line of work a generation of successful operation in the tea trade stands them in the highest stead. Their long experience insures for their customers a continuity of blend so that when a grocer gets a blend that he likes and his customers like, he can confidently build his trade upon it, knowing that the next order will be the same, and the next and the next. That is success in tea blending, the success that tea blenders the world over strive for.

The company claim that Melagama tea yields the retailer a better profit than any other package tea on the market, and that the quality is as good as the best. Melagama is well advertised, which is another important consideration in regard to package tea. Like their blended bulk teas, their package tea is blended by experts and its uniform quality is assured.

Minto Bros. invite grocers to write for samples of their new crop Japan teas. This invitation is not limited to Japans; the company will be pleased to furnish samples of any of their teas on request.

Their booth at the exhibition is one of the busiest corners in the Manufacturers' Building and the public evince a keen desire to sample "mother's favorite." In addition to an attractive display of Melagama packages there are in view samples of bulk teas ranging in price up to a dollar and more a pound wholesale.

Majestic Polishes.

Among the exhibits at the Fair that brought a personal interest to all who saw it, that of the Majestic Polishes, Limited, Toronto, was up with the leaders. Polishing up metal and burnished surfaces ordinarily suggests the application of elbow grease, the contemplation of which often left the cleaning up until corrosion and time put the articles to be cleaned without the pole of such work.

Polishes have been brought out from time to time that eliminated to a great extent this hard labor, but which either ate into the metal or scratched the surface so that soon the brightness was altogether gone. It was to do away with these injurious elements and yet get a quick shinning polish that the Majestic brands were first made. In the liquid metal polish only the highest quality of refined oils are used, free from all acid and grit, and which can be used with perfect safety on the most delicate gold and silver. The Majestic bar polish is made for cleaning and polishing copper, brass, nickel, zinc, bar fixtures and household articles. A feature of this and all the Majestic polishes, is that

Canadian National Exhibition—Majestic Polishes Exhibit.

not only is a lasting lustre obtained, but all stains and oxide are removed, and the metal left less susceptible to atmospheric conditions. The company's paste metal polishes are made in three colors—white, red and black—of the same high grade ingredients as the liquid polish. As many housewives are prejudiced against a liquid polish for their silver, the Majestic people have got out a silver polishing powder, which is a dry polish highly recommended as giving a lasting brilliancy to the article cleansed. This powder is guaranteed to contain no acid or alkali, and like their other polishes contains only pure ingredients. The Majestic furniture polish is another line, made expressly for high grade polished wood surfaces, and there is no case where a good polish is more desirable. Nearly everyone has some idea how to go about polishing metals, but few amateurs have been successful in restoring the lustre to a highly-finished piano or other article of furniture. There is usually a hesitancy in tackling a piano, and well there might be, for it is too expensive an article to experiment upon, as many have found out by experience. For this class of work, however, the Majestic furniture polish has been proven to be a complete success as can be testified by the many people in Toronto and other Canadian towns who have used it.

Red Rose Tea.

It could seldom be seen for the throng about and in it, but the Red Rose Tea booth was one of the daintiest and most attractive in the Manufacturers' Building. The decoration was in white and green, very artistically done, with some touches of the oriental. In the centre was an illuminated pillar proclaiming Red Rose Tea to the multitude of eyes the live-long day. The back of the booth was walled with packages of tea and the words Red Rose Tea were spelled out in the roses on the ends of the packages. Tables and chairs were furnished for 30 people, and usually the booth was full of people sampling the tea, which was daintily served by a corps of pretty girls. The booth was in charge of Geo. H. Taylor, who made tea in a way to surprise a great many ladies and please them all.

Just about five years ago Red Rose Tea was introduced on the Ontario market, starting with two travelers—the tea and firm absolutely unknown on this market, being told continually there was no room for another package tea. In fact one of the above-mentioned travelers told our reporter that when making his first call on the Ontario grocers, some of them had a good laugh, as they thought it quite a joke. To-day they have ten travelers calling on the Ontario trade, and the name of T. H. Estabrooks and Red Rose Tea, and its familiar echo, "Is Good Tea," is certainly well impressed on the public.

Their new premises at 3 Wellington street east are centrally located and well adapted to the tea trade. G. H. Campbell, who is well known to most of the Ontario trade, has charge of the

Canadian National Exhibition—Exhibit of Red Rose Tea and Staff.

Toronto branch, and thoroughly enjoys meeting his old friends and making new ones.

Mr. Estabrooks is to be congratulated on his remarkable success on the Ontario market. It all goes to prove what he claims, that Red Rose Tea "Is Good Tea."

Fry's Cocoa.

That Fry's chocolate and cocoa are popular articles was well demonstrated by the fact of the large crowd of interested and satisfied customers constantly about their booth at the Toronto exhibition, and which at times fairly swarmed the limited space afforded them and taxed to its utmost the active staff which looked after the wants of the people. The booth is tastefully decorated in blue and white.

There were distributed tens of thousands of match boxes filled with Fry's cocoa, picture post cards, souvenirs, milk chocolate samples, etc.

Fry's celebrated pure concentrated cocoa was served daintily in the firm's own special Doulton chinaware. This cocoa has a world-wide reputation and has taken medals and diplomas in every civilized country on the globe. Chocolates in popular priced sizes were on exhibition and sale.

The exhibit was in charge of M. D. Beard, who represents in Ontario the Canadian agents, D. Masson & Co., of Montreal, who have their Ontario branch at 8 Colborne street, Toronto. There a complete line of the goods of J. S. Fry & Sons is always kept in stock. The firm have now upwards of two thousand customers in Ontario, where a year ago there were 500. That speaks volumes for the quality of the goods.

Canadian National Exhibition—Exhibit of Fry's Milk Chocolate.

Canadian National Exhibition—H. J. Heinz Exhibit.

H. J. Heinz Co's Usual Fine Exhibit.

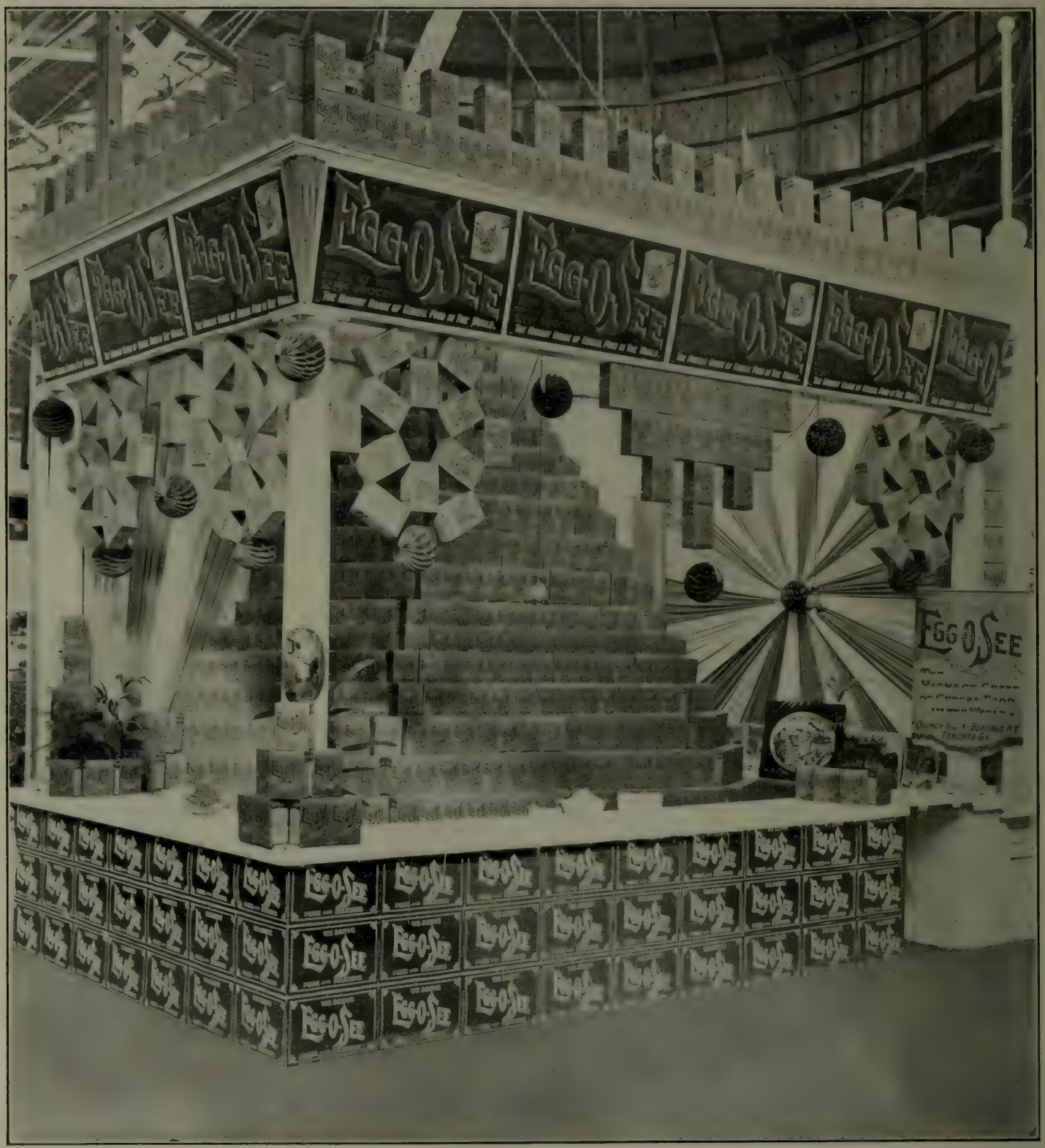
Among the specially notable exhibits at the Toronto Exhibition this year, it is a pleasure to mention the display of H. J. Heinz Company, the high character of whose products is mutely evidenced in the beautiful appearance of the display itself. In accord with the company's well known business hospitality, a staff of courteous demonstrators is constantly on duty at the booth, serving samples of the "57 Varieties" to the thousands of exhibition visitors who have heard of Heinz quality and want to test the many good things for themselves.

This thorough manner of acquainting the consumer with the merits of their products, is characteristic of the Heinz way of doing things. With them, thoroughness is an all pervading business principle. Beginning with the very source of supply they raise their own seeds on experimental farms devoted solely to the propagation and perfection of those varieties of fruits and vegetables best suited to their purposes; to supply the raw materials for Heinz products, 20,000 acree of land located in the most fertile sections of the United States and Canada annually yield up their richness. In these widely scattered sections 13 branch factories and 67 salting stations have been established, enabling the company to manufacture the fully ripened products fresh from the field the same day they are harvested, thus insuring in the finished product a flavor of the fresh fruit not otherwise attainable. Coupling this care in the selection of raw materials with the most modern and scientific methods of manufacture, an inviolate insistence upon

cleanliness in every stage of preparation and a high regard for the comfort and convenience of their employes, we may understand in some measure how H. J. Heinz Company have grown to be the largest manufacturers of food products in the world.

word—PURITY; a purity which involves absolute perfection of raw materials, cleanliness to the minutest detail of manufacture and environment, and the constant endeavor to improve upon their best in quality. That the exacting conditions of such a high standard have been fully met in the Heinz kitchens is conclusively proved by the testimony of more than 30,000 visitors who annually go through the company's main plant at Pittsburgh and see for themselves just how the "57 Varieties" are made.

The Heinz doors are always open to visitors, and this willingness to show an inquiring public how they do things at all times, and especially at such times as this when food purity is a question in the mind of every householder, has done much in gaining a world wide confidence for Heinz products and establishing them as the standards of purity and excellence everywhere.



Canadian National Exhibition—Exhibit of Egg-O See Co.

And this thorough supervision of every step in the growth and manufacture of the "57 Varieties" from the planting of the seed to the delivery of the finished product, finds its keynote in the single

Egg-O-See.

It is pretty safe to say that no one blessed with the sense of sight to an ordinary degree has passed down the south aisle of the Manufacturers' Building without seeing the Egg-O-See exhibit. There is little chance of missing it. Presenting a solid monotone of color—green—it has a decided distinctive quality that quickly draws attention. That accomplished, there is not the slightest likelihood of the spectator going away without knowing what article is being advertised. "Egg-O-See" is everywhere, and a man with a megaphone could not draw a larger crowd than the goods themselves do. The entire exhibit is built of packages of Egg-O-See, and the arrangement is simple, though very effective.

The following table of percentages show the result:

	Egg-O-See.	Wheat Flour.
Moisture	9.73	13.94
Proteids	10.43	9.02
Fat	2.81	1.51
Ash	2.47	.42
Crude Fiber	1.31	75.11
Carbohydrate	73.25	
	100.00	100.00

The analyst concludes: "From these analyses we see the superiority of the Egg-O-See in food value. It has a higher percentage of proteids, fat, and ash. The ash, which is rich in phosphates and iron compounds, is very small in the roller process flour. The fiber in the Egg-O-See is also of great value, in that it assists the digestive processes; this is almost entirely lacking in the flour."

In the booklet, "Back to Nature," which has been distributed at the Exhibition, the strong points of Egg-O-See are convincingly stated. Egg-O-See menus for every day in the week are given also, as well as instructions in regard to the proper mode of living.

The Harry Webb Co.

The Harry Webb Co., wholesale confectioners, Toronto, presented a dainty array of their goods in the Manufactures Building. Besides the staple lines in 10c. and 25c. packages, half pound and pound boxes, etc., Christmas novelties are shown in wide variety. Silk boxes, silk-lined baskets, fancy and picture boxes, etc., form an attractive display.

Biscuit Makers of Quality.

Christie, Brown & Co.'s array of over 500 varieties of biscuits and cakes is as usual a principal food stuff display. No fact of business is better established than that it pays the grocer to handle the best goods and get the best trade. For more than a generation the name "Christie" has been indicative of quality and purity in biscuits throughout Canada and far beyond the boundaries of the Dominion.

As an illustration of how Christie, Brown & Co. maintain their standard of excellence, take the one item of butter. The bulk of their supply is purchased

Canadian National Exhibition—Exhibit of the Harry Webb Company, Confectioners.

The booth has been actually besieged with people desiring samples of the cereal.

Egg-O-See is a product of the Egg-O-See Cereal Co., Quincy, Ill. It is the whole of the wheat with an exquisite flavor in addition. It is cooked for a period of two hours, then baked. In air-tight, inner-lined packages it is preserved crisp and delicious, never having been touched by hand from the reaping of the grain to the serving at the table.

Edward H. Keiser, Professor of Chemistry, St. Louis,, Mo., made an analysis of Egg-O-See, and for comparison one of a high grade of wheat flour.

from dairy farmers under contract to supply their whole output. These are the very best butter makers in the country and as the company pay the highest price there is keen competition to supply them. When supplies from these sources prove insufficient the best creameries are drawn upon. All the butter is salted according to the company's directions. In this way uniformity is attained and in turn insures uniformity in the product. Examine a tin of Christie's biscuits and scarcely one will differ from the rest in the slightest degree.

An importing molasses broker told the writer one day when discussing the molasses market that no matter what the cost Christie, Brown & Co. always got

the very highest quality and the price was usually about twice what indifferent grades sold at. Throughout the purchasing trade this is the reputation of the firm.

Paying such attention to quality of expense. Each employe is allowed time during working hours for two baths a week. Such is the organization that if a complaint should come in of gravel in Sultana biscuits—a circumstance almost unknown—given the number on the box, is put into boiling water and next into an oven. When removed it is handled by a man with heavy leather mitts.

The company have adopted the new method of putting up their fragile goods in half-pound cartons. These are packed

Canadian National Exhibition—Exhibit of the Christie, Brown Co.

raw material, the company is not likely to be lax in its methods of manufacture. Nor is it. The great factory is a model of cleanliness and organization. Every one of the hundreds of employes is furnished with a uniform and handkerchief, which are laundered at the company's

the girl who cleaned the raisins would be known.

The cleaning of returned biscuit boxes is another example of the firm's particular methods. Every such box gets the same treatment. It is first soaked in water and the label removed, then it

in the usual tin box. Those who prefer the old style can have it; the new costs 1c. a pound more. Sodas are packed in pound and half-pound boxes.

The company's four-way exhibit contains over 500 different varieties. Christie's biscuits are so light that there are

an unusual number of them to a pound which more than makes up the increased cost to the consumer. The company now pay freight on lots of 200 lbs. and over.

Very Popular Exhibit.

Judging from appearances, one of the most popular exhibits at the exposition is the Jell-O booth, located near the south-east corner of the Manufacturers' Building, where competent demonstrators serve free delicious ice cream made from Jell-O ice cream powder. The ice cream is made by simply stirring the contents of one package of Jell-O ice cream powder into a quart of milk, or milk and cream mixed, and freezing without heating, cooking or the addition of anything else whatever, as everything but the ice and milk is contained in the package, and is strictly pure and wholesome, standing the severest tests of the pure food commissioners.

Jell-O is prepared by dissolving contents of one package in a pint of boiling water. When cool it will be ready to serve and makes a most delicious desert.

A cordial invitation is extended to all grocers and their families to call at the booth, sample the ice cream and Jell-O, and get acquainted with the manager.

Jell-O ice cream powder is sold two packages for 25c., and Jell-O for 10c. per package, and are enormous sellers in the States. The Canadian factory will soon be in operation.

Canadian National Exhibition—Exhibit of the Genesee Pure Food Co.—Jell-O.

Canadian National Exhibition—Exhibit of the Dominion Canister Co. of Dundas, Ont.

Dominion Canister Co. Exhibit.

A very handsome exhibit and one of the greatest interest to wholesale and manufacturing grocers is that of the Dominion Canister Co, of Dundas, Ont., in the western end of the Manufacturers' Building. The company manufactures a container in three shapes, round, square and oblong, in sizes to suit all requirements. The canister or container has a tin top and bottom, a tin side strip and a body all of wood pulpboard. The canister is a patent device. It is much lighter and 40 per cent. cheaper than tin, and for all dry products is much superior and more convenient. It makes an especially fine container for tea, coffee and spices and is in use for Tartan brand and Vim brand tea, the Red Feather teas, coffees and spices, Windsor salt, and scores of other lines in the grocery trade, samples being displayed in abundance. In making the canister the label can be put on at the same time, the effect being very pleasing. The canister is lined to suit the contents and is moisture proof, air proof, asceptic and original. The company have a fine commodious factory at Dundas, Ont., and their canisters are rapidly gaining in favor with the trade, who are quick to see its advantages over the tin can for dry products.

Eureka Refrigerator Co.

Right in the centre of the Process Building is situated the fine exhibit of this firm. They are showing a fine line of butchers', grocers' and dairy refrigerators, and their staff have been kept busy showing the trade the superior qualities of Eureka refrigerators.

Pure Fruit Preserves.

There's one exhibit in the Manufacturers' Building that suggests mother and her fruit cellar. It beats mother in style because the bottles are of French design and handsomely and uniformly labelled, but the contents of each jar look like the real thing that mother used to make. It is an attractive array of E. D. Smith's pure fruit, jams, jellies and preserves from the Helderleigh Farm, Winona, Ont. W. G. Patrick & Co. are the Toronto agents.

Mr. Smith emphasizes very strongly the fact that he uses only fresh fruit and pure granulated cane sugar. He uses no preservatives. His canning and preserving are all done during the fruit season.

Mr. Smith owns a fruit farm of several hundred acres and it is the product of his own lands and adjacent farms he uses in the products in question. They are gathered when ready and made into jam, jelly or preserves without delay. With cleanly methods, and the Helderleigh Farm methods are beyond question, a product of extraordinary merit must result.

Some time since the Pure Food Branch of the Inland Revenue Department, Ottawa, issued a statement in regard to 182 samples of jams, jellies and preserves examined. Of these 29 were found pure. Mr. Smith in a little pamphlet for distribution says :

"Now let us examine where these 29 samples were made. Ten were made by E. D. Smith, Winona, Ontario ; three were made by English and Scotch firms;

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Canadian National Exhibition—Exhibit of E. D. Smith's Pure Jams and Jellies.

three were made by Mrs. Luke, Montreal, Que. ; two were made by Mr. Bennet, a retail grocer in Ottawa ; four were made by various fruit firms on the Pacific coast of British Columbia ; four were made by local establishments in Charlottetown, P.E.I. ; one was made by a lady in Fredericton, N.B. ; one each by two Toronto firms. Not one single pure sample was made in Canada (outside E. D. Smith's) by any of the leading establishments manufacturing a general line of jams, jellies and preserves and catering to the trade of the whole Dominion. What need is there for more words ? Surely in the face of this most absolute proof no one wanting pure goods will run the risk of buying from any other source."

Stewart's Confectionery.

One of the daintiest stands at the Exhibition is that of the Stewart Co., Limited, where is displayed samples of the various lines of fine confectionery and chocolates which they make. The high standard of Stewart's chocolates and confectionery is becoming so well known that the firm has difficulty in keeping up with the demand for them. Every high grade chocolate turned out by them has the name Stewart stamped on the bottom, which is a guarantee to the purchaser that the quality is of the very best. It has always been the policy of the company to use only materials of the purest grade, and throughout the factory the most scrupulous cleanliness is insisted upon, and the best class of help is employed, the result being that Stewart's goods are known from end to end of Canada as having an uniformly high quality which is maintained by few other makers. Another feature is the great care exercised in the packing of every line put out, which ensures them reaching their destination in perfect condition.

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Canadian National Exhibition—Exhibit of Stewart's Chocolates and Bonbons.

Canadian National Exhibition—Quaker Oats Co. Exhibit.

The Quaker Oats Co.

The Quaker Oats Company—formerly The American Cereal Company—have a splendid corner booth, in which the several foods manufactured by them are well displayed. A staff from the Chicago office is in charge, and the demonstrators have been exceedingly busy. Their efforts have been liberally rewarded by fine returns right on the spot. The results achieved are greatly in advance of expectations.

The booth has a good position and the display is attractive as well as effective.

The Canadian headquarters of this company are at Peterboro, and the business has increased so satisfactorily that a stronger force will likely be put on this ground.

Quaker Oats, Pettijohn's Breakfast Food, Quaker Rice (puffed) and Apitezo are among the well known foods advertised.

Quaker Puffed Rice is rice, to be sure, but so vastly different in flavor, texture and appearance from rice cooked in the old way that comparison is impossible. The grain is cleaned, sterilized and placed in great air-tight cylinder guns where it is thoroughly cooked in the steam from its own moisture. Then the cap is taken from the gun, and the explosion which follows puffs the grains to several times their original size.

Following is the Analytical report of the Columbus Food Laboratory, Chicago, on Apitezo :—Protein, 19.00 ; fat, .99 ; dextrinized carbohydrates and cellu-

lose, 54.67 ; grape sugar, 16.00 ; ash, 1.57 ; moisture, 7.77 ; total, 100.00.

Pettijohn's Breakfast Food is not cooked at the mill, but through exclusive and original processes is made ready for easy cooking at home. In each Pettijohn flake is retained every one of the myriad food qualities for brain, bone muscle and blood, placed in the wheat by nature.

Walter Baker & Co's Chocolate.

It is a fact of interest to every handler of cocoa and chocolate that in October, 1780, just 126 years ago, the house of Walter Baker & Co., Limited, was established in Dorchester, Mass., on the site of one of the large mills of the company. The plant now comprises six large mills and storehouses, having a floor space of 348,480 square feet, about eight acres.

The house has grown to be the largest of its kind in the world, and it has achieved that result by always maintaining the highest standard in the quality of its cocoa and chocolate preparations and selling them at the lowest price for which unadulterated articles of high grade can be put upon the market.

Under cover of a similarity in name, trade-mark, label or wrapper, a number of unscrupulous concerns have, within recent years, made attempts to get possession of the great market won by this house, by trading on its goad name — selling to unsuspecting consumers goods of distinctly inferior quality by representing them to be the products of the genuine "Baker's." The quantity of goods sold in this way is not so much of an injury to Walter Baker & Co. as the discredit cast upon their manufactures by leading some consumers to believe that these fraudulent articles are of their manufacture and that they have lowered the high standard maintained for so many years.

Statements in the press and in the reports of the Pure Food Commissioners show that there are on the market at this time many cocoas and chocolates which have been treated with adulterants, more or less injurious to health, for the purpose of cheapening the cost and giving a fictitious appearance of richness and strength. The safest course for dealers, therefore, is to handle goods bearing the name and trade-mark of a well-known and reputable manufacturer. Walter Baker & Co. have behind them one hundred and twenty-six years of successful manufacture, and forty-six highest awards from the great industrial exhibitions in Europe and America.

Cowan's Chocolate.

To exhibition visitors the display of the Cowan Cocoa Company has long been a familiar one. The exhibit this year was as heretofore centrally located in the middle aisle and the attendants were left very little time to rest, answering inquiries and filling the urgent demands for Cowan's Milk Chocolate in croquettes, medallions and wafers, in which direction the taste of the exhibition visitor seems strongly directed. A full line of Perfection cocoa and chocolate was of course also on exhibition and made a fine showing indeed.

Canadian National Exhibition—Exhibit of Walter Baker & Co.'s Pure Breakfast Cocoa and Chocolates.

For the Handling of Oil.

Standing out prominently in the list of those exhibits which in themselves were alone worth coming hundreds of miles to see, is the oil and gasoline storage system made by S. F. Bowser & Co., Inc., 530 Front street west, Toronto.

The growth of this firm has been remarkable. Established in 1885, they offer a tried and proved success. The merchant, manufacturer, automobilist, railroad official—in fact, any handler or user of all kinds of oils, benzine, gasoline or solution in large or small quantities, were quick to recognize and take advantage of the safe, economical, clean and profit-insuring method which the Bowser system alone affords. In these days of keen competition every device which reduces cost or fire risk, or conserves time, labor and material, is just so much gain and advantage in the battle for supremacy. So broadly adaptable are the Bowser equipments, so complete in detail and so simple and comprehensive in construction that they meet all conditions required. No money or care have been spared in making these outfits the very best that can be produced.

The demand for Bowser four-measure self-measuring outfits of a few gallons to thousands of gallons capacity has increased so rapidly and to such an extent that larger manufacturing facilities have become necessary and a large new two-storey building, 60x180 feet, is being erected at 66-68 Fraser avenue, two squares west of the King street subway, to be ready for occupancy by October 15.

A Canadian Grocer reporter spent an interesting and instructive hour at Bowser & Co.'s display in the Process Building and gained much information from the members of the Canadian organization who were in constant attendance upon the thousands of interested callers. He met the manager, W. R. Hance, and the following salesmen, all of whom are well and favorably known in their respective territories: J. B. Bate, A. E. Moffatt, J. E. Hale, Levi Swartz, C. S. Hetrick, and S. W. Paisley, of Ontario. The representatives who were not present are: Thos. Cragg, of Manitoba and the western provinces, Napoleon Rosconi, of Quebec, and Wm. Robertson and J. H. W. Strubbe, of the Maritime Provinces.

In the handling of coal oil, gasoline, varnishes, glycerine, castor oil, lubricating an dpaints oils, etc., in grocery, drug, general and hardware stores, the liquid is discharged by gallons, half gallons, quarts or pints directly into the customer's can from the tank located on the first floor, or in the cellar, or buried outside in the ground. In garages, public and private the gasoline may be brought directly into the reservoir of the machine ,and in shops, mills, factories, railroad roundhouses, etc., by adjustable measures, accurate quantities, according to size of oiler or other vessel to be filled, may be drawn in minimum time, at minimum labor and with maximum safety, in all cases keeping the gases in and dirt and grit out; preventing all loss by waste so common to the ordinary method through evaporation, overflow, over-measure, spilling, dripping, etc.

A view of the Bowser exhibit is shown below. Among late installations may be mentioned Marks, Clavet, Dobie, Port Arthur, Ont.; the Dominion Automobile Co., Montreal, Toronto, and Winnipeg; Singer Sewing Machine Co., St. John, Que.; Parke-Davis (Drug) Co., Walkerville, Ont., and London, Eng.; Canadian Furniture Co., Waterloo; Canadian Rubber Co., Montreal. Nearly one-third of a million outfits are in use throughout the world, Mr. Hance told the reporter, and the wonderful part of it all is that such heavy fluids as varnish, paint oils, lard oil and rubber cement, by means of specially designed combination suction and force pumps may be drawn any distance and to any height, and thus distributed for use as needed as readily and easily as the lightest fluids made. And better still by absolutely preventing every drop of waste of whatever kind and doing away with open, sloppy measures and oil-soaked floors, as many gallons are sold or used, as bought, and thus all the profits are secured.

In a word, these outfits pay for themselves over and over during their lifetime. Many in use fifteen to twenty years are still giving satisfactory service. In proof of the great utility and lasting qualities of these systems, your reporter was shown letters from a number of users, all of whom are enthusiastic in their statements that the Bowser is one of the very best investments they

Canadian National Exhibition—Exhibit of the S. F. Bowser Co.

ever made. Then, too, they have the unqualified approval and endorsement of fire boards, underwriters and insurance companies. Indeed Bowser outfits possess the peculiar quality and design that comes within the most rigid specifications.

Edwardsburg Starch Co., Limited.

As usual the handsome exhibits of the Edwardsburg Starch Co., Limited, in the Manufacturers' Building, were a great attraction to the grocery trade and the general public. Their display consisted of two booths erected in Turkish "mosque" style with large white and blue canopied tops. One of these booths was devoted to showing their well known brands of starch in packages, such as Silver Gloss in pound cartons and six-pound "horseshoe" tins, Benson's celebrated prepared corn, Benson's Enamel, etc., etc., while in two handsome showcases and twelve bottles was a display of all their starches (in bulk), both for household use and manufacturing purposes. The other booth was devoted to their well known brand of corn syrup. This needs no introduction to Grocer readers, Crown Brand syrup being a household word in Canada. They were also showing samples of their latest product, Edwardsburg maple sugar table syrup, which has captured the taste of the public and bids fair to rival their enormous output of Crown Brand. It is made from the finest selected Indian corn and the purest maple sugar, and with such a guarantee behind it as the name "Edwardsburg," is sure to be a large seller. Both exhibits were in charge of F. A. Verey, of the Toronto staff.

Canadian National Exhibition—Edwardsburg Starch Co. Exhibit No. 2.

Upton's Jams.

Upton's jams had a fine situation and one of the most attractive displays in the great building. The public were invited to taste and see that the fruit products of the company were good and the crowds about the booth would indicate that not a visitor had declined the invitation. A staff of courteous young ladies served the jams and jellies and preserves very daintily.

Peterboro Cereal Co.

Here is where the crowd are hot after the sample packages of' "Canada Flakes," which are distributed along with advertising matter in the shape of blotters and match boxes. Great interest is shown in this exhibit and everywhere on the grounds can be seen people carrying "Canada Flakes" cartons. The booth is very prettily arranged and a big sign over the door reads: "Canada Flakes the Food of Quality."

Walter Lowney & Co.

"Lowney's Chocolate Bon Bons," "Lowney's Cocoa." This neatly painted sign greets the eye immediately after entering the main door of the Manufacturers' Building. This exhibit is receiving special attention, particularly by the ladies. Here courteous demonstrators serve cups of cocoa and try to show the good points of their preparations. A very pretty fan is also given away, so the visitor will keep in mind the goods put up by this company. The exhibit is specially attractive and nicely arranged, and should prove very profitable.

The Computing Scale Co.

Walking down the main aisle of the Manufacturers' Building one cannot miss the sign "The Famous Dayton Computing Scales." This is where are shown grocers' and butchers' computing scales and their sterling qualities are demonstrated to those interested by the firms' representatives, who are certainly kept busy. Judging by the interest taken in this display by the trade present it should prove a result-bringing exhibit.

Gowans, Kent & Co.

Situated in the centre aisle of the Manufacturers' Building is one of the most beautiful and costly exhibits at the Exposition, it being the display of cut glass shown by Gowans, Kent & Co. The booth is very tastefully arranged and is brilliantly lighted by electric lights, the large plate glass mirrors in the background adding an extra finish to this fine exhibit. It is highly spoken of by visitors to the fair and should prove a good business getter.

Blue Ribbon Tea.

One of the most familiar exhibits is the booth of Blue Ribbon Tea, and this year, as in the past, the ladies crowded around the booth to get a refreshing cup of their favorite tea. The firm's courteous representatives demonstrate effectively the fine flavor and quality of Blue Ribbon Tea. A striking sign in this very neat and attractive exhibit reads "Blue Ribbon Tea Wins Favor Through Flavor."

Canadian National Exhibition—Cerebos Salt Exhibit.

Reliance Baking Powder.

The International Food Co. started about the first of the year to manufacture high-class food products. The first they have put on the market is Reliance baking powder. The company was organized by E. B. & M. W. Savage, of the International Stock Food Co., of Toronto and Minneapolis, and with this strong financial backing its products are sure of being pushed very energetically. They are already large advertisers. An idea seen in all their ads is that of the two cooks.

The demonstrations at the booth in Manufacturers' Building have been very successful. A chef in spotless white is kept busy baking miniature tea biscuits and other dainties, which pretty girls pass to the waiting crowds, and highly satisfactory business has resulted.

Eby, Blain's Coffee Exhibit.

One of the most noticeable features of this exhibition is the monster coffee pot that stands on the top of the booth which helps to advertise Eby, Blain & Co's "Gold Medal Coffee" and the "Quick Coffee Pot." The demonstrators are kept busy as bees showing the advantages of using their coffee and pot, and serving a nice cup of coffee to any one desiring it. Experience, care and latest machinery have made this firm one of the best known and largest coffee houses in Canada.

Cerebos Salt.

"Push the new thing if its good," is a safe motto for the grocer. Cerebos salt is on that list. Though comparatively recently introduced into Canada, it is the universal table salt in Great Britain, the Toronto agents, W. G. Patrick & Co., assert, and widely used in Europe, Egypt, India and Australasia. "Shortly put," says the Bristol (Eng.) Mercury, "the difference between ordinary salt and the Cerebos preparation is this—the one is a seasoning, the other a splendid food containing the most nutritive qualities absolutely essential to the physical framework."

The British Medical Journal says: "A delicately fine and dry table salt, with which is incorporated a fixed amount of mixed phosphates as found in bran. The object of this salt is to supply to the food an equivalent for the nutritious elements which ought to exist in bread, but which are eliminated from white flour with the bran."

Phosphates are absolutely essential throughout the entire animal economy. The phosphates necessary for blood, bone, muscle and brain are derived from vegetable, fruit and cereal. The bran of wheat contains the phosphate and it is lost in the milling. Cooking deprives vegetables of most of their phosphates. In both cases common salt is substituted. But it is only a seasoning. This is why in so many cases of sickness and ill health phosphates are prescribed in one form or another as a medicine. Cerebos salt, besides being a perfect table salt, provides these necessary phosphates in the ordinary diet and prevents the run-down condition of the system which invites sickness such as tuberculosis, pneumonia, diphtheria, typhoid and other zymotic diseases.

Cerebos salt never cakes. This itself makes it worth its increased cost over common salt. It is put up in two-pound tins handsomely decorated in blue and gold, and in 28-lb. tins for hotel use. The salt was displayed and its qualities demonstrated in a handsome booth in charge of F. J. Blackburn.

Electric Coffee Mills.

The south-west wing of the Process Building housed the display of the A. D. Fisher Co., who had a fine collection of

Canadian National Exhibition—International Food Co. Exhibit, Reliance Baking Powder.

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their electric coffee mills fitted either for direct or alternating currents. These mills are compact, handy and handsome in appearance. Mr. Carmichael, who had charge of the exhibit in person, demonstrated to the public the ease and facility with which these mills work, granulating two pounds and pulverizing one-half pound per minute when driven by a ¼-h.p. motor.

STANDARD APPLE BARRELS.

James Innes, of the Sutherland-Innes Company, Chatham, Ont., is one of the strongest advocates of the adoption of the Nova Scotia standard apple barrel throughout the whole of Canada. He gives his reasons to the National Coopers' Journal as follows :

"At the present time the coopers in Ontario are making barrels with 30-in. staves of 1-2-in. bilge, 9-16-in. bilge, 5-8-in. and 11-16-in. bilge, also out of 28 1-2-in. staves of 5-8-in. bilge. In Nova Scotia the barrel is uniform, 28 1-2-in. staves of 9-16-in. bilge.

"Now I think you are sufficiently conversant with the practical part of the cooperage industry to know that either in the 28 1-2-in. or 30-in. staves, where the barrel is going to be used for goods which are packed, with apples or any other commodity which will bruise, 1-2-in. or 9-16-in. bilge is not enough on a barrel ; the objection to a longer barrel with a large bilge is that it holds too many apples, a three-bushel barrel being what is desired at the very outside.

"The law in Canada is that not less than 28 1-2-in. staves with 17 1-8-in. head should be used, but the coopers here have been in the habit of using 28 1-2-in. or 30-in. staves, according to the supply of No. 2 staves.

"Now, my idea is, and it is also the idea of the Department of Agriculture in Canada, that a barrel with sufficient bilge to stand up and not press on the apples is what is required, and to make a barrel to hold the required quantity of fruit and pack the barrel full, that a 28 1-2-in. stave with 5-8-in. bilge on the stave would give what is required.

"I went fully into the matter with Chief McNeill ; we experimented last year in shipping the 28 1-2-in. barrel with 5-8-in. bilge and we got the best possible results, the fruit arriving in splendid condition, and the apples selling for just as much as the 30-in. barrel ; the advantages are therefore, first, increasing the consumption of barrels, on account of the fruit arriving in first-class condition when packed in a good barrel. Secondly, the Canadian manufacturers can use up their No. 2, 28 1-2-in. staves just as easily as 30-in., even with an ordinary small crop year. Thirdly, a uniform barrel would be made throughout the whole of the country."

Canadian National Exhibition—Edwardsburg Starch Co. Exhibit No. 1.

SUNDAY CLOSING IN SPAIN.

The Sunday closing laws of Spain are very interesting. Certain kinds of establishments are allowed to keep open on the Sabbath. The Government intends, however, that very little manual labor shall be performed on that day, and all mines, quarries, and most all mills are obliged to be closed down on Sunday. The only factories that are exempt are those for making extracts for liquorice, flour mills, ice factories, and breweries. Nearly all places of amusement, including billiard halls, are allowed to remain open. The grocery stores are allowed to remain open all day, as are the dealers in fresh fish, but they are not allowed to have the assistance of any clerks after 11 a.m. Bakeries and confectionery establishments can also keep open all day, but it is against the law to have any clerks at work after 11 a.m. Drug stores may sell drugs, but not perfumery ; barbers must close at noon, while dealers in tobacco are only allowed to sell tobacco, stamps and matches. Fish dealers can keep open until 2 p.m. Persons engaged in renting bicycles and livery stable keepers, also those engaged in renting masquerade costumes, are allowed to do business on Sunday. Other kinds of stores must be closed all day, with the exception of temperance bars and refreshment booths.

THE CHRISTIAN SCIENCE HAM.

She sailed into the butcher's shop
With calm and stately mien,
Although her hat was not on straight,
And her face was rather lean.

The butcher came at once and said,
"How can I serve you, ma'am ?"
"Give me," she said, with toss of head,
"A Christian Science ham."

"I want no ham that's sugar cured,
No hickory smoked for me ;
I want one that's been cured by faith,
As all good hams should be."

The butcher grinned as he replied,
"The world is full of shams.
Your Christian Science may cure colds,
But it certainly won't cure hams."
—Exchange.

PEELS HIGH FOR FALL.

It is probable that candied peels will be on the high side this Fall. At present the market is very strong, and from present indications lower prices are not within the range of possibilities. The supply of citron peel especially is very limited.

CASTILE SOAP HIGHER.

Owing to the continued high price of oils Castile soap has again been advanced.

PROGRESSIVE RETAILING

Making the Pure Food Agitation Pay—Figuring the Cost of Goods—An Important Study—Push Specialties and Staples will take Care of Themselves—Encourage the Clerk.

When the pure food agitation is passing like a spasm over the English-speaking world, every grocer and purveyor of foodstuffs should try and take advantage of the fact that the public mind is dwelling upon the things he sells. Few grocers, however, are looking at it this way. If any considerable number of the trade were, there would not be so much fruit stacked out on the street. This is about as filthy a practice as detracts from the reputation of the grocery trade. The dust, the dog, the fly, the microbe and the unclean hand all add to the undesirability of foodstuff so exposed. If a grocer would keep his fruit inside and arrange to display it nicely, then display outside a good big sign to the effect that the fruit was inside away from dust, dirt and disease, he would get the discriminating trade at any rate and they are the people who buy the best goods and will pay the price to get them.

* * *

Speaking of signs outside, a gentleman formerly in the grocery business in Toronto, stated to a representative of The Grocer this week that he had experimented with a blackboard outside his store and had found that when he neglected to write it up he lost as much as $5 a day.

* * *

There is a subject the progressive grocer should study carefully and constantly, that is the cost of doing business. This means in fact the cost of his goods. If the wholesaler's price of an article is a dollar some men would say "I'll sell that for $1.50 and make 50 per cent. on it." Would he? Rent, light, heat, labor, insurance, delivery, his own wages and whatever else goes to making up the cost of doing business will amount in the average retail grocery to say 20 per cent. of the turnover. The article in question then costs $1.20 and freight 5 cents, making $1.25 before the grocer can begin to figure profit. He sells for $1.50 and makes 25 cents, but his profit is 20 per cent. instead of 50 per cent. If he had said in the first place "I'll be satisfied with 20 per cent. on this" he would have sold for $1.20 and lost five cents. Some careful, painstaking men can do business for less than others, but every man in business should know to a cent what it is costing him to do business. Applied science is the dominant feature of present progress in all industry. To know the cost is the only scientific way of carrying on the retail grocery business.

* * *

Have you got a telephone? If you have, are you getting out of it all you can? There is one big grocery firm in Toronto that gets as many as 200 orders over the telephone in a day. How's that? The same store gathers in a goodly share of the best trade in the city with one of the clerks specially trained to call for orders. He knows the stock, knows his customers and he doesn't go in a delivery wagon either. He has a nice turnout, rubber tired buggy and the rest of it .

DIG INTO YOUR BUSINESS.

A good profit for the retail grocer is the object sought. It cannot be gained without a thorough knowledge of the conditions and circumstances governing each distributer. The stock may be of a quality to satisfy consumers and the service the best, and yet the capital account will stand still or shrink. If a liberal net profit is to be gained it is essential that the retailer should know the exact relation which the sale of each class of articles bears to the total.

Recently one of the most successful retail grocers in America claimed that unless the sales of coffee were 20 per cent. of the total, the business was defective. That seems an extreme position but there is no question about the average profit being greater as the proportion of staple articles sold is kept at a minimum. When the sales of sugar, flour, butter, and other goods sold close roll up to one-half or more of the total business it will be next to impossible to make money, unless a good net profit is secured on the staples.

The thing to do is to push profit-paying goods and let the other fellow distribute articles sold at or below cost. Every effort should be made to bring up the demand for tea, coffee, spices, dried fruits, crackers, wooden ware, flavoring extracts and such package goods as are quick sellers and afford a living profit. Put the effort right there. Staples sell themselves.

It pays to add new departments as fast as possible. A soda water fountain in connection with light refreshments will make lots of money. In many places a bakery pays handsomely. Several are to be found in large city stores, the oven being located on the main floor, proving a great attraction. This is operated by a baker in spotless white cap, coat and apron, who, with his assistants, mixes the dough and manipulates the materials that enter into pies and cakes, baking them in plain sight and selling fresh from the oven.

New goods are coming on the market every day, many of great merit. Be the first to introduce them, but do not go at it in an indifferent way, but push the article, seeing that its merits are made plain to every patron. Advertise it by handbills, home-made signs, personal effort, even if you have to offer a premium to the boys for making sales.

One firm in Newark so increased the demand for soup in tins by giving the clerks a premium that they were forced to buy in carload lots, securing a discount thereby which more than paid the bonus.

It pays to study details; to know exactly the relation which the units in the stock bear to the aggregate. It takes time and requires patience and persistency, but there is big money in the policy. Try it!—American Grocer.

ENCOURAGE THE CLERK.

A kindly, encouraging word to the clerk now and then goes a long way toward helping make the business pay. It makes the clerk a better workman, gives him more enthusiasm and more desire to so employ his time and talents as to make them of the most value to his employer. An employer who treats his clerks kindly and encourages them now and then will have willing, ambitious clerks. The employer who is constantly grouchy and never has a kind word for his clerks will have a staff of knockers. They will knock their employer behind his back, and they will knock each other. They will not have the interest of the store at heart, and, no matter how good a business man the head of the concern may be, this condition of affairs amongst the clerks is bound to make itself adversely felt in computing the earning power of the store.

In this connection we do not advocate free and easy relationship between the head of the concern and the clerks, although this condition of affairs is bound to obtain to a greater or less extent in the smaller store of the country town. While the employer should always be just and kind and deal courteously with his clerks he should always be able to maintain his position in such a way that familiarity cannot be too easily bred. There is a wide difference between friendliness and familiarity. The employer should make his clerks feel that he is their friend, but at the same time he should so carry himself as to always maintain the exact status of employer and employe.

The man who is cranky and grouchy with his employes usually adopts the plan with a view to getting more work out of them and of keeping them in fear of him. It is possible that he may succeed in instilling a fear of the loss of their positions in the breasts of his employes, but that is all. He loses their respect, and he loses their best earning ability. The just man, who treats his clerks fairly and kindly is the man who will get the best return for the amount expended in wages, be it large or small.

THINGS THAT CAN'T BE DONE.

You can never tell till you try.

The man who didn't know whether he could play the piano or not, had the right spirit.

Lots of things that couldn't be done, have been done.

The earth was flat for a good many hundreds of years. And of course, nobody could sail around the underside of it.

The Alps couldn't be crossed in Winter.

It was impossible for the American Revolution to succeed, but it did.

The Atlantic cable was a mere hair-brained dream, but it happened.

A few years ago, horseless carriages couldn't be built, but now we're in great luck if one of the blasted things doesn't run over us on our way home from the office.

LONDON TRADE DOINGS

A Great Picnic at Springbank to Celebrate the Wednesday Half Holidays—They had Five Thousand People With Them and all had a Fine Time—An Interesting Baseball Match and Sports.

The grocers of London met with unqualified success with their picnic at Springbank on Wednesday of last week.

As mentioned before the retail grocers have closed their stores on Wednesday afternoons during the summer months and not one of them has been sorry. On the contrary they wished to show that they considered Wednesday afternoon a very important occasion and so on the last of August decided to give a picnic for everybody.

Springbank is a 300 acre park that London owns four miles down the river and the resort reached by the street railway. It is the most beautiful civic park in Ontario and an ideal spot for big picnics and as other than grocery stores close on Wednesday during the hot months there were thousands ready to accept the invitation of the grocers to "come on in, the water's fine" (without the water of course).

The Free Press dispensed with its evening edition that day sufficing to make its noon edition the last for the day and gave the newsboys a chance to have some fun. And the Free Press Newsboys' Band, engaged by the retail grocers, helped make the day a lively one.

Perhaps 5,000 people enjoyed the sport of the afternoon and the grocers had the satisfaction of knowing that they had given the best thing of its kind ever held in London. It was certainly a big time and Harry Ranahan, John Diprose, Ed. Ryan and a few others were the busiest men one ever saw.

The feature was perhaps the great ball game between the boss grocers and the clerks. To make sure that they were going to win the clerks got their crack pitcher to put in a few of his evenings for the previous two weeks, as one of the daily papers said, practicing curves in the back yard.

The bosses could not get on to Andy's curves at all, and if it hadn't been for the reckless way in which Harry Ranahan stole bases they would have been shut out. Harry did not seem to care at all how many people walked all over his white straw hat as long as he clutched the bag at second. And then he made a double play, too. Altogether the bosses got two runs and the clerks got 8.

After the ball game the following sports were carried out :

Girls' race, under 10—Ruth Loveless, Helen McFarlane, Tillie Levery.

Boys' race, under 10—Roy Burridge, Gordon Coldwell, Herb Bugg.

Girls' race, under 15—May Parsons, Annie McGregor, Mamie Keyes.

Boys' race, under 15—Stanley Keyes, Clifford Richardson, Ralph Coates.

Clerks' race—A. Crawford, J. A. McLeod, Robert Collins.

Ladies' race—Pearl Bugg, Annie McGregor, Rheta Seur.

Drivers' race—J. Young, W. Clampitt, H. Calhoun.

Girls throwing baseball—Mrs. Williams, Miss Hutchinson, Mrs. Southcott.

Sack race—A. Crawford, F. Stewart, W. Backus.

Three-legged race—McLeod and Shaw, Collins and Trolley, Hayes and Wilkey.

Wholesale fruiters' race—A. Crawford, W. Moore, C. Parker.

Officers' race—Harry Ranahan, J. McKenzie, Gordon Drake.

Travellers' race—H. Nichol, M. Jones.

Watermelon race—Bert Wood, R. Wright, C. Singer.

SEEDED RAISIN SHIPMENT.

W. G. A. Lambe & Co., Toronto, have the following advices from Griffin and Skelley Co., under date of Aug. 29th, re seeded raisins :

"Up to date we have had favorable weather so far as early shipments are concerned. The fruit is being gathered at this time, and placed upon trays for evaporation. If we should have for, say two weeks, dry hot weather, it will be possible to make shipment of seeded raisins in September. On the other hand if we were to have even one rain it would delay shipments considerably. The more rain we have the greater the delay will be."

MELTING THE ICEBERG.

There isn't much in the way of experience that doesn't come handy to the resourceful commercial traveler some time or other. In the current issue of System, F. J. Seldon, in "Stories of a Salesmanager," tells how an offended customer was won back after an estrangement of 12 years. The cause of the customer's anger was that, through no fault of the company's, an order had been delayed, and he had wired to send it by express. They did so and billed him with the extra expense. Traveler after traveler had been "skidooed" or denied an interview, and now the salesmanager sends Manners, who, upon his return, tells this story :

Up I went. I got inside the office. I kind of fiddled around until I saw what I thought was the old man coming outside the office. I stuck out my hand and told him who I was, not being willing to let any little piece of pasteboard go in there and get that man all riled up before he saw my kindly face. He took my hand like a gentleman and while he see-sawed it up and down, he said in that high and squeaky tone of his : "I don't need anything to-day, Mr. Manners, don't need anything to-day," and off he turned, back to his office.

But just then a city collector came in with a bill and handed it to him. And the next thing I heard that squeaky voice calling out on a higher note than ever, "$5 a hundred for that stuff? I would not [illegible] for it"—and so on for five minutes.

I sat there during the whole thing, wondering when fur was going to begin to fly, but with my ears wide open and my eyes looking around everywhere trying to catch something that would give me a hook to hang my case on. Suddenly in the old man's harangue, I heard the word "paste."

Now, I had once been in the paste making business myself and knew all about it. The principle thing in knowing all about paste is in knowing how to take care of the troubles that come up while it's in the making, for paste making consists principally of going wrong. And I judged from the way the old man talked that he had come to that same conclusion regarding the make-up of paste making.

So I leaned up against the wall and was taking in all he said, when along came a young fellow.

"Won't you sit down?" he asked politely.

"No, thank you," I said, "I am just preparing to run. Looks a little dangerous in here for a peaceful man," and I cast my eyes down to the wrangling group at the other end of the room.

"Oh, no, that's all right. There'll be no harm done there."

I thought this young fellow must be the old man's son—at least they told me up at the hotel that he had a son—so I thought it was a good opportunity to just slide in the thin edge of my wedge.

"Judging from the talk I hear, you are having some trouble in getting your paste right," I remarked.

"That's where you're right. We don't seem to be able to get the stuff to come out right. The old man blames it onto the material, but I think that we are just about as much at fault as the stuff we put into it."

By this time the clouds had blown over, the collector had gone out, and just as the old man was finally passing through his office door, I said, rather loud!

"I was in the paste business once myself, and I know about these troubles that you people have to face. I worked out a good many of them myself."

The old man turned, and his squeaky voice spoke up again.

"Been in the paste business, have you?" he asked. "Well, I suppose between the lumps and the cracking and a half a hundred other troubles, you were glad to get out of it."

"Oh, no," I said. "That was not the reason. I took care of the lumps and got rid of the cracking before I got out of the business."

"How did you do it?" he came back quick as a flash.

And then I talked to him for about ten minutes straight, finally ending up with, "Let's go out to the factory, and let me show you just what I mean."

"Oh, no," the young man said, "you will get your clothes all dusty and dirty out there."

"I don't mind that," I said; "I just want to show you that I am not all talk."

So out we went, the old man tripping along in advance, I in the middle, and the young man, still solicitous regarding the condition of my American apparel, in the rear.

We walked through the shop, I sticking my thumb into the pots, glancing at the grinding machinery, testing the constituency of the stuff; and finally I said, "The best way for you to understand exactly what I have been telling you is for me to make some paste for you. Now if you'll just get me a pair of

overalls, I'll fix it up for you in a minute."

After some more protests from the son, the father brought me a pair of "jumpers." I took off my coat and enveloped myself in them.

Then I began the manufacture, and when it was done I poured the paste out into the pot. The old man could hardly keep on his feet for joy. He stuck his hand in the stream, put it up against the wall and tried it on a piece of paper to try its adhesive power and its constituency.

"That's fine," he said, "that's fine. This half hour has done more for us than six months of experimenting."

I took off the jumpers, and after the young man had carefully brushed away the flour I still had on my coat, I was allowed to put the latter on again and we wandered back to the office.

"I had said nothing about what the original object of my visit had been, although I had incidentally made an opportunity to bring the fact before the attention of the son, while we were in the factory. Now the old man said:

"I don't know how we should thank you, Mr. Manners for your kindness this morning. I really wish we could show our appreciation in some way."

"That's all right, Mr. Scott," I put in cheerily. "I did it for the love of the game. Whenever I get interested I like to do a thing right. Of course, if you insist on harping on your gratitude, you know what I came for," I ended up quietly—"but," I added, "we won't speak about that. I am very glad I met you in this way."

The old man hesitated. "I am sorry" he said. "I would do anything for you, but I don't see how I can for that"——

"That's all right, that's all right," I repeated, "I don't ask you for anything: I don't want anything."

"You see," the old man continued, still troubled, "I hate that firm. I told your salesmanager I would see myself in an unmentionable region before I ever again gave his house an order."

"I am sure," I said smiling, "that when I report this to the salesmanager he won't blame me for coming back empty handed, for, although he isn't a pious man exactly, I don't think he would want you to journey to any place of that kind just to give me an order. I don't wish you any such bad luck myself."

The old man's face suddenly colored, and he laughed, as he gave me his hand.

"You're all right," he said. "You just write down an order for fifteen barrels in that little book of yours and tell your salesmanager that I have forgotten everything."

NOTES.

Gay Bros., bakers, Niagara Falls, Ont. are about to erect a three-storey building to accommodate their greatly increased business. They have purchased a desirable site. The three brothers purchased the business two years ago and have increased it to ten times what it was. They are a thoroughly progressive trio. David Gay is the head of the firm.

J. T. Braund and R. C. Braund, general merchants, of Peterboro, spent a couple of days in Toronto this week seeing the exhibition and calling on the trade. They are brothers, but each runs his own business, one in the east and the other in the west of the newest Ontario city. Theirs are the only general stores in Peterboro. They are keen buyers and have been very successful.

Harvey Mitchell, dairy superintendent, of Sussex, N.B., states that not so much cheese and more butter is being made in that province this year. The price is keeping up to 22c. wholesale. A great deal of the butter is disposed of locally, but the trade to the West Indies and South America in that line, he says, is rapidly assuming huge proportions.

Something New!
Something Dainty!
Something Saleable!

GOLD STANDARD
ICE CREAM POWDER

A ten cent package makes a quart of pure and deliciously flavored ice cream in ten minutes.

This is going to be a big seller, so order now while the warm weather lasts.

Put up in three pure and delightful flavors, Vanilla, Strawberry, Chocolate and unflavored.

This is sold to you on the same basis as Gold Standard Tea, Coffee, Baking Powder, Extracts and Spices, satisfaction guaranteed or your money back.

PUT UP BY

The Codville, Georgeson Co.
LIMITED
WINNIPEG AND BRANDON, MAN.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
52	"	"	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

BUSINESS CHANCES.

$4,500—A solid brick store and separate dwelling, storehouses, stable and drive shed, together with the good will of an old established general store, situated about ten miles from Toronto. The post office is in the store, which does a yearly business of $7,000 to $10,000. Owner giving up, and property must be sold. National Trust Company, Limited, Real Estate Department, 22 King Street East, Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
137 Elgin Avenue, Winnipeg

ISLAND COLONY'S TRADE

Present Situation in Newfoundland— Canadian Goods Preferred and the Trade With the Dominion Increasing— Good Transportation Facilities

(By E. D. Arnaud, Canadian Commercial Agent.)

Newfoundland covers an area of some 42,000 square miles, about one-third of which consists of lakes and rivers. The population is estimated at 220,000 inclusive of the Labrador Coast. Of these about 30,000 are to be found at St. John's, the capital, and 10,000 at Harbor Grace the only two large centres in the colony. The rest of the people are to be found in scattered settlements, and small towns and villages along the coast line mainly engaged in the fishing industry. The larger number of these are settled upon the east coast.

Agricultural Progress Slow.

The interior of the country is to a very great extent unoccupied, the land not being cultivated more than a few miles from the coast line, very little progress has hitherto been made in agricultural operations, and consequently the amount of farm produce raised in the colony has not been at all sufficient to supply the needs of even the limited number of people to be found in the colony. It may be generally stated that the inhabitants have to be fed and clothed by importations from abroad.

Canadian Trade Increasing.

For many years these have mainly been brought from Great Britain and the United States for reasons which are well understood, but which at the present time have not the same force that they once had. The rapid progress of Canada as a manufacturing and exporting country, together with the greatly improved facilities of communication with this ancient colony, is sufficient to account for the fact that the imports from Canada have been largely augmented in recent years, naturally at the expense of our competitors in Great Britain, and more particularly those in the United States.

Canadian Goods Preferred.

Other things being equal, there is, I am satisfied, a decided preference in favor of Canada, and it only remains for the traders of the Dominion to cultivate in a careful way the requirements and good-will of their kinsmen in this colony, not only to retain the large share they now have, but to extend it very materially in the years to come.

The day has gone by when any product not considered good enough to send elsewhere can be sold here to advantage. In recent years there has been a considerable increase in lumbering and mining operations, and the establishment of several local factories, made possible by the customs tariff in force, has of course had some effect in the volume of certain imports.

Colony in Prosperous Condition.

The colony is in a very prosperous condition at present, and the time seems to be an opportune one for the promotion of an increased trade from the Dominion.

The transportation facilities for freight are good, as nearly all the small ports around the coast can be reached by steamer at frequent intervals, while the interior has been opened up in recent years by the Reid-Newfoundland Railway system, connecting the capital city of St. John's on the east with Port-au-Basques on the west coast, whence a fast steamer runs to North Sydney in Cape Breton, Nova Scotia, thus completing the link between Canada and Newfoundland.

C. Buckland, of Purnell, Webb & Co., malt vinegar brewers, Bristol, Eng., was a visitor in Toronto this week, calling on the trade and incidentally attended the Industrial Exhibition in company with C. E. Kyle. Mr. Buckland has come from the Pacific and is returning to England shortly.

THE UNITED ALKALI CO., Limited

LIVERPOOL ENGLAND

MANUFACTURERS OF

GREENBANK LYE, 1s Solid.

RED HEART LYE, 8 oz. and 12 oz. Borax

CHLORIDE OF LIME, ¼s, ½s and 1s, NEW TINS

A LEADER—12 oz. Tins, 80c. doz. **SPECIAL PRICES TO THE TRADE**

L. CHAPUT, FILS & CIE.

DISTRIBUTING AGENTS

WHOLESALE GROCERS, and IMPORTERS

2, 4, 6 and 8 DeBresoles Street, MONTREAL

Fruit, a Short Crop This Year

Jams Will Be a Good Seller

It was difficult for us even to get fruit this year, but we are now finishing putting away a good big share of the best berries and fruits that came to Montreal this summer.

The enormous increase in population this year means that all these people will have to rely almost altogether on the grocers for their foodstuffs, and taking it into consideration that house-keepers have not been able to get fruits to do their own preserving, the demand for a good line of Jams, Jellies, Marmalades, etc., will be ten times bigger than ever before. We think we have provided for this demand in the best way possible. We have secured from one of the best known English houses their head jam maker and placed him in charge of this department in our factory, and we know that, price for price, we can turn out better goods than any other makers in Canada.

As we were early advised of the shortage of berries, our men bought right and left. This gave us a good stock, but we would advise everyone to book their orders as soon as possible as prices are advancing fast.

We have a large assortment of packages in glass, running up to 7 lbs., 14 lbs., 30 lbs. ; and barrels and pails for confectioners in any size.

Send us an order for Standard Brand Jam in 7-lb. pails (6 to crate), at 5½c. per lb., and we will send you something that will please you. We know by testing that it contains from 15 to 20 per cent. more fruit than any other make at the price, and as we bought sugar pretty cheap there is very little glucose in it, and absolutely no chemical preservative. The goods will show a good profit and prove fast and satisfactory sellers.

Do It Now

THE OZO COMPANY, Limited, MONTREAL

Hot Weather

Means a heavy demand for our
MILD CURED

Hams
Breakfast Bacon
Skinned Backs

BOILED HAMS
HAM, CHICKEN and TONGUE SAUSAGE
BOLOGNA SAUSAGE
CANNED MEATS

QUALITY THE BEST

WRITE US FOR PRICE LISTS

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

LARD

There are two very good reasons why we may expect to see higher prices for Lard.

The weather is getting colder, people use more Lard in cold weather.

Butter is scarce and higher and will be higher yet.

We do not think you can go astray in buying Lard at present prices.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*
Represented by R. G. DeCew, St. John, N.B.

CORONA PURE LARD

IN 1 LB. BLOCKS
50 lbs. to Box

QUALITY GUARANTEED

A FIRST-CLASS ARTICLE IN
A CLEAN PACKAGE

Send for Trial Orders by Express

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

DELICIOUS!

is the only word that describes our

WINDSOR BACKS

SKINNED

The choicest bacon smoked in the choicest way.

You do well to enquire about this bacon now. The orders for it are coming in plentifully.

When you're writing specify your needs in HAMS, BUTTER, LARD, EGGS, CHEESE, SAUSAGE, BOLOGNA, etc.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market is, at the moment, slightly irregular, there is apparently a weak undertone, but this seems more like a halt in the steady advance.

Late country markets were somewhat lower than the previous week, but actual settling prices seem to be about the same and on the whole there is no decline in prices and the market may be quoted as quiet but steady.

Cable reports from Great Britain show an increase in stocks there, and in fact larger stocks than at the same time last year. It is, however, an open question whether the total visible supplies of cheese on both sides of the Atlantic are equal to those of a year ago.

The make of cheese this year is undoubtedly larger than last year in spite of the fact that the yield of milk is much lighter than a year ago, but this is due to the relatively higher prices for cheese as compared with butter, the make of the latter product shows a very marked decrease owing to the fact that all factories equipped to make either cheese or butter, were, and are, still making cheese as the better paying product of milk.

Against this increased production of cheese, we have undoubtedly an increased consumption this year and as last year's supplies proved inadequate to the Winter's demand, our present situation does not seem unjustifiable as far as ruling prices are concerned.

Receipts in Montreal were last week 91,885 boxes of cheese and 20,806 packages of butter against 82,959 boxes of cheese and 31,088 packages of butter for the same week of last year, or a total since May 1 of 1,470,152 boxes of cheese and 442,310 packages of butter, as compared with 1,405,776 boxes of cheese and 535,580 packages of butter for the same period of last year.

Owing to this week's holiday, our shipments were not made up exactly, but the correction in actual figures will appear in next week's issue as far as figures at hand appear at the moment. Our exports of cheese were last week 55,078 boxes, and butter 15,392 packages, against 71,331 boxes of cheese and 28,157 packages of butter for the same week of last year, a total since May 1 of 1,349,484 boxes of cheese and 258,161 packages of butter, as compared with 1,247,974 boxes of cheese and 381,768 packages of butter for the corresponding period of last year.

While there is an increase in the receipts of cheese in Montreal of 64,376 boxes, there is a decrease in the receipts of butter of 93,270 packages, which shows an enormous falling off in the production of milk.

Recent rains have done some good to pastures, but many sections in the Dominion of Canada are so completely dried up with the long continued heat and drought that a number of smaller factories had to be closed for the balance of the season as they could not get sufficient milk to keep open.

The situation is really serious, extra feeding is very expensive and every argument that can be brought forth is decidedly "bullish." The only "bearish" argument is the ruling high prices, which is a warning to be careful about carrying stocks in hopes of a still further advance in prices. If stocks are really accumulating, prices will not go much higher, but as long as British markets will buy our cheese prices cannot decline.

Butter has lately come in for a very sharp advance in prices. It is reported that Siberian supplies are short, and with steadily advancing prices of Danish butter, our Canadian butter is in good demand, but, as usual, we lead in prices, anticipating higher markets in the future and our ruling prices are above a present export basis.

After all, present prices of butter, although they show a considerable advance, are still below the prices of cheese by comparison and butter seems to be the better value of the two, if there is any demand for it to come, while we have a demand for cheese, the demand for butter depends on European supplies.

OUR LONDON LETTER.

August 25, 1906.

The most noticeable feature of the London provision markets during the past few days is the extraordinary manner in which Canadian cheese, in spite of the continued upward tendency of prices, continues to go into consumption. With quotations over the cable from Canada very firm, sellers here have seen fit to put prices up another shilling, and quotations now stand at 62s. for choicest colored and 61s. for choicest white. Although report has it that considerable quantities of cheese are on the water, arrivals during the past week have not been on a very large scale, and stocks in warehouse have shrunk by some 10,000 boxes. Quality is being well maintained, and as the cheese, owing to brisk demand, do not require to remain long in storage, it reaches the public in particularly good condition just now. The weather, too, has not been so hot, a fact which has helped considerably to preserve its condition.

The butter market continues to gather strength, and a large volume of business has passed since last report. Quotations are soaring somewhat too high for buyers, however, and there will likely be some easing off in demand during the coming week. For the most part supplies are short, although some 10,000 boxes of Siberian butter have come to hand, and are passing rapidly into consumption. This being the "off" season for Australian butter, there is naturally very little on offer, although for such small supplies as there are the demand is good, and as much as 112s. is being realized for the very best parcels. No further stocks of New Zealand butter have come to hand, and so the market is quite bare in this respect. Choicest brands of Canadian butter are selling easily at 110s., and some Canadian dairies at 90s. to 92s., but trade is not over brisk and leaves much to be desired. Something more can be done by Canadians to turn out a more uniform quality and to improve in the salting. From 2 per cent. to 3 per cent. of salt is ample, if the taste of consumers here is to be taken into consideration.

Owing to a fall in the price of continental bacon, sellers of the Canadian product have found trade somewhat slower this week, and a fall in price is expected in the course of a day or two. Even continental bacon is moving very slowly, supplies being small, and buyers lacking interest.

Supplies of Canadian pea-fed bacon on the Liverpool market have been very moderate, and prices have advanced accordingly 1s. or 2s.

GOING BACK TO CHEESE.

Weddell & Co., London, England, importers of dairy products, in a communication to the Dominion Trade and Commerce Department, pay a high tribute to the value of Canada's cheese. In their review of the last fiscal year they say that cheese on the British workingman's table was being displaced by frozen mutton and beef until the Chicago disclosures came, which had the effect of driving the people back to cheese. During the last fiscal year Canada sent to Great Britain 95,884 tons of cheese, while all other countries and colonies combined contributed only 33,000 tons. The quality of Canadian cheese last year was not only maintained, but it improved its reputation. The Canadian cheesemaker, like the Danish buttermaker, has become so proficient in his art that it is seldom necessary to unfavorably criticize his work. Butter from Canada is not so successful in this country, Canada contributing only 15,000 tons out of Britain's total of 272,000 tons.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There has been no change in provisions since last week. Prices are expected to change shortly, from present indications, but just when, it cannot be determined. Business is very good in all lines. Smoked meats are still in good request. Lard, both compound and pure, is selling well. Export business is not large.

Lard, pure tierces	0 12
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb	0 09
" " ½-bbl., per lb	0 09½
" " tubs	0 09½
Cases, 20 3-lb. tins, per lb	0 10
" 12 5-lb. tins "	0 09½
" 6 10-lb. tins "	0 09½
20-lb. wood pails, each	1 90
20-lb. tin pails, each	1 80
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb	0 15½
Hams	0 14½ 0 16
Extra plate beef, per bbl	12 50 13 00

BUTTER—Butter is slightly higher than at the time of our last report. The market is very firm. The prices quoted this week are the highest on record for years past. It is doubtful if prices will go any higher, but it is hard to tell whether they will or not. Demand from the other side has been very good.

Choicest creamery, salt	0 23½ 0 24
Medium creamery	0 22½ 0 23½
Western dairy	0 20

CHEESE—Prices are lower this week than they have been for some little time. Ontarios are quoted 12¾c. to 12⅞c. Fair business has been done in an export way, but the orders have not arrived so freely as a couple of weeks ago. The present prices are likely to be fairly well maintained for some time.

Ontarios	0 12¾ 0 12⅞
Townships	0 12⅝ 0 12¾
Quebecs	0 12½ 0 12⅝

EGGS—While prices are unchanged, the market is rather easier this week. Receipts are becoming heavier, and the quality of the eggs arriving is improving with the advent of the cooler weather. Selects are now selling from 20c. to 21c.; good No. 1 bring 17½c. to 18c. There is very little demand for No. 2, which are selling at a very low figure—13c. Trade in this class is very limited, however, very few lots being sold.

TORONTO MARKETS.

PROVISIONS—Street lot hogs are another half cent lower, but there are no other quotable changes. The market still continues somewhat easier, but business keeps up well.

Long clear bacon, per lb	0 12½ 0 13
Smoked breakfast bacon, per lb	0 16 0 17
Roll bacon, per lb	0 12½ 0 13
Small hams, per lb	0 16
Medium hams, per lb	0 16
Large hams per lb	0 15
Shoulder hams, per lb	0 11½
Backs, plain, per lb	0 17
" pea meal	0 18
Heavy mess pork, per bbl	21 50
Short cut, per bbl	24 00
Lard, tierces, per lb	0 11½ 0 11½
" tubs "	0 11½
" pails "	0 11½
" compounds, per lb	0 09
Plate beef, per 200-lb. bbl	11 00 12 00
Beef, hind quarters	8 50 9 00
" front quarters	4 00 5 00
" choice carcases	6 50 7 50
" common	5 00 5 50
Mutton	0 08 0 10
Lamb	0 12 0 13
Hogs, street lots	9 00 9 50
Veal	0 07 0 10

BUTTER—There is a much firmer tone in butter this week. The pasture is falling off, and in addition to this dairy herds have been much bothered by flies and insects, and are not giving the milk they ordinarily would.

	Per lb.
Creamery prints	0 24 0 25
" solids, fresh	0 22 0 23
Dairy prints, choice	0 21 0 22
" tubs, choice	0 20 0 21
Baker's butter	0 16 0 18

CHEESE—Cheese still maintains its high figure, with a firm market. We quote :

	Per lb.
New cheese, large	0 13
" twins	0 13½

EGGS—A good supply is coming in, and the loss is lessening. Prices are unchanged.

Eggs (new laid)	0 18 0 18½
" bakers'	0 16

POULTRY—The demand is fair. These prices are for dead weights. Live weight varies from a cent to two cents less.

Old fowl	0 10 0 12
Young ducks	0 19 0 10
Spring chickens	0 13 0 14

ST. JOHN, N.B.

PROVISIONS—There is light business. Pork keeps firm, while barrel beef is easier. Smoked meats are high. Pure lard still held at full figures. Refined compound in good demand. Fresh beef has but little sale, prices rather lower. Domestic sold chiefly, as buyers will not pay the price for western. Lamb still quite high. Large quantities bought, through the country, for the American market. Good veal in demand. Mutton dull. Pork high.

Mess pork, per bbl	$22 50 $23 50
Clear pork, "	20 00 23 00
Plate beef, "	13 50 14 50
Domestic beef, per lb	0 05 0 07½
Western beef, "	0 07 0 09
Mutton, "	0 05 0 06½
Veal, "	0 07 0 08
Lamb, "	0 09 0 10
Pork, "	0 10 0 12
Hams, "	0 14 0 16
Rolls, "	0 12 0 14
Lard, pure, tubs, "	0 12 0 12½
" " pails, "	0 12½ 0 13
Refined lard, tubs	0 09½ 0 09½
" " pails	0 09½ 0 10

BUTTER—Prices are higher and supplies hard to get. The outlook is for high prices.

Creamery butter	0 24 0 26
Best dairy butter	0 20 0 22
Good dairy tubs	0 17 0 20
Fair "	0 14 0 16

EGGS—Little change, but prices are firmer. Buyers need to be particular about quality at this season.

Eggs, strictly fresh	0 20 0 25
" fresh	0 19 0 20
" case stock	0 18 0 19

CHEESE—Record prices are the order of the day and the outlook is extremely firm.

Cheese, per lb	0 13 0 14

DO A CASH BUSINESS.

There are two ways of doing business, a right way and a wrong way. Doing it the right way results in the survival of the fittest. It does not require a forecast of the finality when doing business the wrong way.

A series of articles appearing editorially and on this page, bearing directly on doing business on a cash basis have caused considerable comment and some action. Whole counties are considering the transformation. Merchants in many sections would shift instanter but for the fear that some trade might be sacrificed. It matters not how drastic the change, it is a fact that the old way of doing business will not meet the requirements of to-day and the merchant who continues to extend credits for a year or more, without interest, will sooner or later find the truth of this statement.

There is a way to do a cash business without insisting on immediate payment. Your jobber does a cash business. He gives you discounts for immediate payment, for payment after ten days, etc., and then after the maximum time on which goods are sold, you are forced to give bankable paper bearing interest to cover your account.

Every large manufacturing concern does a cash business, because on every sale made there is a stipulated time for payment and interest is made on deferred payments.

Every large city store does business on a cash basis and yet no small part of the trade of these stores is done on credit—but this credit differs from that demanded by the farmer. An agreed time for payment is arranged for, and the applicant for credit is investigated as to ability to meet obligations, past record, etc., while there is a distinct understanding as to the maximum amount of credit to be used.

Reputable people, and disreputable people, who had not been discovered in their favorite pose as dead beats, were given credit for any old amount and for any old time.

There was even no limit to the patience of the merchant. Moreover, the collection of accounts worried him not. If a debtor wanted to pay well and good, if not, why it made no difference, and he was as welcome to borrow the goods of the retailer as the cash customer who just happened in.

This habit grew and grew and paved the way for the retail mail order business. It was handicapping the cash customer for the benefit of the time and eternity debtor. It disgusted men with money ready to pay their way to find that the slow and never-paying customers were just as welcome and received the same prices that they did.

The retailers with their limited stocks and with their own slow ideas were moving along slowly, when they awakened to the fact that they had aggressive competitors in the big mail order houses. The difference between the catalogue houses' price and their own startled them.

Many changed quickly to the cash basis. Cash or bankable paper after 30 days. Some to cash outright. Find one of the firms that changed that would ever go back to the mixed method.

We are at the very crest of the catalogue retail trade wave. It will go backward or forward from this time on. It is up to the retailers of this country to give the movement a good swift kick.

You can meet catalogue retail competition only in one way. Do business on as near a cash basis as possible, and above all things have a limit to credit and a date for payment of accounts. The more people who cut out time and eternity credits, the less powerful the mail order competition. There should certainly be a difference in the price of goods sold for cash and on goods sold to be paid for in six months, a year, two years or—perhaps. The nearer a straight cash business you do the better, and there is safety, satisfaction, security and surplus in it, with assurance against the coming of the sheriff. There will be no creditors.—The Hardware Trade.

THE POSITION OF CHEESE.

Explanation of the Unusual Course of Prices in England.

Grocers' Journal, London, Eng., July 28.

The manner in which the price of cheese has kept up this season has been a puzzle to people on both sides of the Atlantic, as quotations have taken a habit of rising just when they should have fallen, and the drop usual with expanding imports has failed to eventuate. The quantity coming in has been so great that the close wind-up of last season might reasonably have been expected to have counted for nought. But that it had considerable effect on the situation is made clear by the rapid manner in which the arrivals were caught up, the seller being able to fix his limits again and again without shutting off demand. There is no doubt that the Canadian article has become the staple in this particular line of produce, and what Canada does is more likely in consequence to influence the course of prices than what any other producing centre does. Therefore the situation becomes complicated when we look at the figures of imports and see that Canada has been trying to double her exports and has nearly succeeded. Other countries, too, have added to their usual output, and we have had landed in England this year up to the end of June 931,438 cwt., against 772,861 cwt., in 1905, and 885,438 cwt. in 1904. The imports last month were exceedingly heavy, amounting to 279,605 cwt., against 185,109 cwt. the previous June, and 206,032 cwt. in June, 1904. There has been a continuous stream of imports this month also, and yet prices have remained on the up grade until the present week, when there has been a set-back of 1s. per cwt. What is the cause of the exceptional firmness of the market for Canadian cheese in face of these enormous imports? There must be a very good reason somewhere, and that very good reason is no doubt the fact that consumption has been able to seize hold of the stuff as it has come in. But the natural increase of the population would not admit of such an addition to our consumptive requirements as is indicated by the figures There must have been an increase in the consumption per capita, and that, we think, is the answer to all the questions on the strong cheese position that has existed. It is customary at this period of the year for the consumption of cheese to go up with a bound; the arrival of green stuff and the change in appetite which comes with the hot weather brings that about. But there have been exceptional causes this year to throw people on to eating cheese. The Summer has been so far a finer one than we usually have, and this takes people out of doors and increases the bread and cheese bill, and a five per cent. increase in consumption, which would be easily accounted for this way, means an enormous addition to our imports. Again, the foreign meat scare has been bound to have its effect. As our readers know very well, when the hot weather decreases the butchers' sales there is usually a rise in the tinned meat trade over the grocer's counter. But this year we have got "Jungle" fever, and the public has been frightened off the tinned comestible. Where can it turn better than to cheese? And to cheese it has turned. But there is an end to all things, and the end to the continuous rise has come this week with a declination in the demand from the country districts. Buyers have been fewer, the make proceeds merrily in Canada, and c.i.f. quotations have been coming over lower and differing and it has been found necessary to lower the London quotation to meet circumstances. It was certainly time the buyer began to have a look in. The English make has not been a heavy one up to now, and the Scotch and Welsh output has been short, but supplies have been sufficient lately, and America has exhibited an intention not to be left out of the competition.

Jos. Switzer, Richmond Hill, Ont., has been paying a visit to friends at the old home.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

You Should Handle

Clark's Sliced Smoked Beef

Because every can is guaranteed to be of the first quality.

Because of its fine Flavor and Texture.

Because it will please your customers and a pleased customer is the best advertisement you can have.

Because it is canned by the most perfect and cleanly method known.

Because its price is within the reach of all.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries
Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

EFFECTIVE ADVERTISING

Exhibitions a Fruitful Source of Suggestion—Governor Folk advises Advertising in the Local Papers—A Sample Ad—Hints on Effective Publicity.

From Halifax to New Westminster this is exhibition time.

When you visited the Exhibition did you get any advertising pointers?

Besides visiting the foodstuffs exhibits did you also take in those of general manufacturing—any display where a hint could be picked up?

Did you accept all the literature offered you, and did you bring the same home?

Did you make any comparisons between the effectiveness of one manufacturer's methods over another?

Did you notice any advertising that was new to you?

Did you notice any advertising that you considered too costly?

Did you notice any advertising failures for want of the proper people back of them?

Think over your visit. Remember, you saw the publicity methods of some of the biggest concerns in the country.

Remember, most of these concerns have publicity men.

Remember, they are more apt to be right than to be wrong.

FOLK AND THE RETAILER.

Gov. Folk, in addressing the retail merchants of Missouri at their convention in Jefferson City, July 17, spoke against the mail-order business, and favored advertising in the town papers. He said in part:

"We are proud of our splendid cities, and we want them to increase in wealth and population, and we also want our country towns to grow. We wish the city merchants to build up, but we also desire the country merchants to prosper. I do not believe in the mail-order citizen. If a place is good enough for a man to live in and to make his money in, it is good enough for him to spend his money in.

"No merchant can succeed without advertising in one way or another. Patronize your town papers, build them up, and they will build the town up and build you up increased trade, and greater opportunities. Do not be afraid that business is going to be hurt by the recent exposures of wrongdoing in the commercial world. No man who is doing an honest business can be injured by the light. All business will be better for the cleansing process it is going through, and for the stamping out of evil."

W. O. WALLACE'S ADS.

W. O. Wallace understands what timeliness means in advertising. His reaching out for picnic orders was a good stroke of business.

In specializing on fruit and biscuits he chose lines that were bound to appeal to those talking picnic.

More grocers might take up this "opportune" advertising

BAILEY'S WAY.

Maple, Ont., has a live grocer in H. C. Bailey.

He knows that the post card is neater and easier to handle than the circular.

So he adopts the post card as his store messenger.

Under date of August 1, Mr. Bailey sent out a special notice on jars, with the additional mention of a butter proposition.

Keep up this style of advertising, Mr. Bailey.

A Kansas business man in the course of an address on advertising recently, said:

"If I ventured to advise the advertiser the advice would be largely 'Don'ts,' and something like this:

"Don't expect too much. Advertising may seem to work miracles in instances, but miracles are exceptions and not the rule.

"Don't lie. Live up to your announcements.

"Don't indulge in 'flapdoodle,' and don't 'slop over.'

"Don't be stingy in your appropriation.

"Don't be brusque, gruff, 'smart,' nor exacting with the solicitor. He may be fully as much of a gentleman as yourself, and if he is not you have a fine opportunity to show him an example of a true gentleman's behavior.

"Don't try to tell too much in a small space. Give your announcement daylight and breathing room. A stuffed advertisement is liable to have a short reach.

"Don't overlook the value of well-made, well-printed, convincing illustrations.

"Don't publish yourself as 'cheap,' doing a cheap-John business, by using 'cheap' stationery.

"Don't fail, if not located at a well-known point, always to announce your direction and distance from some well-known point, and the railroads that reach you.

"Don't forget the value of the short and friendly reading notice.

"Don't forget that they cost the publisher money.

"Don't demand something for nothing, especially long-winded puffs of yourself and what you have. Pay your way, and pleasantly. The prompt payment is doubly sanctified. The haggler, the skin-flint, the 'knocker' and 'bluffer' may carry his point at times, but in the long run he will lose out—in standing if not in money.

"Don't, if the publisher makes an error, of commission or omission (and these errors are common to most of us), try to regulate him by rudeness until other means have failed. He may know how to be quite as rude as you, and, besides, he has a club. There are few instances in which a publisher is not glad to rectify in good measure any mistakes for which his office is responsible.

"Don't drop out. Keep something doing. Change your copy and stay alive.

"Don't forget to award the other fellow the same 'square deal' you ask for yourself."—A.A.B.

CHANGES IN WINE AND SPIRIT FIRM.

Acting on behalf of foreign capitalists D. J. Rattray, manager of the Montreal branch of D. Rattray & Sons, Quebec, has secured control of the capital stock of the old-established wine and spirit firm, William Farrell, Limited, Montreal. Mr. Rattray has been appointed president and managing director. It is understood that the capital stock will be largely increased, and in the future the business will be actively pushed along modern lines. The company contemplates the erection of distilleries in the vicinity of Montreal.

Mr. Rattray's new position will not prevent him giving his attention to the various offices of his other firm in the import commission business.

J. H. Galloway, formerly of Galloway & Parnell, brokers and commission merchants, Vancouver, was in Toronto last week. Mr. Galloway has sold out his interest to E. G. Parnell, and intends taking up his residence in the east. He intends taking up agencies for special lines. When in Vancouver he represented a number of Patras, Smyrna, Japanese and other Oriental firms, besides a number of Canadian concerns. In conversation with the Canadian Grocer he said that his firm had also of late been doing quite a business in grain of Alberta product. He says that this trade has grown enormously of late and has great possibilities. Mr. Galloway is an old Ontario boy, having gone to Vancouver a little over seven years ago.

FRESH FRUITS AND BISCUITS

Suitable for Merchants' Picnic on Thursday:

GRAVENSTEIN APPLES, 3 lbs. for ..... 25c.

TABLE PEARS, 3 lbs. for ..... 25c.

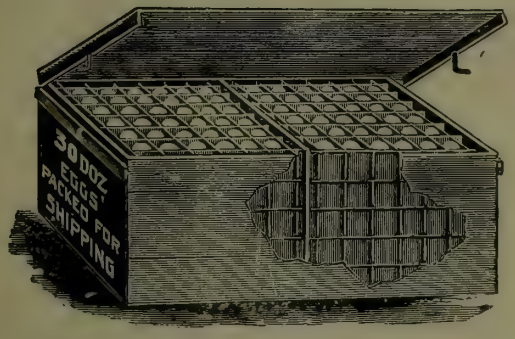
APRICOTS, in 4-lb. baskets ..... 35c.

2 lbs. Fresh Mixed Biscuits.....25 Cents

W. O. WALLACE

THE FAMILY GROCER, COR. YATES AND DOUGLAS STS. TEL. 312.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 BOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

PRE-EMINENT

Sweetened

FOR

Unsweetened

QUALITY

The best raw material.
The best appliances.
The best methods.
The best skilled labor.
The best supervision.

COMBINE TO PRODUCE
THE BEST MILK

TRURO CONDENSED MILK CO., Limited
TRURO, N.S.

Oval Wood Dishes

Clean, Strong and Inexpensive

FOR

BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

FLOUR AND CEREAL FOODS

Market Still Waiting for the Oncoming of the New Crop—Cereals lower—Very Little Export Business Doing.

The western wheat crop is still a mystery. The Northwest Grain Dealers' Association went on a tour with a flourish of trumpets to size things up. Upon their return they give out an estimate of 84,500,000 bushels, then a newspaper correspondent writes of it thus :

"Grain men, like other folk in the west, work hard, and when they go out for a jaunt into the country it is hardly to be expected that they will sit at the car window with their eyes glued to strong field glasses and look at nothing but wheat. Anyway, no matter what may be expected of them, they certainly do not do it. This year, in order that the itinerary might include sunny southern Alberta, a number of the most important wheat sections were either omitted altogether or were covered in the night. It is safe to say that their train did not travel over the railway running through even one-half of the wheat areas, and there was practically no driving into the country. A number of men who knew nothing of crops went with them, and in the making of the estimate their votes were counted."

Figuring, though, while waiting for results, is interesting. Here is how some industrious statistican has ascertained that the western farmer will this year get $90,000,000 for his wheat, oats and barley : Wheat, 91,813,900 bus. at 68c., $62,433,452; oats, 80,854,680 bus. at 28c., $22,639,310; barley, 17,735,790 bus. at 30c., $5,320,370; total, $90,393,-132.

Aside from these admixtures of arithmetic and the imagination, things are quiet in the world of cereals. There is some export business and very little local.

MONTREAL.

GRAIN—Export business in new peas is very brisk, but dealers say there is not much money in it, since they obtain only 71½c. f.o.b. There is no export trade in oats or wheat at present. Bids are two cents out of line.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 38
No. 3 white oats "	0 37
No. 4 white oats "	0 36
No. 3 yellow corn "	0 58
No. 2 peas, basis 78 per cent. points	0 71½

FLOUR—There has been no change in the flour market since last report. Trade is reported as being very good in some quarters, while on the other hand there are some millers who say that business is limited. With the coming of the Fall season, however, there will be more demand for flour, as for other lines. Prices are steadily maintained.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 00
Manitoba spring wheat patents		4 50
" strong bakers		4 00
Buckwheat flour	2 00	2 10
Five Roses		4 50

ROLLED OATS—Rolled oats continue featureless. Prices are unchanged.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags	2 20	2 25
" 80-lb. bags		2 10
" bbls.	4 55	4 70
Choice boiling peas	1 0	1 10

HAY—Locally the hay situation is practically unchanged. It is very difficult to obtain anything in the country, the farmers being inclined to hold any stock they have. Export business is very small. The situation in the Old Country, as seen this week, is not changed. Reports from the different markets do not contain anything new of interest. Liverpool quotations recently received hover around 65s. c.i.f.

No. 1	10 25	
" 2	9 25	
Clover mixed	7 00	
Clover, pure	6 00	6 25

FEED—In feed it is the same old story—bran and shorts are very scarce, but otherwise nothing new. Bran has been advanced again this week in consequence of the large demand and small stock there is to meet it.

Ontario bran	18 50	
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
" bran	18 00	18 50
Moullie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 03

TORONTO MARKETS.

GRAIN—Some local business is moving, but transactions are within narrow compass. Prices for Manitobas were higher than a week ago, but are lower again. Very little Ontario wheat is coming to market as yet.

(F.o.b. Georgian Bay points.		
Manitoba wheat, Northern No. 1	0 79	
" " " No. 2	0 76½	
" " " No. 3, nominal		
Red, new " per bushel, 78 per cent. points	0 70	
White, new " " " "	0 70	
Mixed, new " " " "	0 69	
Spring, nominal " " "		
Goose, " " "		
Barley, No. 1, " " "		
" No 2. " " "	0 48	
" No. 3x, " " "	0 47	
" No. 3, " " "	0 44	
Oats, new " " "	0 31	
" " new " " "	0 31	

FLOUR—There is a little export business passing. Local trade is quiet. Generally prices are shading higher than a week ago.

On track, Toronto.		
Manitoba patents, No. 1, per bbl. in bags	4 40	4 60
" " No. 2, " " "	3 90	4 10
Strong bakers " "		3 80
Ontario 90 p.c. patents, No. 1 " "	3 10	3 25
Straight roller " "	3 00	3 10

CEREALS—Not enough of the new crop has come out as yet to give the market stability. Prices are considerably lower. Some local business is passing, but large buyers are holding off.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal	4 50	
Rolled wheat in boxes, 100 lbs. "	2 40	
" " 50 lbs. "	1 25	
Rolled oats, standard, carlots, per bbl., in bags "	4 00	
" " " " " in wood "	4 25	
" " " " for broken lots "	4 25	

OUTLOOK IN APPLE MARKET.

Situation as Surveyed by the Dominion Department of Agriculture.

The fruit crop report for August, issued by the Dominion Department of Agriculture, has this to say of the market conditions in regard to apples :

"The effect of the present hot weather upon the apples must be taken into consideration. It will induce an early maturity which will cause a material depreciation in Winter stock that is stored. Extra precautions should, therefore, be taken by all who store apples to pick them as soon as they are mature and place them in the coldest possible situation.

"The first of the early apples for export to Great Britain have gone forward but no reports of prices are yet available. The confidence which shippers have in this market is shown by the fact that a single shipper has sent forward three carloads. The large dealers in Great Britain do not hold out any prospects of high prices for early fruit, but they unite in predicting a better market for Winter fruit. There is no reason to believe that the market will be as good as last year, but the undoubted shortage in Great Britain of pears and plums, and the very moderate crop of apples renders it highly probable that there will be a very large importation of foreign fruit, probably larger than last year if the prices are somewhat lower.

Situation in the States.

"The Government crop report of the United States shows slightly more than an average crop of fruit that will compete with Canadian Winter fruit. It is, therefore, extremely unlikely that anything but very high prices will induce a large export from the United States of Winter fruit, so that the most probable outlook is for a large importation by Great Britain of Winter fruit at moderately good prices, a large portion of this stock coming from Canada. Should prices go up to a certain figure no doubt it would draw a very large surplus from the United States that will otherwise be consumed at home at lower prices.

Northwest Demand Keeps Up.

"There appears to be no diminution in the demand for apples from the Northwest. A feature of the Northwest trade is the desire of the merchants to make preliminary contracts with dealers in Ontario for direct shipments. The Northwest dealers have refused so far to make contracts for No. 2 apples, inasmuch as this grade was not defined. The recent amendments to the Fruit Marks Act, which give a definition of a No. 2 apple, will undoubtedly establish this trade in the Northwest, but will be slow to affect this year's business, as the only evidence which dealers will accept of the high quality of a No. 2 apple will be the actual shipments sent forward as samples.

"A notable feature of this year's business is that several extensive buyers have come from Great Britain and are buying for direct sale to consumers. There are also two buyers from South Africa: one consignment has already left Nova Scotia for Cape Town.

"In a few instances where the quantity of early fruit grown by each indi-

vidual is small buyers have not considered it worth while to bid for the stock. It is under such circumstances as these that the co-operative associations of Western Ontario were established. These small lots of fruit could by the co-operative scheme be economically collected into large shipments for which there is a ready sale.

Prices.

"The buyers have been very active in the districts growing Winter fruit and a very large proportion of the fruit is already in the hands of dealers. There has, perhaps,been more than the usual amount of buying orchards by the lump, though there are a few reports of buying by the barrel for firsts and seconds. The prices vary greatly according to the quantity of the orchards. Growers apparently have sold upon a basis of $1.25 per barrel on the trees for Winter stock. Many growers have sold at $1 per barrel for everything in the orchard, buyers picking and packing. Some choice orchards in the Georgian Bay district have been sold at $1.50 per barrel on the trees, which the growers estimate as equivalent to $2 delivered at the railway stations for No. 1's and No. 2's. Prince Edward County growers are delivering Duchess and Red Astrachan on the docks at $1.50 to $1.75 per barrel. British Columbia growers report that their early apples have netted them from $1 to $1.50 per box ready for shipment. The four-basket crates of plums and prunes are selling all the way from 50 to 85c. per crate, the average being about 65c.

Arriving at Montreal.

"The Dominion fruit inspectors at Montreal have sent in reports of the temperature of five carloads of apples in refrigerator cars, all of which are said to have been fully iced at starting. They arrived at Montreal with temperatures ranging from 64 to 82 degrees. Although this fruit was placed in the cold storage of the steamships, it is extremely likely that there will be a very great depreciation in the quality of these apples when they reach their destination. After having been exposed from the time of packing until they were placed on board steamship to this very high temperature, no cooling could prevent a very serious deterioration in so soft an apple as the Duchess or Astrachan. Attention is once more drawn to the fact that, unless fruit is cooled before being put into refrigerator cars there is little chance of it reaching the steamship in good order."

BEAN CROP INJURED.

Sprouted by the Wet Weather—Loss in Quality Placed at $500,000.

A correspondent in the bean growing district of Western Ontario under date of August 25 writes regarding the bean crop :

"This crop is now passing through its most critical stage, i.e., harvesting. One week ago the prospects were fair, but the extreme drought which had prevailed over the entire bean section and which had materially lessened the yield, was broken by excessive downpours of rain, which coupled with the extreme heat caused great damage ; in many instances the pods were driven into the moist ground, causing the beans to discolor and sprout. In some instances where the earlier crop had been pulled but not housed, the damage is very serious. The quality will be materially affected and the merchantable quantity greatly reduced. Conservative estimators claim that the Government report can be cut in two. Owing to the above conditions the new beans will be soft and not fit for shipment for some time after being threshed. Very little old stock remains in dealers' hands and it would not be surprising to find that the new crop would not be sufficient for the domestic demands."

Two days later he adds :

"I have waited until I could give you some definite and reliable information as to the bean crop, the reports in reference to which had heretofore been somewhat mixed. The recent rains and extreme heat have settled the question. Since writing the enclosed we have had another drenching rain and the end not yet in sight. To-day from all quarters the reports are that the beans are growing in the pods. The loss in merchantable quality must mean about $500,000 to the growers."

SHIVER IN SUGAR.

European beet sugar declined ¾d. to 9s. 5¼d. Tuesday, but recovered Wednesday to 9s. 6d.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

Come to Toronto Exhibition

and note the displays of the progressive manufacturers of food products. Look up the exhibit of

Canada Flakes

and make it a point to see the manager and have a chat with him. You will surely receive some ideas to assist your business. And your suggestions are earnestly desired in return.

Our display aims to impress the "Household" 25c. pckage. The beautiful china placed in this package is shown to advantage.

Our exhibit shows Canada Flakes to be the purest and best cereal food in Canada, with the additional features of a special aim to advertise direct to your customers, Mr. Grocer.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

Caramel Cereal

The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.

It is fragrant, rich in color and flavor, and has good body.

WRITE FOR STOCK TO

The Battle Creek Health Food Company,
Limited

Canadian Factory, LONDON, ONT.

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

NOTES OF INTEREST.

G. H. Hasenflug, Teeswater, was in Toronto last week.

A. H. Rae, Teeswater, is visiting his brother in Manitoba.

Mr. Barnard, of Hunt & Co., Montreal, is in Toronto and the west at present.

W. J. Snell, baker and confectioner, East Toronto, will shortly open a branch at Kew Beach.

Mr. Trout, of Hunter & Trout, Wiarton, Ont., was a buyer in Toronto last week and a fair visitor also.

C. J. Halliday, Chesley, Ont., has just returned from New York, where he attended the millinery openings.

F. Oberley, Formosa, Ont., saw his wholesale friends in Toronto last week and was a visitor at the exhibition.

W. H. Thompson, one of F. F. Dalley Co.'s travelers, has been confined to his house in Hamilton for three weeks with an injured leg.

F. M. Ramage, Chesley, Ont., took a holiday last week, visiting between Collingwood and Owen Sound. This week he was in Toronto.

K. Shiratory, manager of the Toyo Tea Trading Company, Japan, who has been visiting Montreal, left for New York end of last week.

D. M. Todd, Oshawa, Ont., has opened his new and thoroughly sanitary bakery. It has cement floors throughout and hot and cold shower baths for the employes.

Maylor Hayne, of Fort William, has returned from a three weeks visit in the east. While in Toronto he purchased a complete new stock for his new grocery store.

J. E. Adams, of Adams & Sparling, grocers, London, has retired on account of ill health. W. B. Sparling is continuing the business and there will be no relaxation of energy or fading of the spirit of progress.

It is asserted at Medicine Hat that an English syndicate has taken over the large lands of the Grand Forks Cattle Co., will irrigate them and place them on the market. The same syndicate propose, it is said, to erect at Medicine Hat the largest sugar refinery in the world.

Ald. Wm. McClarity, a leader in Owen Sound society, visited Toronto this week and the exhibition. He's a great admirer of cats, but they having given place to canines he looked over the King's horses. He was not, however, one of those who stood in line to be kicked by royalty.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

BUY YOUR FLOUR FROM US
and you will have no difficulty pleasing the people.
THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

WE ARE ALWAYS READY
to handle your orders for
Pot Barley
Pearl Barley
Feed
ARE YOU READY
to send the orders?
JOHN McKAY, Limited
BOWMANVILLE

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

CORONET ROLLED OATS
We buy our grain in the best oat district of Ontario, and our Rolled Oats are of Superior quality.
WRITE FOR QUOTATIONS.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

TRADE MARK
This design a guarantee of quality.

GREY BREAD WRAPPER —A— SPECIALTY
ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING
SAMPLES AND PRICES WITH PLEASURE.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

BUYERS

JAPAN TEAS—Of them, we told you sometime ago that prices were lower than they had been for 5 years, and that a change might take place at any moment. We believed so strongly in this that we bought heavily and can now give you the benefit of our purchases.

We offer you* 1,500** Half-chests of ***our Condors, besides a big stock of all other sorts of Japan. ***We have not changed our prices. We want a share of your business. See our samples:***

Condor	XX	-	18c.	Condor	IV	- -	27½c.
"	XXX	-	19½c.	"	III	- -	35c.
"	XXXX	-	21½c.	"	II	- -	37½c.
"	V	-	25c.	"	I	- -	42½c.

CEYLON GREEN GUNPOWDERS—

In these we believe and feel sure that they will take the place of ***China Green***. They are superior in every way: ***appearance, cup quality, advantage in price and in the package.*** We were the first to sell them and they have proved so satisfactory that we have contracted for **42,000 lbs.**

WE QUOTE : ALL 40-LB. BOXES :

		c.
4,000	lbs. finest made, choicest liquoring, Imperial Ceylon Green, Gunpowder, at	**20**
12,000	" " " " " Pea Leaf, at	**22½**
8,320	" " " " " Medium Pinhead, at	**25**
18,000	" " " " " Small Pinhead, at	**27½**

INDIAN BLACK—We have ***253*** chests to sell you at from - **10½ to 12½c.**

No such teas were ever sold at less than 12½ to 15c.—Ask to see them.

The E. D. MARCEAU CO., Ltd.

TEAS, COFFEES, SPICES. VINEGAR **MONTREAL**

EXHIBITION

During the next two weeks Toronto market will be a large receiver of Canadian basket fruit.

PEACHES, PEARS, PLUMS, GRAPES, TOMATOES, EGG PLANT, MELONS.

We are headquarters. Give us a call when in the city. You can make your own selections.

McWILLIAM Mc. AND E. EVERIST

Car of new Verdelli
LEMONS
due now.
ORANGES
Late Valencias, Assorted Sizes
BANANAS
Firsts and Eights, Finest Selections
25-27 Church St. TORONTO CANADA

PEACHES

If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.

W. W. HILBORN,
Phone 83 Leamington, Ont.
Night service.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Crawford Peach Season is on—Fruit Trade Generally Continues Very Satisfactory—All Kinds of Vegetables Plentiful—Fish trade is picking up.

The Crawford peach season has commenced, and that marks the beginning of the end of the Ontario Summer fruit season. The samples coming forward are of fine quality. Everywhere throughout the Dominion the fruit trade continues to flourish, and the question is rather one of supply than demand. Throughout Canada the volume of business is greater than ever before. Vegetable markets are continuing their normal activity. Cooler weather is acting as a stimulant to the fish trade.

MONTREAL MARKETS.

GREEN FRUITS—There will be noticed this week many changes in the quotations, changes necessitated by market conditions. Bananas are strong at prices quoted. Trade is good, especially in the city. Old lemons and watermelons are out of the market this week. Canadian grapes are now quoted, the price asked being 22½c. to 30c. a basket. Another new line is western melons at $1.25 to $1.50. Western plums are scarce this year and the price is high in consequence, being some twenty-five cents above last year's figure at this time.

Late Valencia oranges, per box	6 00	
Dates, per lb	0 05	
Bananas	1 50	2 25
Cocoanuts, per bag of 100	3 60	
Pineapples	5 00	5 50
Apples, bbl	2 00	2 75
New apples, baskets	0 25	0 40
Crab apples, per basket		0 50
New lemons	7 00	8 00
Limes, per hundred		1 25
Peaches, per box		2 25
Plums, "	1 50	2 00
Pears, per box	2 50	3 25
Canteloupes, per crate		5 00
Jamaica oranges, per bbl		7 00
Western melons	1 25	1 30
Spanish Onions, cases	2 50	2 75
Blueberries, 22 quart boxes		2 25
Lawton berries		0 10
Jamaica grape fruit, box		6 50
Canadian plums, per basket	0 60	0 75
" pears, "	0 40	0 60
" peaches "	0 60	0 75
" grapes, champions, per basket	0 22½	0 30

VEGETABLES—Although the weather is becoming cooler, good business in vegetables continues to be done. There is a very good general demand, there being no call for certain lines above others. It will be noticed that cabbage is advancing, quotations now reading 50c. to 75c. per dozen. From present indications cabbage will bring good money this Winter. Tomatoes, while unchanged this week will probably be higher next week. Boxes are now offering from 65c. to 75c. It is expected that the baskets, which now bring 35c., will have to be raised to 50c. to meet the new conditions coming with the gradual closing of the season. A few small lots of new sage are reported as coming in, but very little is noticeable. It will be some time yet before large lots are offered. Prices are well maintained.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 75
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 35
" " per box	0 65	0 75
New turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
New potatoes, per bag	1 00	1 10
New beets 3 doz		0 25
New carrots, per doz	0 12½	0 15
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Green peas, per bag	0 75	1 00
New corn, per doz	0 07	0 15

FISH—Recent cool weather has been the cause of a revival of the fish trade. Quite respectable orders have been coming in during the past week and a half. Prices have been very well maintained. Fresh British Columbia salmon continues scarce, but Gaspe salmon, chilled, is taking the place of it to a great extent. Fresh dore and pike continue scarce also, but lake trout and whitefish are arriving freely. Fresh mackerel, too, is coming forward in good quantities. Steak cod is not obtainable in anything like good sized lots. Halibut is lower this week, owing to increased arrivals.

Fresh haddock, express, per lb		0 04
Fresh steak cod " "		0 06
" halibut " "		0 08½
" grass pike " "		0 06½
Lake trout " "		0 [illegible]
Brook trout, " "		0 22
Whitefish " "		0 09
Weakfish " "		0 08
Dore, per lb. " "		0 09
Flounders, " "		0 09
Small sturgeon, "		0 08
Gaspe salmon "		0 15
Fresh B.C salmon "		0 14
Fresh mackerel "		0 10
Fresh frozen fish—		
B.C. salmon, per lb		0 09
Herring, large, per 100 fish		2 00
Smoked fish—		
New haddies, 15-lb. boxes, per lb		0 07½
St. John bloaters, 100 in box, per box		1 00
Smoked herring, in small boxes, per box		0 12
Oysters and Lobsters—		
Standards, per imp. gal		1 50
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Boneless cod, " Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
No. 1 Labrador herring, per half-bbl		3 50
" " per pail		0 80
" " salmon—		
" " " in bbls		13 00
" " " in ½ bbls		7 00
" mackerel, per pail		1 75
" green cod, per lb		0 03½
Small, " "		0 02½

DRIED APPLES
HIGHEST PRICES PAID
FOR BRIGHT QUARTERS
THE W. A. GIBB CO.
7 and 9 Market Street,
HAMILTON

TORONTO MARKETS.

GREEN FRUIT—A very limited supply of lemons is on the market at prices that are very high, but more are expected shortly. Grapes are now on the market in a much improved form than they were last week, and a goodly quantity is coming in. Yellow Freestone peaches, Bartlett pears and plums are arriving regularly, and meet with ready sale. Duchess and Astrachan apples are selling at 20c. and 25c. a basket, and $1.75 to $2 a barrel. Egg fruit is lower, and can now be bought for 20c.

and 25c. a basket. Lawton berries are getting scarce and falling off as well in quality.

Oranges, late Valencias, 96's, 112's, 288's	5 50	6 25
Lemons, Messina, 300's, 360's, per box	8 00	8 50
Limes, per crate	....	1 25
Apples, Duchess and Astrachan, per basket	0 20	0 25
" " " per bbl	1 75	2 00
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 75	2 35
Red bananas per bunch	2 20	2 50
Plums, California, per basket	0 65	0 75
Peaches, " per basket	0 30	0 45
" St. John, per basket	0 50	0 75
Pears, eating, per box	2 25	2 50
" per basket	0 20	0 65
Canadian peaches, per basket	0 25	0 50
" pears, per basket	0 30	0 75
Watermelons	0 25	0 30
Cantaloupes, Canadian, per basket	0 20	0 40
" Canadian, per case	0 40	0 75
" Rockyfords, imported, per case	4 50	5 00
Lawton berries, per box	0 08	0 09
Southern grapes, 6 bgsket crates	....	3 00
Egg plant fruit	0 20	0 25
Grapes, small baskets	0 20	0 30
" large baskets	0 40	0 60

VEGETABLES—Potatoes are coming down as the season advances, but other vegetables are holding at about the same price as last week. There is scarcely anything new to come on the market now and everything having about struck its regular gate there will hardly be so many price changes for a while. Some nice sweet potatoes are on the market selling at $4.50 per barrel. Some new Spanish onions are due to arrive next week. They will be about 50 pounds to the crate.

New potatoes, Ontario, per bus	0 60	0 70
Sweet potatoes, per barrel	....	4 50
Onions, Canadian, per basket	0 75	0 85
" green, per doz. bunches	....	0 12½
" Spanish, per large case	....	3 25
" silver skins, pickling, per basket	1 00	1 25
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 15	0 25
Rhubarb, 1 doz. bndls	0 20	0 25
Watercress, per doz. bunches	....	0 25
Egg plant	0 40	0 50
Peppers, green, per small basket	0 75	0 85
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 40
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 50
" Canadian " "	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 07	0 10
Leeks, per doz	....	0 25

FISH—There are no price changes in the fish market, but business continues to improve.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium, per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Easte rn salmon, per lb	....	0 20

TEA MEN SEE MONTREAL.

Red Rose Selling Staff Enroute to Meeting at Toronto.

Last Saturday a party of the eastern division of the traveling staff of T. H. Estabrooks, Red Rose tea, St. John, N.B., visited Montreal. The party were on their way to the annual Red Rose tea reunion, which will take place this year at the King Edward Hotel in To-

"Long Island Native"
OYSTERS
Large, Sweet, Clean, Delicious

The season has opened. We solicit your first order this season, wishing to convince you of the superiority of these famous Oysters. THE MOST PERFECT OYSTER KNOWN TO COMMERCE. No order too small or large, and can be shipped on a moment's notice.

WHITE & CO., LIMITED
Wholesale Fruit and Produce, and Oyster Dealers
HAMILTON Phone 1115 — TORONTO Phone Main 4106
JAMES LANGSKILL, Pres. — W. H. DESPARD, Mgr. and Sec.-Treas.

"ST. NICHOLAS" LEMONS
Deceives nobody—pleases everybody.
Superior fruit honestly packed.
"MONEY IN EVERY BOX"
W. B. STRINGER & CO., Sole Agents - Toronto

CANADIAN PLUMS, PEARS and PEACHES
now arriving freely. Plums very fine quality, but scarce. Very fine Crawford peaches arriving daily, prices ranging from 40c. to $1.25.
THE F. T. JAMES COMPANY, Limited
Wire, Phone, or Mail your Orders — TORONTO — 76 Colborne St, 33 Church St.

PEACHES, PLUMS, GRAPES
Now is the time to order.
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS,
ORANGES AND LEMONS
And all kinds of
FOREIGN AND DOMESTIC FRUITS
Send us your order
HUGH WALKER & SON
ESTABLISHED 1861 — GUELPH, ONT.

AUBURN ORCHARDS, - - Queenston, Ont.
W. O. BURGESS, Proprietor
We are quickly disposing of those large luscious PEACHES we spoke about last week, also BARTLETT PEARS and GRAPES.
Our Peaches are graded and sold according to diameter measurement; four grades; special sizes to order. Guaranteed Uniform.
Wire to-day for prices. Long distance telephone at the Orchards.

ronto. Walter C. Gaden, Montreal representative of T. H. Estabrooks, took his fellow travelers in hand when they reached the city and showed them round. Several of the large business houses were visited in the morning, after which the "round the mountain" trip was taken. Lunch was served at Morgan's at twelve o'clock. With invited guests, the party started out in a special car after lunch to see the district around Montreal. Lachine, and incidentally Lake St. Louis, Westmount, Cote des Neiges and Outremont were taken in, and then the inevitable trip to Dominion Park. Here the sights were seen from the House of Nonsense to the Scenic Railway, after which a dinner was served at Riverview Inn, on the grounds. The table was decorated with Red Rose tea calendars and mottoes, while, to make things complete, Mr. Gaden sang a Red Rose tea song after dinner. Before leaving the table L. W. Cox, senior salesman present, thanked Mr. Gaden in very hearty terms on behalf of the visiting travelers. W. D. McCallum thanked him on behalf of the guests. The car was then boarded for Windsor Station, where the travelers arrived in time to take the ten o'clock train for Toronto, to which a special Pullman car was attached.

The boys all enjoyed their stay in Montreal, which was made very pleasant for them largely through the instrumentality of Mr. Gaden.

The salesmen in the party were: W. C. Gaden, L. W. Cox, W. R. Miles, M. B. Armstrong, J. V. Kierstand, N. D. Leblanc, G. L. Palmer, Louis C. Armstrong, J. A. Trites, H. Sullivan and W. P. Currie. Among the city guests present were: Geo. Lloyd, manager of the grocery department of Scroggie's; A. W. Childs, traveling staff Laporte, Martin & Cie.; Frank Spence, J. F. B. Foote and W. D. McCallum.

CODFISH CATCH SMALL.

Codfish is likely to be high this year. According to the Canadian commercial agent at St. John's, Nfld., the catch this year will be about 300,000 quintals below last year's, but on account of the advanced prices the returns to the fishermen will be about the same.

John Cheesman, a leading grocer of Barrie, Ont., was in Toronto last week calling on the trade.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.,

J. V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

CRAWFORD PEACHES

For Canning

This is the hour to think about them.

I have a choice crop of Crawfords.

These will be so packed that each basket will be sound throughout. I'LL GUARANTEE THAT.

You can be just as sure of my Peaches as you can of my Jams. You know what that means.

E. D. Smith's Fruit Farms, Winona, Ont.

GOLDEN DIAMOND CANNED 1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

SPECIAL OFFERING NEXT WEEK

Boneless Cod. In 25-lb. boxes; assorted 1 and 2-lb. blocks.

Pickled Herring. Large bright Nova Scotia fish; brls. and half-brls.

Golden Rule Sardines. Old and new style, also patent opening cans.

All Guaranteed New Stock. *Right Prices.* *Wholesale Only.*

J. W. WINDSOR, - MONTREAL

HANDLERS OF LARGEST ASSORTMENT OF CANNED GOODS IN CANADA

IT'S A GOOD THING TO SELL CODFISH

THE RECOGNIZED BRANDS
FOR QUALITY ARE———

HALIFAX and ACADIA

BRANDS

Every progressive grocer in Canada carries them in stock—
from the Atlantic to the Pacific.

THE ATLANTIC FISH COMPANIES, Limited

Head Offices: LUNENBURG, N.S., Can.

A. H. BRITTAIN & CO., Agents Quebec and Ontario, Montreal

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store

ALSO

***SPRING SALMON*—*"Columbia"* Brand.**
***COHOES*—*"Tiger"* Brand.**
***PINKS*—*"Sunflower"* Brand.**
***"Jacques Cartier"* Brand.**

PACKED BY

J. H. Todd & Sons

Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S CHOCOLATE

"DIAMOND" and "ELITE" brands—

are known and sold throughout Canada as the finest in Chocolates—

Every customer satisfied.
Profitable for you all the time.
Ask your Jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. R. HUXLEY, Winnipeg

WEBB'S
CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited
31-35 Buchanan St., Toronto

SARNIA GROCERS' PICNIC

A Very Pleasant Wind-Up to the Summer Half Holidays—Long List of Sports Contributed to a Pleasant Afternoon.

The grocers of Sarnia are a pretty lively aggregate of traders and they have an association that is in fine fettle. They held their annual picnic at Lake Huron Park a fortnight ago as a pleasant wind-up for their Wednesday half-holidays. All day long the crowds they took with them taxed the capacity of the street railway facilities. The Sarnia Silver Band provided music afternoon and evening.

The set feature for the afternoon was a lengthy programme of sports, into the spirit of which the huge company entered with great zest. In addition to the events for the children there were proprietary races arranged by Red Rose Tea, Richards' Pure Soap, Maple Leaf Tea, Comfort Soap and Aroma Tea. Other events and the results were as follows :

Fat men's race, 200 pounds or over, 50 yards—1st, 5 lbs. Red Band tea, A. M. Smith & Co., Harry Lawson ; 2nd, 3 lbs. Red Band tea, A. M. Smith & Co., F. R. Abbs ; 3rd, 2 lbs. Red Band tea, A. M. Smith & Co., E. J. Smith.

Three-legged race, 100 yards—1st, 100 lbs. granulated sugar, Wallaceburg Sugar Co., Cortese Bros. ; 2nd, 50 bars Bee Hive soap, London Soap Co., J. Morrison, W. Ross ; 3rd, 6-lb. box candles, Imperial Oil Co., Cowan and Cortese.

Grocer's boys' race, 100 yards—1st, 5-lb. caddy tea, Elliott, Marr & Co., P. Palmer ; 2nd, 6-lb. box blue, Alpha Chemical Co., Geo. Palmer ; 3rd, 1 doz. Quickshine shoe polish, Alpha Chemical Co., Wm. Campbell. 4th, 1 doz. Quickshine stove polish, Alpha Chemical Co., F. Allard ; 5th, 1 pocket knife, Maple Flake Co., Wm. Ashe.

Grocer drivers' race, single, 100 yards —1st, 100 lbs. granulated sugar, St. Lawrence Sugar Co., D. Ross ; 2nd, 5-lb. caddy tea, J. Garvey & Co., Geo. Palmer ; 3rd, 1 doz. veal loaf, Libby, McNeil & Libby, Albert Forbes ; 4th, 1 doz. catsup, Gorman, Eckert & Co., Oran Nichol.

Grocer drivers, married, 100 yards — 1st, 100 lbs. granulated sugar, St. Lawrence Sugar Co., S. Merritt ; 2nd, 5-lb. caddy tea, J. Garvey & Co., O. Horning ; 3rd, 1 doz, veal loaf, Libby, McNeil & Libby, G. Brown.

Grocery clerks, single, 100 yards—1st, 100 lbs. granulated sugar, Wallaceburg Sugar Co., Chas. Hoskins ; 2nd, Waterman fountain pen, Brantford Starch Co., J. Winters ; 3rd, one umbrella, Tellier, Rothwell & Co., W. Boyd ; 4th, 1 doz. Egg-O-See, Egg-O-See Co., Ed. McCart.

Grocery clerks, married, 100 yards — 1st, 100 lbs. granulated sugar, St. Lawrence Sugar Co., D. Scott ; 2nd, one carpet sweeper, United Factories, Roy Mills ; 3rd, 5 lbs. coffee, Gorman, Eckert & Co., M. Crawford ; 4th, 1 doz. olives, Gorman, Eckert & Co., Alf. Baxter.

Walking race, commercial travelers, 150 yards—1st, 2 doz. veal loaf, Libby, McNeil & Libby, C. F. Kendall ; 2nd, ½-doz. bottles Gherkins, Heinz & Co., J. A. Gibson ; 3rd, 1 doz. Egg-O-See, Egg-O-See Co., R. E. Smith.

Sack race, 50 yards,—1st, 1 ham, F. W. Fearman & Co., O. Horning ; 2nd, 1 side bacon, Ingersoll Packing Co., Joe Cortese ; 4th, 12 packages Egg-O-See, Egg-O-See Co., Ted Cortese.

Married couple's race, over 30 years of age, 50 yards—1st, 1 box Surprise soap, St. Croix Soap Co., A. B. Graham and wife ; 2nd, 5 lbs. tea, McPherson, Glassco & Co., J. Carmichael and wife ; 3rd, 50 lbs. Royal Household flour, J. A. Couse, B. Cook and wife ; 4th, 50 packages Cow brand soda, J. Dwight & Son, E. McMillan and wife.

Egg race, ladies, 100 yards—1st, 6 boxes toilet soap, Lever Bros., Twilight Soap Co., Mrs. S. Giffel ; 3rd, 50 packages Cow Brand soda, John Dwight & Son, Mrs. Cahill ; 4th, 1 doz. jelly powders, Pure Gold Mfg. Co., Mrs. Blake.

Aged couple competition—1st, 100 lbs. granulated sugar, Wallaceburg Sugar Co., Mr. and Mrs. H. Smith ; 2nd, 5 lbs. tea, McPherson, Glassco & Co., Mr. and Mrs. J. Davidson.

Pie-eating contest—1st, 3 boxes creams McCormick Mfg. Co., Harold Parsons ; 2nd, 2 boxes creams, McCormick Mfg. Co., B. Wilson ; 3rd, 1 box creams, McCormick Mfg. Co., S. O'Neil.

Jockey race, 100 yards—1st, 4 boxes creams, McCormick Mfg. Co., R. Mills and Stanley Williams ; 2nd, 2 boxes creams, McCormick Mfg. Co., J. Mills and E. J. Smith ; 3rd, 2 boxes ½-lb. creams, McCormick Mfg. Co., A. Baxter and O. Horning.

Grocers' race, 100 yards—1st, 1 china pitcher, Chase & Sanborne, J. Mills ; 2nd, 1 china vase, Chase & Sanborne, W. C. Palmer ; 3rd, 12 packages of Klenzine, Alpha Chemical Co., Jerry Ward.

Ladies' race, over 40 years, 100 yards —1st, 5 lbs. Red Band tea, A. M. Smith & Co., Mrs. Buckle ; 2nd, 50 lbs. Royal Household flour, J. A. Couse, Mrs. T. Smith ; 3rd, 1 side bacon, Ingersoll Packing Co., Mrs. J. Lawrence.

Men's quadruped race, 50 yards—1st, 5 lbs. Red Band tea, A. M. Smith & Co., J. Scott ; 2nd, 1 box candles, Imperial Oil Co., S. Williams ; 3rd, Sarnia Post for one year, W. B. J. Williams, S. Merritt ; 4th, 6 packages parafine wax, Imperial Oil Co., O. Horning.

Baseball match, Grocers vs. Clerks — Winning team, 2 boxes tobacco, Empire Tobacco Co. ; losing team, 1 box cigarettes, American Tobacco Co. From D. S. Perrin & Co., 1 5-lb. box chocolates. From Wm. Guthrie, 1 box cigars, to be divided among the players. Tie game, 11—11.

Catching greasy pig—Wm. Ross.

Climbing greasy pole, $5 in gold—Did not fill.

Youngest child on the grounds — Set gold baby pins, donated by W. B. J. Williams ; child of Mr. and Mrs. John Naundrell, 16 days old.

Smoking contest—Cigars donated by Patterson & Sons, Brantford—1st, 30 cigars ; 2nd, 15 cigars ; 3rd, 5 cigars — J. Booth, C. F. Kendall.

WHY IT IS SO

A number of people have tried in a number of ways to account for the "Mooney" success for **Perfection Cream Soda's** great sweep of popularity.

ARE MADE RIGHT

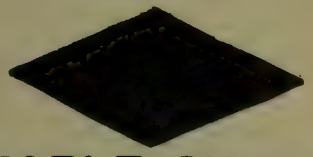
That accounts for it all.

Just dot the fact down in your diary and decide to get on the line with us.

We like to be asked questions.

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS BISCUIT MAKERS

For Over Fifty Years.

SPECIALTIES

King's Own Mixed
Puff Cracknel
Veda Oatmeal
Kiel Fingers
Glacier Wafer
Milk Chocolate Finger
Butter Cream
Polo
Macaroons
Marie

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

WILSON BROS.,
Wharf Street,
VICTORIA, B.C.

C. & J. JONES,
424-5 Union Bank Buildings,
WINNIPEG.

KENNETH H. MUNRO,
324 Coristine Buildings,
MONTREAL.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

PUT DOWN Shirriff's Extracts

on your order sheet and your clerks will be kept busy.

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

FREIGHTS AND CHARTERS

Water Still Low in Montreal Harbor —Export Shipping Trade is Brisk—A Good Deal of Wheat Going Abroad and Cheese in large demand also.

There has been little improvement in the wafer situation in the port of Montreal. Since last report the water has fallen again, with more or less serious results to the shipping trade. There is no remedy apparent, however, so that shippers and shipping companies must perforce put up with the inconvenience.

Notwithstanding existing conditions, a good healthy trade is passing in general export lines. There has been a very good demand from the United Kingdom and foreign points for Canadian products generally, so that the export business is considered rather satisfactory than otherwise.

Cheese has been moving out in a most satisfactory manner, despite the high market prices at present demanded. The report issued by the Government for the fiscal year ending last June, gives some idea of the amount of cheese exported. This season's export business promises well also.

Butter has been in good request from the other side recently. While at times orders from England are light, yet on the whole very good business is done. Prices locally have been steadily advancing, resulting in a holding back tendency on the part of buyers across the water.

Meats and provisions generally are in fair to good demand, and some very good shipments have been made recently.

There has been very little activity in hay lately, few lots going forward. Grain has been a strong line, many of the out-going boats taking good-sized cargoes.

One boat bound for London and Antwerp last week carried over nine thousand cases of cereal foods.

Rates this week are not materially changed. A few small lines have been altered more or less, but this is all.

The Virginian, of the Allan Line, sailed for Liverpool with a general cargo August 31.

Among the other boats which cleared the same day were the C.P.R. liner Montezuma, for Antwerp; the Turcoman for Bristol, Dominion Line, and the Allan boat Pomeranian for London and Havre. All these vessels carried general cargoes.

BORDEN'S CONDENSED NEWS.

J. Arthur Morgan, Hamilton, has joined the traveling staff of W. H. Dunn, Montreal. Mr. Morgan's headquarters will be in Toronto.

B. C. Many, of Borden's Condensed Milk Co., New York, is in Toronto superintending Borden's exhibit at the Canadian National Exhibition.

Jos. Irving, formerly traveler for W. H. Dunn, Montreal, has recently been transferred to the staff of Borden's Condensed Milk Co., and will take charge of the Canadian sales, under Mr. Dunn's supervision.

Mrs. Kerr, Buffalo, demonstrator for Borden's Condensed Milk Co., has charge of Borden's booth at the Canadian National Exhibition in Toronto.

S. F. Taylor, vice-president of Borden's Condensed Milk Co., New York, is expected in Montreal next week. After a short visit he will leave with W. H. Dunn for a fortnight's holidays at the Mastigoushe Fish and Game Club, St. Gabriel's, Que.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Why do you buy imported

Orange Marmalade or Jams

when you can buy

UPTON'S

just as good, if not better, than most of the imported. UPTON is the old reliable and the oldest established Marmalade maker in Canada.

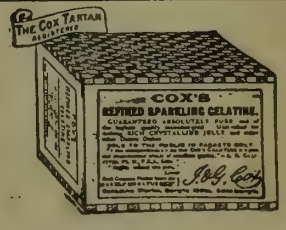
EPPS'S
GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

AFTER SIXTY YEARS
A New Form of
COX'S GELATINE is



COX'S INSTANT POWDERED GELATINE
dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

You are as Sharp as the Next Grocer; What He Has Done You Can Do

Only the other day one of my men came across a Grocer whose cigar business had made such strides that he had put it into a clerk's keeping—the young man to devote the best part of his time to cigar buying and cigar selling.

The Grocer himself knows no more about cigars than you do, but he knows enough to select brands like ***Pebble*** and ***Pharaoh*** and to put confidence in me to use him well.

Exchange cigar views with me and see if we cannot be instructive to each other.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Can Your "Smoker" Customers Speak Thus of You—

"When I want good tobacco I know where to go for it.

"My grocer keeps ***T. & B.***

"He told me I could always bank on his having a supply.

"I put confidence in him as a tobacco man because I have confidence in him as a grocer.

"Yes, come along till I get my package."

T. & B. is manufactured and sold by

THE GEO. E. TUCKETT & SON CO., LIMITED

Hamilton, - Canada

TOBACCO AND CIGARS

James B. Duke, Head of the So-Called American Tobacco Trust, Gives a Very Interesting Interview—He Tells the Story of His Life, His Humble Beginning and how He Fought His Way to Distinguished Success.

The head of the so-called American tobacco trust, James B. Duke, is an interesting personality. He recently told his story to a New York Tribune interviewer, who recounted it as follows:

While he talked with me Mr. Duke moved around in his chair with energy. He is a tall, robust man, with thin, reddish hair, dark blue eyes and a smooth, florid face. His clothing was as plain as a farmer's. A person who is familiar with him says he never has tasted intoxicating liquor.

"My father," Mr. Duke said, "was the wisest and best man I have ever known. Until he was forty-five years old he had lived in the country, out of contact with the world, save in his narrow community, but he went into business and made a fortune. In his youth he rented land and with his meager savings bought a farm. At the opening of the Civil War he owned three hundred lean acres, but nothing else worth mentioning. While yet a boy he was converted at a Methodist revival, and ever after lived a consistent Christian life. He despised secession, but followed his state into the rebellion. After the war, however, he became a Republican. At the age of forty he sent his children to their relatives and joined the Confederate army.

"On the retreat from Richmond he was captured by the enemy, but soon released. He walked home, 135 miles, and sent for me, Brodie L., my half-brother; Benjamin Newton, my own brother, and Mary Elizabeth, my sister. I was nine years old and Mary was twelve. The whole family went to work. Mary was housekeeper. We always regarded her as being a member of the firm. She was consulted and received her share of the profits along with the rest of us. During his long tramp toward home my father traded a $5 Confederate note for 50 cents in Yankee silver. He bought two blind mules on credit from my uncle. With his thin acres, his children, his blind mules and his half dollar he began the business of growing tobacco on little patches of land near the house. In fact, he couldn't have grown anything else.

"Our crops at first were small. We cured the tobacco in a log barn, under which we had a fire to give it the right color. I have often wondered why the barn wasn't burned down. We granulated the tobacco with a common flail, sifted it and put it in bags. I remember that it took a piece of muslin one yard long and one yard wide to make a bag, and that each bag contained thirty-three pounds. With the blind mules and a tumbledown wagon we peddled the tobacco in Winter to country merchants and others."

"But when did you go to school?"

"I had an opportunity to attend college, but did not accept it. Instead, at the age of eighteen, I asked my father to take me into his business as a partner, and he did so, giving me a sixth of the property and profits. He was then making about $7,000 a year, had given up farming and had started a tobacco factory in Durham, N.C. He would have been better pleased, however, if I had gone to school. While his own education had been neglected, under the pressure of circumstances, he believed in education for others. But while he desired to have me go to school he sympathized with my ambition to succeed in business. Our first factory in Durham was a wooden building 70 feet long, 40 feet wide and three storeys high. We employed fifteen hands, but it wasn't long before our buildings covered ten acres of ground."

"When did you come to New York?"

"In 1883 I concluded that money could be made in cigarettes, and began to manufacture them in a small way. Our capital at that time was $70,000, and the business was owned by my father, his three sons and a man in Richmond. I came to New York in 1884 to give the manufacture of cigarettes my personal attention. I realized that hand labor was too slow and costly, and that a machine would have to do the work. The other manufacturers laughed at me, and were free to predict that I would end in bankruptcy. I spent most of my time in experimenting with a crude machine which I had bought, but—"

"It was at this period, I suppose, that you moved out of a $3 room and took one that was a dollar cheaper?"

"Yes, but I wasn't prompted to do so by avariciousness. I needed every cent I had for my business. I toiled all day at the factory, and at night took my cigarettes under my arm and urged them upon the retail dealers. Therefore, I didn't have much use for a room. No man ever worked harder or longer than I did between the years 1884 and 1890. I am glad to say that my labor was reasonably successful. I became acquainted with a broker in lead tobacco,

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.
QUEBEC

Don't orget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

a shrewd but eccentric man, and he loaned me $40,000. No one else in New York would have loaned me forty thousand cents. But he had faith in my plans and confidence in me and I got the money. I was a heavy borrower in those days, but my plans were laid in prudence and my maturing obligations were invariably protected. I managed the business in Durham as well as here. In 1890 we sold everything we had to the company of which I am now president. We received $7,500,000 in securities. The business we turned over to the new company returned a profit of $1,400,000 the first year."

"The market value of the shares and bonds of your company is $400,000,000. Have you that much visible property ?"

"No. Factories are a small part of the tobacco business—you can build them any time—but brands, or trade names, are everything. It takes years and barrels of money to establish a brand of tobacco and make it profitable to the manufacturer. We have one brand of smoking tobacco which nets us two millions a year. I wouldn't sell the simple right we have in its name for $15,000,000 cash in hand. Moreover, we always have a new brand coming on. We are now sending out our best known smoking tobacco under two names—its old one and a new one. We are pushing the new brand as hard as we can, advertising it extensively and giving away samples, but after a long effort we are selling only four hundred pounds a day and losing a dollar a pound at that. We lost a million and a half a year for four years fighting the men who produced the best plug tobacco in the world. They had a safe and highly successful business, and it would have taken us ten years to make our brand profitable ; even then they would have had their own brand and process and only the worst possible management could have injured them. But they became frightened and sold out."

"A case of pure nerve on your part ?"

"And money. Nerve is all right, but it is not effective unless fortified with money. Nerve with an empty pocketbook is merely bluff, and bluff is the common refuge for cowardice and impecuniosity."

"How do you advertise ?"

"In every way known to modern business. We have college fraternity men, for instance, selling cigarettes. Every male immigrant who lands at Ellis Island has a package of smoking tobacco put into his hand. He sees the name and remembers it, and when he goes to Texas or Alaska carries the memory with him."

"How many persons do you employ ?"

"Eighty-two thousand. Our sales amount to $175,000,000 a year. We have between three hundred and four hundred retail stores in this country."

"What have you to say about the so-called trusts ?"

"Combinations of all kinds should serve the public thoroughly well at only a fair profit and keep on improving the quality of their products. The men at the head of the steel trust could have good times permanently if, contrary to Andrew Carnegie's prince and pauper theory, they fixed a reasonable standard of profit and stuck to it. When a buyer is loaded up with the things he deals in he quits purchasing. Neither has the sugar trust perceived this incontrovertible business truth. On the other hand, the Standard Oil Company is managed with consummate sagacity—it knows the plain rules of trade. Several years ago I laid down the principle that our customers should be taught to buy frequently and no more at a time than was needed. Under this practice the dealer, we find, is easy in his mind, his capital is continuously employed, maturing obligations give him no concern and our surplus stock is in our own warehouses and not scattered all over the country. Business men should work together in maintaining prosperous conditions. A dollar in hand doesn't make up for the certain loss of $10 in the future. There is no sense in selling a dealer more than he can use—you do him no good and you bring a period of stagnation to the market so far as he is concerned.

"Another folly is the payment of dividends overhastily. When my four partners and I were making $200,000 a year in our business we each drew $166.66 a month and no more — I saw to that. There were complaints and on one occasion a threat. 'You own only one-fifth of the concern,' my partners said. 'We shall vote a dividend over your head. We have families and must live.' 'If you do,' I replied, 'I quit.' The dividend wasn't authorized and the money which would have been necessary had it been voted was employed to extend our business."

"Can a man earn a fortune ?"

"Not on a salary nor by the sweat of his brow. Necessarily, one must be economical and self-denying until he has capital with which to begin business. Thousands of men are doing well, but they spend every cent they earn. Having obtained a little capital by industry and frugality, the man who wants a fortune must see some need of the public and then pitch in and supply it, no matter what it costs."

HARD FOR AN OLD FELLOW.

"Medicine won't help you any," the doctor told his patient, according to Everybody's Magazine. "What you need is a complete change of living. Get away to some quiet country place for a month. Go to bed early, eat more roast beef, drink plenty of good, rich milk, and smoke just one cigar a day."

A month later the patient walked into the doctor's office. He looked like a new man, and the doctor told him so.

"Yes, doctor, your advice certainly did the business. I went to bed early and did all the other things you told me. But, say, doctor, that one cigar a day almost killed me at first. It's no joke starting in to smoke at my time of life."

GROCERS THANK THE RAILWAY.

At the recent Hamilton grocers' picnic to Niagara Falls the statement was made that the transportation arrangements provided by the Grand Trunk Railway had never been excelled. This opinion was pretty generally expressed among the grocers and it was agreed that some recognition should be made to the company. Accordingly A. G. Bain, chairman of the picnic committee, has forwarded to Charles E. Morgan, the local ticket agent, the following letter :

"As chairman of the retail grocers' picnic committee I wish to personally thank you and the other officers of the Grand Trunk Railway Company for the splendid service, the good coaches and the many personal attentions extended, which added much towards making this the largest and most successful of any excursion held by us."

S. C. Bartlett, St. Mary's, Ont., manager of F. W. Hutton's grocery department, spent last week in Toronto visiting the exhibition and the trade and gathering ideas for the betterment of his fine grocery trade.

We Want to Hear From You!

You should carry our

HOGEN-MOGEN and ROYAL SPORT

5-Cent Cigars 10-Cent Cigars

If you do not, let us know about it—we will do the rest.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

GROCERY TRADE IN OTTAWA

Death of John A. Bryson—Question of Early Closing the Year Round Being Agitated by the Clerks' Association— Personal Notes.

John A. Bryson, Ottawa's leading grocer, died suddenly of pneumonia, at his Summer cottage, Kingsmere, Que. He was highly respected and greatly esteemed both in business and social life. His death came as a shock to all.

Feeling somewhat run down, but at work Monday of last week, he left to bring his family from their Summer residence at Kingsmere, which he proposed doing on the day following. That evening he took ill, and the disease became so deep seated before medical aid arrived that all efforts to save him were unavailing, and he died Friday noon. His body was removed to the city and the funeral took place on Monday of this week, from his late residence, Cooper street, to Beechwood Cemetery.

In Ottawa there has been somewhat of a fraternity among members of the grocery trade, and the members of it feel they have met with a personal loss by the death of one who was such an ideal business man. Expressions of regret are heard on every hand. John Bryson was a most successful grocer, one who had ideas of his own and ideas that were always good. He was a master of detail in every particular, and his system of doing business was unique. If he could be of service in explaining to others for their benefit some of his mottoes it was always a pleasure for him.

Among travelers his loss will be keenly felt. He was always kind and considerate, and for a salesman to be able to tell the trade that John Bryson bought so and so was sufficient warrant that it must be right.

His business staff was a large one, consisting of about 20 or more employes, and they feel very much the sudden change that has taken place by their loss of so considerate an employer. The funeral was a very large one. Most of the city's business houses were represented, and there was a large attendance of citizens in all walks of life.

Mr. Bryson left a wife and three children, the oldest a girl of ten, and two boys. The sympathy of all those who knew the deceased goes out to them in their bereavement.

* * *

President Ford, of the Grocers' Association, has left for Old Orchard Beach for a few days.

Wm. R. Finney spent last week in Toronto.

John Everret, the veteran salesman of Christie Brown, called on Ottawa grocers last week.

An agitation in favor of still further shortening the hours of doing business is being pressed among all lines of business, the Clerks' Association being the principal instigators of the movement, their proposal being to close every night at 6 p.m., Saturdays included, during the year, excepting at Christmas Holidays. The Grocers' Association are not in favor of this altogether, although willing to close at 6 p.m. every day but Saturday, which they propose to shorten to 9 p.m. The question will be threshed out at the next regular meeting on the 12th inst., and if carried arrangements will be made for petitioning council for a change in the present early closing by-law.

Trade is brightening up considerably owing to many families returning to the city. Every year it is becoming more noticeable that people are taking to the country more, so that business suffers very much during July and August.

Ottawa's Exhibition will be held immediately after the close of the Toronto Fair, and it promises to eclipse all previous years.

NEW MAN IN WHOLESALES.

James Langskill, President of Weite & Co. Ltd.—A Progressive firm.

Born a Scotchman, reared a grocer, now president of an important wholesale fruit and provision house. That is the history of James Langskill, and he is still a young man. Mr. Langskill has

James Langskill, President of White & Co., Toronto

been in business in Toronto fifteen years and his present position as president of White & Co., Ltd., bespeaks his success. He was elected to the position at the first of the year, has since disposed of his fine grocery store and with the first of this month assumed actively his duties in connection with the fruit and provision company. These will be to aid W. H. Despard, manager and secretary-treasurer, whose duties have become too heavy for one pair of shoulders.

White & Co. have been established 12 years and the business has experienced phenomenal growth. Mr. Despard has been with the firm from the start and has the fruit business at his fingers' ends. The firm claim they are the largest in their line in Canada, employing in Toronto 52 men, and besides there is the Hamilton branch established a year ago under the direction of Fred Anderson. The produce department, under C. R. Lucas, is a rapidly increasing proposition and ranks now as one of the largest handlers of produce in Ontario.

TO END GROCERY EVIL.

the National Wholesale Grocers' Association to put an end to the evil resulting from the subsidizing of jobbers' salesmen by manufacturers, it has been learned, says the New York Commercial, is still being pushed with vigor. Many well known manufacturers, it is said on good authority, have endorsed the action of the National Association and are working with the association to end the abuse.

It is rumored in grocery trade circles that the agitation against the practice has brought the situation up to the point where the manufacturers are considering the matter of signing an agreement under cash penalty for infringement to discontinue the "extra inducement to salesmen" plan objected to by the jobbers.

L. Schepp, of L. Schepp & Co., importers and manufacturers of cocoanut products, condemning the practice and including under the same head all prize schemes, said: "Where the scheme or prize package system is in vogue it is not safe to eat, drink or take medicine without endangering the health or suffering the evil effects of this most damaging and corrupting method of doing business. No first-class grocer should encourage scheme or prize-package methods of conducting business in food products for the following reasons:

"First.—Because these methods tend to reduce the quality of food products, encourage adulteration, and thereby endanger the health of the people.

"Second.—It leads to demoralization and corruption in business. No scheme, present or bribe should influence the grocer in the selection of his goods, for his customers rely upon him to see that they get wholesome and pure food.

"No manufacturer should have influence by scheme, present or bribe, over the grocers' salesmen or clerks, as to whose goods they should recommend or sell in preference. The grocer should be the only authority from whom the clerk or salesman should receive orders or directions in anything pertaining to his (the grocer's) business.

"Third.—All first-class salesmen or clerks will understand that it is no compliment to them to be approached by a manufacturer with a bribe or a present, These arguments against the evils I have mentioned are approved and endorsed by all first-class grocers."

BOARD OF TRADE OFFICERS.

The new board of trade of Rapid City, Man., has elected the following officers: President, G. L. Stone; vice-president, J. G. Hindson; secretary-treasurer, A. J. LePage; council, S. L. Head, A. Carss, H. C. Clay, C. M. Beattie, G. J. Hunter, D. McNaught, G. B. Ross and A. F. LePage. Committees: Railway, S. L. Head, G. B. Ross, T. J. Butchart; telephone, telegraph and post office, H. C. Clay, E. C. G. Jackson, H. Lockhart; publicity, D. McNaught, J. G. Hindson, H. C. Clay; local improvement, G. J. Hunter, A. F. Gledhill and A. F. LePage.

Attract the Attention of Your Customers

to the High-grade Qualities of SURPRISE SOAP

AN ORDER FOR 5 BOXES, FREIGHT PAID, WILL BE PROMPTLY SHIPPED

ST. CROIX SOAP MFG. CO., St. Stephens, N.B.

Montreal Toronto Winnipeg Vancouver West Indies Newfoundland

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 6, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
5-case lots. 4 80
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.	$ 90
1 " " 4 " " "	2 40
½ " " 2 " " "	4 75
1 " " 1 " " "	9 00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ¼s	$0 30
Prepared cocoa, ¼s to ½s	0 28
Mott's breakfast cocoa, ¼s	0 38
" " " ½s	0 35
" No. 1 chocolate, ½s	0 30
" Navy " ½s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1 lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	36c
6-lb. boxes, 12 boxes in case, ½-lb. tins	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	28c

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22
6-lb. " 12 " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	31
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

To Maintain a Standard

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers' Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

TRADE WINNERS TRADE BUILDERS

EAGLE Brand Condensed MILK

BORDEN'S

Made With Scrupulous Care for Those Who Demand the BEST.

SUPREME FOR PURITY

BORDEN'S CONDENSED MILK CO.

Est. 1857 "LEADER OF QUALITY" New York.

PEERLESS Brand Evaporated CREAM

(UNSWEETENED)

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
53 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5 cent pkgs. to the box	$1
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 6u 5-cent. pkgs. to the cartoon, per cartoon	10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

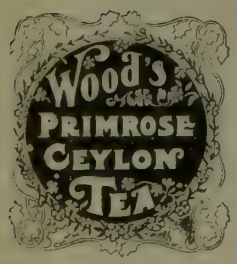
Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 30
" " black "	15 30
Oriole soap "	10 20
Glorioia soap "	12 00
Straw hat polish "	10 20

FIRST AT THE TEA TABLE!

"The best of all good company" is a good cup of Tea. The best of all good Tea is a cup of **WOOD'S**



"PRIMROSE"

rightly brewed and rightly served. In many "inner circles" it is regarded as the finest summer "soft drink" ever invented.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 05½
No. 1 " 3-lb. "	0 05½
Canada laundry	0 05
Silver gloss, 6-lb. drawlld boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—

1 lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—

1-lb. packages, boxes 40 lb.	0 05½

No. 1 Brantford Prepared Corn—

1-lb. packages, boxes 40 lb.	0 07

Crystal Maize Corn Starch—

1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

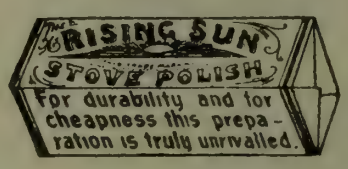
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Enamelled tins, 2 doz. in case	$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 90
5 " 1 " "	2 35
10 " ½ " "	2 25
20 " ¼ " "	2 10

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lts., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 [illegible]
Green Label, " 40c.	0 28
Red Label, " 50c.	0 36
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$
" II 40-lb. boxes	
" III 80-lb. boxes	
EMD AAA Japan, 40 lb " at	
" AA " 40 "	
Blue Jay, basket fired Japan, 70 lbs.,	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes	
" XXXX 30-lb. "	
" XXX 80-lb. "	
" XXX 30-lb. "	
" XX 80-lb. "	
" XX 30-lb "	
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 64
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases ..... retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases ..... retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ..... retail	at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.

THE CANADIAN GROCER

10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.

Telephone Main 1255.

10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

AN OPPORTUNITY

IN

DECORATED VASE :: :: :: LAMPS

We make Lamps and our factory is the only one in Canada. Every now and then we get a few lamps out of a kiln lot which are not quite up to our standard of quality. You would perhaps never detect the fault, but we will not send them out as regular goods. We have made up several assortments of stock on hand and the opportunity is yours while they last.

Job Lot No. 1— 6 Deco Vase Lamps, complete, for $ 5.00
Job Lot No. 2— 9 Deco Vase Lamps, complete, for 6.00
Job Lot No. 3—16 Deco Vase Lamps, complete, for 16.00

GOWANS, KENT & CO.
LIMITED
Crockery and Glassware, Importers and Mfrs.
TORONTO

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 14, 1906. NO. 37.

Keen's Oxford Blue

The BEST Blue
is always the cheapest

Keen's Oxford Blue

has never failed to satisfy the housekeeper—That statment should interest you to stock it.

Remember KEEN'S OXFORD Blue is a trade-holder.

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

CROWN BRAND

Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

Known, sold and used throughout Canada as the most perfect CORN SYRUP manufactured.—Absolutely Pure, Clean, Clear Golden Color, and Nourishing and Healthful—one of the best-paying grocery staples.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Profitable Soap Lines Easy to Sell

Have you ever thought of the money to be made in handling soaps manufactured to meet a specific demand?

Naturally on such soaps there is a larger profit than on the ordinary toilet soaps, and they are easier to sell.

The Master Mechanic's Exraordinary Tar Soap

is specially made for Mechanics, Engineers, Farmers, Sportsmen and all those whose work or play soils the hands with grease or other stains.

It is a good antiseptic soap.

It is well advertised throughout Canada.

It is a profitable line to handle.

It is one of the excellent soaps manufactured by

ALBERT SOAPS, LIMITED, MONTREAL

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTON*
GEO. H. GILLESPIE, - - -	*LONDON*
JOSEPH CARMAN, - - -	*WINNIPEG*

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Haddie

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can for yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

J. H. MAIDEN

425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

BANANAS

exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

TORONTO.

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited

AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Green Apples

Wire us for prices by the Car.

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL

Manufacturers' Agents and Importers
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GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
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Wholesale Brokers and Commission Merchants
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BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

(Continued on page 4.)

"Goods well bought are half sold"

An old saying but true nevertheless—and particularly so in the following—

New Peels—IN STORE

This season prices are higher, Citron particularly so. You will find our quotations very low.

LEMON, ORANGE and CITRON

"Anchor" Brand
the finest dripped caps

"Sterling" Brand
high grade English candied

"Excelsior" Brand
low priced—but very satisfactory

California Seeded Raisins

Fancy—12-oz. and 16-oz.
Choice—12-oz. and 16-oz.
Send us your orders

On account of the probable high prices of Valencia Raisins—there will be an increased demand for California Seeded Raisins this season. Prices are advancing but as we have several cars bought at rock bottom prices we are quoting for shipment upon arrival at exceptionally low figures. Our advice is to buy **NOW.**

"Columbia" Canned Pineapple

Packed from the fresh fruit at the point of production—acknowleged the finest brand packed in the Bahama Islands—the home of the pineapple—we have just received another carload. You should order this brand for your best trade——

Grated, 2-lb. Tins
Sliced, 2-lb. Tins
Sliced, Picnic Size

Special quotations on 5-case lots Assorted

Have You Heard of Vanilla Bar?

Acknowledged the best put up Biscuit in Canada—you get your whole money's worth and no boxes to pay for.—

Put up in boxes, about 20 lbs. Sells for **10c. lb.** and pays you a good margin.

Look up your stock of
It will pay you to put in you winter stock **NOW**

RICE—JAPAN—PATNA CAROLINA RANGOONS

Our Quotations are Low. Our Values Unequalled

THE EBY, BLAIN CO. LIMITED

Wholesale Grocers **TORONTO**

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

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COMMISSION MERCHANT
25 St. Peter Street
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WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK
This design a guarantee of quality.

THIN CASE LINING PAPER
ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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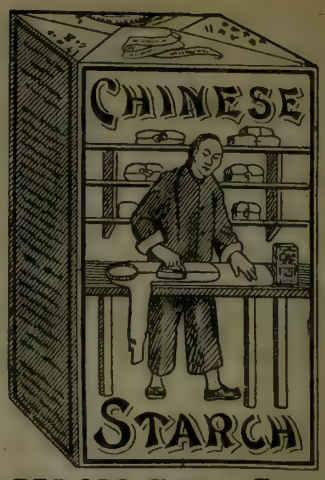


CHINESE Starch
The best money maker in your store—
Write for particulars—
OCEAN MILLS, - MONTREAL

GENUINE
PRATTS ASTRAL LAMP OIL
Sold in all countries and recognized as the highest grade oil manufactured.
WHOLESALE ONLY.
THE QUEEN CITY OIL COMPANY, Limited
TORONTO, ONT.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.
CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

THE IMPERIAL CANNING CO.,

KINGSVILLE, ONT.

(Branch of the Canadian Canners, Limited)

"one of the best in the Province"

The following editorial is clipped from the KINGSVILLE REPORTER of August 26, 1906.

The canning factory started up on the 15th of this month, a few days earlier than last year. While this factory is always to the fore front, it IS THIS YEAR STILL MORE MODERN IN ITS EQUIPMENT. CLEANLINESS IS ONE OF THE FEATURES WHICH IS RIGIDLY ENFORCED BY MANAGEMENT, and this year more machinery has been added which will facilitate the cleaning of the raw material, making it still more easy to put up the goods in the cleanest possible manner. THE TOMATOES ARE emptied from the boxes into a washing machine and agitated until the sand or other dirt is washed off. They pass from this into a tank of hot water and are scalded, then they pass out into a chute and are carried in to the peelers. They fall from the carriers into fibre pails which are placed on a revolving platform, around which the women and girl workers are assembled.

As the tomatoes are peeled they are carried in pails to the canning machine and are soon in the cans which are soldered automatically, and pass out into the cooker and cooler and from there are wheeled to the storeroom. Each pail of the peeled tomatoes is carefully examined as they are emptied into the canning machine, and if a worker has been careless and left any spots in them she is reprimanded. Each pail is numbered and is traced by the check given the peeler. A woman is kept constantly at work sweeping up refuse and tidying things up generally. The annual output of the factory is 600,000 cans tomatoes, 90,000 gallons of apples, and this year peaches will also be put up. Employment is given to a staff of 100 people, who will put through, running full time, 2,000 bushels of tomatoes per day. THE FACTORY IS ONE OF THE BEST IN THE PROVINCE, AND PEOPLE NEED HAVE NO HESITATION IN EATING IMPERIAL BRAND OF TINNED GOODS, BECAUSE THEY STAND ON THEIR MERITS FOR ABSOLUTE PURITY, WITH QUALITY OF STOCK THE BEST THAT CAN BE PROCURED IN CANADA.

The remarks as above are equally applicable to each of our thirty factories. In ordering Canned Goods it will pay you to stick to brands as follows, viz.:—"**CANADA FIRST**," "**LITTLE CHIEF**," "**LOG CABIN**," "**HORSESHOE**," "**KENT**," "**AUTO**," "**LYNNVALLEY**," "**MAPLE LEAF**," "**LION**," "**THISTLE**" "**GRAND RIVER**" "**WHITE ROSE**," etc.

"Quality and Cleanliness," our Motto.

Yours respectfully,

CANADIAN CANNERS, Limited

Here's Where They're Made

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

RETURNED
SEP 19 1906
To Montreal Office
out Book 55
Page 31
a.a.d.

Not another factory can compare in convenience and cleanliness with this the model canning factory of Canada.

Concrete Blocks and Steel
High Sandy Location
Drainage Perfect
Abundance of Pure Cold Water
Light and Ventilation Admirable

When you have a factory like that located in the heart of the Bay of Quinte district, your fruits and vegetables grown right at your door by experienced gardener farmers, is it any wonder that we turn out

The Best Canned Goods in Canada

If you haven't sold "Old Homestead" you haven't done yourself justice. Better stock them this Fall and notice how your canned goods sales will increase.

The Old Homestead Canning Co.

PICTON, ONT.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the Continent.

For the last four weeks we have been buying tons and tons of the very finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz screw-top bottle, with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED
MONTREAL

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest **Garden Strawberries** England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every **Good Grocer** in Canada can sell to his customers, knowing that it will give the **satisfaction** that builds up **trade.**

ROSE & LAFLAMME

MONTREAL and TORONTO

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

"Memory is built of the bricks of attention."

We want to ask you to let your attention linger on

Paterson's Camp Coffee Essence

So that when you are buying Coffee your memory will serve you faithfully.

ROSE & LAFLAMME
Agents, Montreal.

When buying your Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

THERE'S NO UNCERTAINTY

BLACK, MIXED or
NATURAL GREEN

In handling "SALADA" Ceylon Tea, both the sale and the profit is "A Dead Sure Thing."

There's an accurate, permanent and indisputable knowledge that every sale has given you a liberal margin of protected profit, without waste or shrinkage, and moreover that every purchase has given unbounded satisfaction.

Wouldn't you be "in clover" if the turnover of other lines resulted likewise—You would indeed.

"SALADA" Uncolored Green Teas are still gaining popular favor wherever they come into competition with Japans.

Samples and all information from

"SALADA," Toronto, Montreal

GILLETT'S LYE

EATS DIRT!

If some grocers only knew the great demand there is now-a-days for a good all 'round cleaner, more of

GILLETT'S LYE

would be sold in every store.

PUSH IT ALONG.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Gillett's Chemical Works Established 1852.

First in Quality

They win out easily on their merits. That's the plain story of

"STERLING"

BRAND

PICKLES

Grocers who are particular to cultivate the best class of trade, aiming to hold it, know this statement to be absolutely correct—

MADE IN CANADA BY

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

WINNIPEG and CALGARY

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

IF you are not already represented in the West, write us. Do not put it off till to-morrow. Western Canada is to-day the **talk** of all large progressive Eastern manufacturers. Get busy, and communicate with us **at once.** It does not matter how small or how large your line is—give your account to **us**—and watch your Western business grow. We are representing some of the best manufacturers in Canada, United States and Europe. **BUT** we are **not too busy** to look after your interests too. We are at all times in touch with the Wholesale grocers at Winnipeg (9), Kenora (3), Brandon (1), Lethbridge (1), Calgary (5), Edmonton (2). We have special facilities for storing and distributing goods of all kinds. Write us for our rates.

Firms in Great Britain or Europe when in the market for Rolled Oats, Oatmeal, or Mill Feed, write us for c.i.f. prices any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

The Handsome Label on "Riverdale Brand" Simply Stirs Up Sales.

The label is sometimes an index of the people behind the pack. The label on

RIVERDALE BRAND.... **Canned Goods**

indicates that The Lakeside Canning Co. is a model of cleanliness, has an eye for the attractive, and is justly proud of Riverdale Brand.

You had better book your orders now.
—— WRITE OR WIRE ——

The Lakeside Canning Company, Limited
Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for
RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS
AGENTS
QUEBEC Montreal OTTAWA

Did it Ever Occur to You

to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock?

Take ***Jelly Powders*** and ***Flavoring Extracts,*** for example. Goods that never aggregate much money in your stock, but which pay handsome profit in the selling.

Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be ever so much better profits than obtained from the same effort used in selling heavy goods on which your margin is so light.

PARTICULARLY SO if you push high grade lines like ***Greig's White Swan Jellies*** and ***Flavors.*** Their quality is such that your patrons ***want more.*** Your profit on these is ***especially attractive.*** Try a sample lot ***at our risk*** and see how they go.

THE ROBERT GREIG CO., LIMITED, WHITE SWAN MILLS, TORONTO

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

OUR MOTTO:

"Quality Regardless of Price"

This motto peculiarly applies to our **Cream of Sugar Corn,** which in selection, careful handling, ingredients of syrup, is made to cost much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

"WALKER BINS"

In order to meet the increased demand for WALKER BIN FIXTURES in the West, it has been found necessary to open Distributing Agencies for Manitoba, Saskatchewan and Alberta, and we are pleased to announce that connections have been made with Mr. Stuart Watson, 433 Main St., Winnipeg, for Manitoba, and The H. W. Laird Co., Limited, of Regina, for Saskatchewan and Alberta, by whom careful and prompt attention will be given to all enquiries for MODERN STORE FIXTURES.

Write for illustrated Catalogue "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Do So!

Place a trial order with your jobber for our

Matches

Write us for price list. The values we offer in both goods and prices will secure your interest and support. **Try It.**

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

STOVE POLISH

Always in use, See that you get the best

JAMES' DOME BLACK LEAD

The best for you to handle, gives the best results to your customers.

Pays well. ***Sells Well.*** ***Works Well.***

W. G. A. LAMBE & CO., Canadian Agents.

Others Get Satisfaction Through Dealing With Us. Why not You?

NICHOLSON'S MINCE MEAT

is known and sold all over Canada. If your store is one of the exceptions, isn't it time you allowed Mr. Opportunity to introduce you to Sir Profit?

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDING
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

They're the lines that "go."

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

FIRM ESTABLISHED 1750

Purnell's
PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.

Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. Gorham & Co. - -	HALIFAX, N.S.	J. Westren, - -	630 Ontario Street, TORONTO
R. Jardine, - - - -	ST. JOHN, N.B.	Bickle & Greening, - - - -	HAMILTON, ONT.
H. Haszard, - -	CHARLOTTETOWN, P.E.I.	J. Carman, - - - -	WINNIPEG, MAN.
A. J. Hughes, -	1443 Notre Dame Street, MONTREAL	C. E Jarvis & Co., - - -	VANCOUVER, B.C.

VALENCIA RAISINS
SULTANA RAISINS
CURRANTS

For Import—
Write for Quotations to

THOS. BELL, SONS & CO.,
MONTREAL

PICKLING SPICE

Our fancy ¼ lb. transparent pkgs. of selected Mixed Pickling Spice containing 19 varieties, is the best value on the market—and a rapid seller—Now is the time for placing your order—

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 521.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Tomatoes Ripened on the Vine, Not on the Fence—That's "Canada's Pride"

There is no vegetable where flavor varies so much as the tomato. The reason for this is the artificial way of hurrying up ripeness. The "hurry up" or "fence" system puts all the life into the exterior of the tomato, and lets the interior take care of itself.

"CANADA'S PRIDE" Canned Tomatoes

you get vegetables that have ripened on the plants and been picked when the flavor was just right. All **Canada's Pride** Tomatoes have the same flavor, are 1906 pick, full and solid cans, beautifully labelled.

Grocers should take a pride in selling **Canada's Pride** Canned Tomatoes.

WM. CALBRAITH & SON,
Sole Agents for Montreal.

NAPANEE CANNING CO., Limited
W. A. CARSON, Manager - - Napanee, Ont.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$ 1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

Incorporated 1833

FIRE AND MARINE.

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,119,347.89.
LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

Good Counter For Sale

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak. Size, 2 feet 2 inches wide; 3 feet deep; 15 feet long.

The MacLean Publishing Co. Limited

10 Front St. East, Toronto.

Don't Overlook the Fact that Markets are Advancing

Send us your orders and we will see that all goods are put in at lowest market prices.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Japan Teas

need little talking and bring satisfied customers back.

Sweet, Fragrant, Pure, Clean and Healthful

FANCY SEEDED RAISINS

16-oz. packages. **For present shipment.**

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

To Make Good Pickles
USE
Tartan and Red Feather
SPICES
Imperial VINEGAR

Tartan BRAND
SIGN OF PURITY

Stock Now
WACSTAFFE'S Sealed Fruits, in glass
WACSTAFFE'S Jams, in glass
ALL PURE FRUIT and SUGAR

If You Want the First FIGS in Canada

send us your orders for shipment on arrival, four row, five row boxes, and 2½-inch and 3-inch Figs in 24s, and 48s. We also have earliest new Sultanas, Shelled Almonds, and a large assortment of Malaga Table Raisins, all descriptions. These come by fast steamer. New Prunes arrive October, new Seeded Muscatels arrive October. We got in right on these goods. See our travellers before placing your order.

When in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Another Car

of our celebrated

"Bargain Molasses"

just to hand in barrels and halves.

Quality our First Consideration.

LUCAS, STEELE & BRISTOL
Wholesale Grocers,

HAMILTON, - ONT.

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

There's a Difference And It's In Your Favor

You make 60% profit selling

IVORINE
Cold Water
STARCH

Do you make that much selling other kinds?

Just think on this point!

Then just think on this point: "IVORINE" Starch is practically in a class by itself. **So much more trade for it!**

40 PKGS. IN CASE—$2.50

BUY OFF THE JOBBER

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

BUY

Brand Star
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

"Red Feather" Spices

Absolutely Pure.

Ground from the highest grades of Spice procurable, by the most improved machinery.

Packed in attractive packages.

All they require is a trial

JAMES TURNER & CO., HAMILTON, ONT.

LIMITED

PHONES 422—1265—1816

WHOLESALE GROCERS

DRIVING A BARGAIN

ESSEX BRAND SPELLS "BUSINESS"

YOU and your CUSTOMER are both getting a bargain when you buy the ESSEX BRAND.

YOU will secure good steady PROFITS and your customer absolute SATISFACTION.

Our factory is situated in Essex, the BANNER county for Tomatoes, Corn and Fruit of every description and we are putting the utmost value into all our goods.

We ask you quite confidently for your trial order as we know the QUALITY of Essex Brand and are convinced that we will be giving you the BEST on the market.

The BEST always pays, especially when, as in this case, it costs no more.

THE ESSEX CANNING AND PRESERVING CO.

8 Wellington St. E., TORONTO, Can.

Factory at Essex, Ont.

ADVERTISING THAT TALKS

Former Retailer Recounts His Experien ce—How He was Influenced by the Ads in The Canadian Grocer—A Young Man's Allegiance.

I was in the grocery business in B——, a town in Western Ontario; there was one firm of wholesale grocers in Toronto with whom I felt I should like to do business and with whom I gradually learned to do business. The influence which worked for this result was the excellent advertising done by this firm in The Canadian Grocer. As I recall things, the Verigood Co. were the best advertisers in the paper, using a page each week and filling it with the snappiest kind of advertising. Each announcement bristled with business. There were "specials" galore—not necessarily bargains, but mostly specialties—lines of goods distinguished by some excellence. Possibly other firms had just as good lines to offer, but they did not exploit them as did the Verigood Co., the specialties they handled, and I became possessed of the feeling that I wasn't getting the most desirable merchandise in many lines.

It may be asked why I didn't buy where I liked. This question is answered readily. I was loyal to the houses who had sold us goods before my father died, and when I became buyer, I made no change. Thus the representatives of the two Toronto wholesale grocers who had the bulk of our general grocery account continued to sell us and the representative of the Verigood Co., with whom I had a very slight acquaintance, received small encouragement on his occasional calls. At the same time I felt that I was not having access to the best goods and best values—an impression given wholly by Verigood's advertising in The Grocer. I had made up my mind that did I ever have occasion to divert my account, I would become a Verigood customer.

But things changed with the Verigood Co. Their page in The Grocer became dull compared with what it once had been, and, later still, the size of their advertisement shrank considerably. I could not help but feel that there was something wrong with that house, which for so long had stood for the best I knew of in grocery enterprise. About this same time Strikehard & Co., to whom I gave the major part of our business, made a bold bid for pre-eminence, using liberal space and showing by their offerings that they were thoroughly wide-awake in their buying and aggressive in their selling. There was a sense of satisfaction in dealing with a concern that was so manifestly alive.

Messrs. Old & Dignified, who in the days of my father had the biggest part of our account, and with whom, for friendship's sake, I continued to deal, sold us less and less as the years passed. In their warerooms when I called—and I was in Toronto frequently—I received no quick recognition, no cordial welcome. So I seldom called there. I preferred to go to Strikehard & Co's, where several knew me, and called me by name, and where Mr. Strikehard himself flattered me with his interest in me and our business.

To-day this firm's advertisements in The Grocer are in my opinion as good reading as in the old days when I read them for business. They arouse an internal activity, a keenness in selling. The advertisements of the Verigood Co. still appear regularly and are handled with skill, but somehow they do not strike my fancy as did those of former time.

Let me say a word to Grocer advertisers, and to those firms who do not advertise—a word based upon experience. Ten years ago I was 26 years of age, a young man, sensitive, ambitious, daring. I did not know much and was eager to learn. I was credulous, believing much of what I read and heard. I read The Grocer faithfully— every page of it, editorials, contributed articles, advertisements. The advertisements that were new each week, bright and business-like, produced a good impression and made for favor. With such houses I desired to do business. I cannot say that I wrote to such concerns, giving them an order, but I can and do say that times without number I ordered advertised specialties through my wholesale grocer. I did not want a number of $2 and $5 invoices to enter up and to pay for separately. Such small invoices are a nuisance. And so I ordered through the jobbers.

The non-advertising firm I regard lightly. They smelled musty. Doubtless I made many a mistake in this direction, but what do you expect from the beginner? Young manhood is not ripe manhood.

As it was with me ten years ago, so is it to-day, with scores upon scores of others throughout Canada, and if every young merchant reads The Canadian Grocer as faithfully as I did when I wore the apron, my word of advice to wholesalers, manufacturers and distributing agents is advertise, and put red blood into every advertisement. There is money in it.

LICENSE THE GROCER.

Dairy and Food Commissioner of Ohio Advocates that Course.

In England there has been considerable agitation, says the Inter State Grocer, of St. Louis, regarding the examination of grocers as to their fitness in handling foodstuffs, a matter which interests everyone, and a strong effort has been made to have all handlers of such articles licensed by proper authorities, the license to be granted only after the applicant has shown that he is thoroughly conversant with the technical points of the trade.

State Dairy and Food Commissioner Horace Ankeny, of Ohio, who has taken an active part in the prosecution of food adulterators in his State, says in an interview that all grocers in this country should be licensed, and gives good reasons for his opinion.

"In the hands of no other class of people do the public trust their very lives, as they do the men who furnish their food," says Mr. Ankeny.

"In many States barbers are compelled to pass a rigid examination before they are permitted to work at their trade. Engineers are universally licensed, and in many cities plumbers and other mechanics carry a certificate of their fitness. Anybody who can get backing for a few hundred dollars can start a grocery or meat market. It is not even necessary to do that. A peddler's license is cheap and an outfit and stock does not cost much more.

"Many of those engaged in these trades are totally ignorant of all requirements except to charge a higher price for the goods than they pay for them. They know absolutely nothing of the indications of spoiled meat. In handling canned goods, they are completely at the mercy of the manufacturer and wholesaler.

"Recent arousing of public sentiment by disclosures of wholesale meat and food adulterations will result in a wholesale and uniform strengthening of the pure food laws of the country. It is not at hand now, but the time will come when it will be necessary for a dealer who has in his keeping the health of his customers, to be compelled to know the goods he handles, and be held responsible for them as well as the manufacturer. That is nominally done now, but it is only in an extremely rare case that the retailer is actually guilty of intent to defraud. He depends upon the man from whom he buys, and is deceived about as often as the public."

DELIVERY DIFFICULTIES.

Cardinal Merchants have Trouble in Securing Prompt Delivery.

Frank Rogers, of Adams & Rogers, Cardinal, was in Montreal recently, and dropped in upon The Canadian Grocer. Cardinal merchants, said Mr. Rogers, have considerable trouble during the Summer in securing satisfactory delivery of supplies, particularly in the case of bananas and other perishable goods. They have a ten thousand dollar Government wharf there, but the boats do not stop regularly. Consequently goods they order shipped on a Thursday by G.T.R. they do not receive until the following Tuesday, which causes much inconvenience and sometimes loss. The business men of the town are in the hopes that something will be done by the transportation companies in the near future towards bettering conditions.

MOULDY BUTTER MOULDY.

The London (Eng.) correspondent of The Canadian Grocer writes: "Some Canadian factories are shipping butter in a disgraceful condition. Nothing but mould, shipment after shipment. The particular factories are known and their names have been handed to the Canadian Government commissioner here."

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers of Your Brother Grocer From the Atlantic to the Pacific—News in all the Provinces.

John A. Bryson, grocer, Ottawa, Ont., is dead.

John Dolan, grocer, Montreal, Que., is dead.

Geo. S. Buell, general merchant, Lyn, Ont., is dead.

Wm. Magee, Winnipeg, Man., has gone out of business.

Wm. Lemss, baker, Trail, B.C., has been burnt out.

Duclos & Co., grocers, Montreal, Que., are offering to compromise.

T. Holmes, grocer, Toronto, has been succeeded by Millar & Cross.

T. F. Robinson, general merchant, West Lorne, Ont., has sold out.

Viger & Marchessault, cigars, Montreal, Que., stock under seizure.

George Hilton, grocer, Winnipeg, Man., has sold out to Sullivan Bros.

F. & J. Robichaud, general merchants, Shippegan, N.B., have assigned.

The assets of J. H. Mantha, grocer, Montreal, Que., have been sold.

R. H. Robinson, grocer, Toronto, has been succeeded by J. H. Ringer.

Otto Jesse, general merchant, Curt Hill, Sask., has been burnt out.

Bertrand & Lapalme, grocers, Montreal, Que., have dissolved partnership.

The assets of D. Gaudet, general merchant, St. Jacques, Que., are to be sold.

T. S. Leent & Son, bakers, Woodstock, N.B., are dissolving partnership.

W. J. Lowrey, confectioner, Ingersoll, Ont., has assigned to D. J. Cuthbertson.

T. A. Spoffard, grocer, Weyburn, Sask., has been succeeded by S. Murray.

T. C. Owens, of the Bloomfield Packing Company, was in town during the week.

The Dominion Bank has opened branches at Chatham, Ont., and Dresden.

The assets of Louis Perreault, general merchant, Saint Anges, Que., have been sold.

Rothwell & Wiglesworth, grocers, Winnipeg, Man., have dissolved partnership.

T. N. Peter, general merchant, Basswood, Man., has sold out to Payne & Myrick.

F. D. Barclay, general merchant, Wawanesa, Man., has sold out to R. F. Beamish.

J. Ouelette, general merchant, Papineauville, Que., has assigned to Kent & Turcotte.

Exshaw Trading Co., Ltd., general merchants, Exshaw, Alta., have been incorporated.

C. O. Gardner, general merchant, Thamesville, Ont., has removed to West Lorne, Ont.

St. Clair McKiel, baker, St. John, N.B., has been burnt out, loss covered by insurance.

The assets of J. A. Rochon, grocer, Hull, Que., were to have been sold on the 11th inst.

Biglow Bros., general merchants, Margo, Sask., has been succeeded by Barth & Culp.

Alfred Robichaud, general merchant, Salmon Lake, Que., V. E. Paradis appointed curator.

G. A. Goheen, grocer, Peterboro, Ont., will shortly erect a fine new store. Plans are being prepared.

Mr. Whitty, manager of the cork department, S. H. Ewing & Sons, is holidaying at present.

The stock of M. J. Debussy, grocer, Pembroke, Ont., has been sold at 61 cents on the dollar.

Joseph A. Coulombe, grocer, Berthierville, Que., has been burnt out, loss partially covered by insurance.

Emmanuel Masson and Louis Masson have registered under style of Masson & Frere, grocers, Montreal, Que.

The assets of O. Brochu & Cie., general merchants, Beauceville, Que., were to have been sold on the 13th inst.

Emile Legault and Edmond Legault have registered under style of E. Legault & Frere, grocers, Montreal, Que.

Geo. W. Prout, manager of the Dominion Produce Co., Winnipeg, is in the hospital seriously ill with typhoid fever.

Boland & Irwin, general merchants, Low, Que., have dissolved partnership. The business is continued by W. R. Irwin.

A. J. Williams, manager of the Montreal branch of the Crosfield, Lampard Clark Co., is on a fishing trip at present.

A meeting of the creditors of D. L. Chauvin, general merchant, Comber, Ont., was to have taken place on the 7th inst.

Tom Wallace, of the traveling staff of the Toronto Pottery Co., was in Montreal during the week and gave The Grocer a call.

C. A. Kelly, proprietor of the City Grocery and Liquor store, Peterboro, is selling off his stock and will vacate the premises by Sept. 15.

J. A. Beaudry, secretary of the Montreal Retail Grocers' Association, has returned from an extended business trip in the States and Western Canada.

Rochussen & Collis, commission merchants, Victoria, B.C., have removed to Vancouver and their Victoria business has been taken over by W. B. Fisher.

Cannel's grocery store, Sussex street, Ottawa, was gutted by fire early last Friday. The damage to the building will not exceed $1,000, loss on stock $2,000; insured.

The assets of the failed Saratoga Chip Co., Hamilton, Ont., amount to $71.95, less two electric fans seized by the owners. The liabilities are between $2,000 and $3,000.

Hayne & Campbell have opened their new Marine Grocery at Fort William, Ont. Both are experienced men in the foodstuff trade there and will cater to the best class of trade.

John Dolan, grocer, Montreal, was found dead in his store at Hermine and Lagauchetiere streets. An autopsy showed no marks of violence and it was decided to hold an inquest.

J. H. Lefebvre, the Ozo Co., Montreal, was in Sherbrooke last week, looking after the interests of his firm at the Exhibition. He left on a business trip to the Lower Provinces early this week.

M. A. Stewart, formerly of St. Armand, Que., but now of Charleston, Boston, was in Montreal this week renewing old acquaintances. Mr. Stewart is in the retail grocery business in Boston.

F. F. Riley, of the lately organized wholesale grocery firm, the Riley-Ramsay Co., Port Arthur, Ont., died of typhoid in the hospital there a fortnight ago. He was 30 years of age had been ill since June.

Thursday of last week a small fire occurred in the wholesale establishment of Hudon, Hebert & Co., Montreal. Very little damage was done. An accident to the automatic sprinkler of the concern was the cause of the blaze.

S. W. Ewing, vice-chairman of the Montreal branch of the Canadian Manufacturers' Association, has left for Winnipeg and the west on the C.M.A. excursion. Mr. Ewing will not go right to the coast with the association owing to the pressure of business.

Jos. LaMantia, Strathroy, Ont., wholesale fruit merchant, was married in London recently to Miss Rosie Miles, of that city, Rev. Father McKeon tying the nuptial knot at St. Peter's church. Mr. and Mrs. LaMantia are at present enjoying a trip to Baltimore.

The Imperial Ice Cream Co., have been incorporated under Canadian charter with capital of $20,000. The head office will be at Montreal and the charter members are E. G. Roy, J. M. Leach, Montreal; H. G. Wade, T. Macfarlane, Ottawa, and F. A. C. Bickerdithe, Montreal.

McNeil & Higgins Co., wholesale grocers, Chicago, have absorbed Walsh, Boyle & Co. with a stock of $200,000. It is expected that now McNeil & Higgins Co. will do a business of $10,000,000 a year and be amongst the largest firms in the west. The firm was founded in 1871.

A. Dawson and S. F. Flatt, of Fort William, have formed a partnership to become manufacturers' agents. Among their other agencies will be that of Jas. Lumbers & Co., wholesale grocers, of Toronto. Mr. Dawson and Mr. Flatt are both practical men and understand the mercantile business of the city.

North Vancouver, B.C., has now a board of trade with these officers: A. St. G. Hamersely, president; J. G. Phillippo, first vice-president; G. A. McBain, second vice-president; H. R. Heffel, treasurer. Convenors of committees: Transportation, A. R. Steacey; commerce and industries, A. B. Diplock;

grievances, M. S. McDowell; finanace, E. Mahon; tourist and settlers, E. G. Dick; legislation, S. B. Schultz; entertainment, H. G. Wright.

Swan River, Man., has organized a board of trade with the following officers: President, J. H. Bossoms; vice-president, S. R. Wright; secretary and treasurer, R. G. Taylor. The council: A. L. Ashdown, E. J. Darroch, F. J. Mccoun, Dr. Proctor, Alf. Wyldman, Douglas, Morse, Murphy and McFadden.

Samuel Graham, manager of the Regina branch of Bright & Johnson, wholesale fruiters, Winnipeg, died on August 28 after a few days illness. He was 30 years of age and had been with his firm 10 years as a traveler until sent to manage the Regina branch a year ago. He was a bright business man and very popular.

The Goderich Signal's Port Albert, Ont., correspondent writes: A good business chance. As Mr. Grinton is leaving the store at Port Albert there will be a good opening for some live man. What we need in Port Albert is a bakery in connection with a grocery store, and the place Mr. Grinton is leaving is especially suited for the purpose.

J. A. Munger, Chicago, superintendent of the premium department of the American Cereal Co., manufacturers of Quaker Oats, was in Toronto with his daughter during the last week of the Exhibition. He called at the office of The Canadian Grocer and expressed himself pleased with the great Fair. It was Miss Munger's first visit to Canada.

The Inland Revenue Department has issued a bulletin containing results of the analysis of samples of milk collected throughout the country, which are more unfavorable than the proportions recorded in former bulletins. Out of 319 samples 189 were pronounced genreal has 8 doubtful and 6 adulterated Toronto is shown to have the worst record, there being 11 doubtful and 7 adulterated out of 31 samples. Montreal has 7 doubtful and 6 adulterated samples out of a total of 29.

J. Russell-Murray, known in commercial circles in Montreal as a West India commission merchant, was, last Saturday afternoon, the victim of a painful shooting accident. Mr. Murray was spending a few holidays at Father Point, and Saturday afternoon went duck shooting. While lying on the ground waiting for a good shot, the gun he carried, in some unaccountable manner went off, the charge of buckshot entering his left foot. He was at once removed to Montreal and later to Dr. Springle's, where he is now undergoing treatment.

J. B. Ridge, the Hamilton grocer, had a narrow escape from being killed early Labor Day morning. Mr. Ridge was on an open street car and a lady got on and he offered her his seat, at the same time stepping out on to the inside running board. As he did so another open car approached from the opposite direction and he was struck and knocked off, being twirled around the rear of the car. Had he been at the centre of the car instead of near the end he would probably have been killed. As it was, he was rendered unconscious, but revived shortly afterwards. The ambulance removed him to the city hospital, where it was ascertained his injuries consisted of several cuts on the head.

IMPROVED APPLE BARREL.

Its Features— Growers' Centralization Scheme Approved.

"A great many apple exporters this year are using a new style barrel, which will do away, to a great extent, with the crushing of the fruit, which is now the bane of apple exporters." So spoke Mr. James Innes, of the cooperage firm, the Sutherland, Innes Co., probably the largest firm of its kind in the world, to a representative of The Grocer at the Windsor, in Montreal. "This barrel has eight hoops, two more than the barrel now generally used. You know that the present barrel when rolled, is rolled on its bilge, much to the damage of the apples inside. The new barrel will roll on the two extra hoops, which are placed in such a position as to insure the bilge of the barrel being three-eighths of an inch above the ground when the barrel is being rolled. The new barrel was demonstrated in Ottawa this Summer before several fruit growers and exporters, as well as some of the Government officials. All but one of those present were in favor of the new barrel being adopted, and this one was soon convinced. The Government, I have reason to believe, is contemplating the passing of a law next session, making it compulsory for exporters to use this style of barrel."

Speaking of this year's apple crop in Canada, Mr. Innes said that while it certainly was not as large as it was expected to be, yet it was large enough to meet the demands of trade. He thought that export trade this Fall would be good. Mr. Innes spoke of the "centralization scheme" adopted by the apple growers in Ontario, and expressed himself very strongly on the good points of the idea. All the growers in one district bring their apples to a central point, where they are graded and then packed, each barrel being marked according to the grade of apples contained therein, and then stamped with the association's stamp. Then they were exported. Exporters were, by this plan, able to guarantee their apples. When buyers on the other side were purchasing, they knew that any apples stamped by the Fruit Growers' Association were exactly as represented to be and felt safe in paying the price asked for the apples.

Mr. Sutherland of Liverpool, was also stopping at the Windsor. He said that the crop in England was very satisfactory this year. He also spoke of the growing favor with which Canadian apples were regarded in England.

Both gentlemen left for Toronto and the west the beginning of this week.

GROCERS NAME OFFICERS.

Montreal Association do Well With Their Picnic Nominations.

Last Thursday evening the Retail Grocers' Association, Montreal, held a meeting in their quarters, 270 St. Catherine street east. President Daoust presided.

Secretary Beaudry read the minutes of the last meeting, which were adopted. The report of the picnic held recently was then read. It was shown that there was a balance, over and above expenses, of $309.57. At the request of the president, the secretary spoke of what had been done at the meeting of the Retail merchants in Sherbrooke in July. At that convention some ten or twelve cities in the Province of Quebec had been represented, and matters of common interest were discussed. The collection of small debts through the Circuit Court, and the possible reduction of expenses involved through this mode of collection was one subject brought up.

Officers for the ensuing year were then nominated, following being the results:

President—J. A. Maynard and A. Laniel.

First vice-president—J. A. Dore, acclamation.

Second vice-president— Thos. Pleau and E. P. Guilmet.

Treasurer—H. Laniel and M. de Repentigny.

Secretary—A Sarazin, acclamation.

Auditors—P. Bruneau, Landreville, and Decarie.

The elections will take place at the next meeting, which will be held the first week (Thursday) in October.

There was some discussion of the business and water tax problem, and it was decided to appoint two committees to study the question and report to the association.

BROOM CORN.

Broom corn prices have been at the top notch for some time now, there being practically none on the market at present, and it will likely be some few weeks before the new crop will be ready to move. The United Factories, manufacturers of Boeckh's Standard Brooms, when seen by The Canadian Grocer representative in regard to market conditions stated that notwithstanding this unfavorable condition of the market, they had not only not increased but had actually reduced their prices, that being possible owing to their foresight in contracting for a very choice lot of corn recently, at considerably less than the prices being demanded to-day.

They predict that there will be no further reduction this year, as good quality corn will be firmer for some time to come, and they do not use or handle inferior grades which are discolored, brittle, and make very poor brooms.

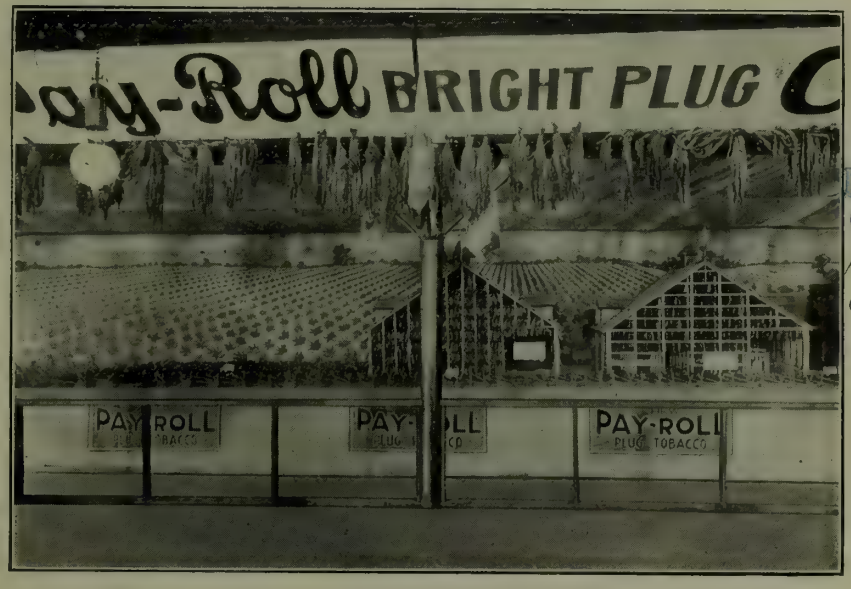
A fine sample of ripe strawberries, grown at the Brandon (Manitoba) Experimental Farm, was on exhibition in that city during the last week in August.

AT THE TORONTO EXHIBITION

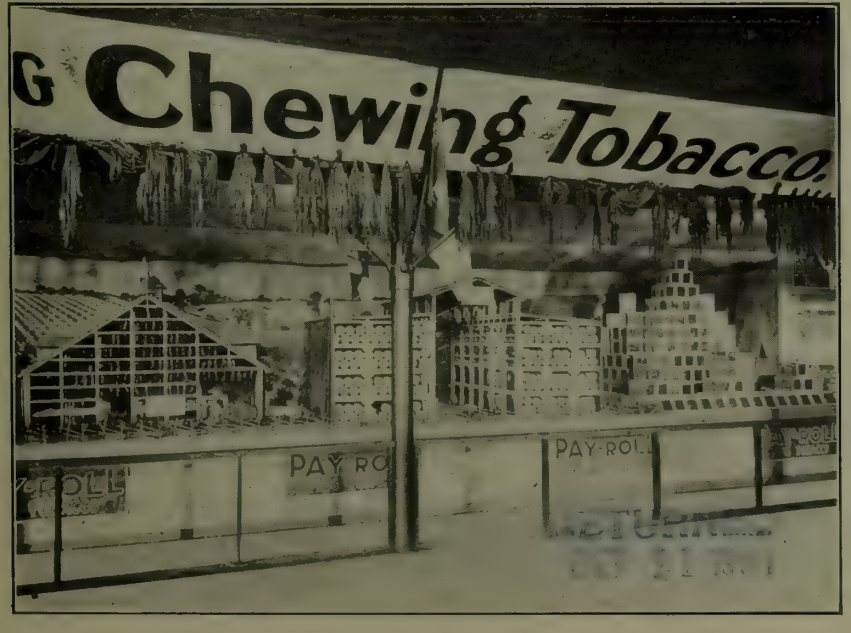
Canadian National Exhibition—Exhibit of Pay Roll Tobacco—Section I.

Another Toronto Exhibition is passed and the institution is still more firmly established in the commercial and social life of Ontario. Anywhere from a quarter to half a million people gather there every year. For the retail merchant it is an opportunity for education in the art of display that too few sufficiently appreciate. But to every visitor it is a place to gather information about Canada, its scenery, its agriculture, horticulture, dairying, stock raising, and manufactures.

One of the most interesting features of the Fair were the displays of the three great railways. They would have been much more effective if they had been housed together in one building. The C.P.R. had one of its own for the display of western products truely wonderfully arranged. The Grand Trunk and Intercolonial displays were in the Natural History Building. The former was a very interesting picture gallery of large photographic views illustrating the scenery of the lake districts of central and Northern Ontario. The latter, and much the larger exhibit, showed the scenic hunting and fishing attractions of Eastern Canada from Montreal to Sidney, C.B.



Canadian National Exhibition—Exhibit of Pay Roll Tobacco—Section II.



Canadian National Exhibition—Exhibit of Pay Roll Tobacco—Section III.

Model Tobacco Farm.

To the dealers in tobacco a particularly interesting exhibit in the industrial department is the Model Tobacco Farm. It is a representation, in a practical way, of the different processes to which tobacco should be subjected by the farmer before he sells his leaf to the manufacturer.

The right way of growing, harvesting, drying, curing and packing tobacco leaf is there shown on a large scale. By studying the different model buildings, and other parts of the exhibit, one can obtain an accurate idea of the proper methods of dealing with the crop, so as to get it into condition for the market.

This exhibit is particularly appropriate at the Toronto Exhibition, because it is in the Province of Ontario, especially in the Counties of Essex and Kent, that the culture of tobacco is most successful within the Dominion. The fact was mentioned in Parliament during last session. Early in the present year a special train of 31 cars, all laden with the fragrant leaf, was made up in St. Thomas, Ont. The weight of the tobacco contained in these cars reached the large total of 1,211,351 lbs., about 31,000 bales, all grown in Ontario. It is said that farmers in Ontario are raising crops which bring them in from five to ten thousand dollars annually.

The association is indebted to the manufacturers of "Pay Roll" plug chewing tobacco for this remarkable feature at this year's exhibition. The firm are themselves large users of Canadian leaf, and to their factories was consigned the record shipment referred to above. Not only was it a record in size, but experts stated that in quality it was the best ever grown in Ontario. To this fact may be attributed the increase in popularity of Pay Roll plug chewing tobacco.

The display was situated just opposite the space allotted to the Cobalt silver exhibit and crowds thronged the aisle between most of the busy hours of the

RETURN
SEP 21 19
100 ann
Cut Book 55
Page 36

Canadian National Exhibition—Exhibit of Tobler's Chocolate by Maclure & Langley.

exhibition, and it is doubtful if the clever and instructive exhibit of the Model Tobacco Farm did not attract more attention than the wealth of the Cobalt mines. To thousands of visitors the possibilities of the Essex and Kent tobacco fields were a revelation, which will remain associated with Pay Roll tobacco in their minds for many a long day.

St. Charles Condensing Co.

There is a great opening for the retail grocery trade to supply a want that is very keenly felt in some places all the time, and in all places some of the time —pure cream and milk. Very young children are the principal sufferers, because their food is almost entirely milk. But they are not the only sufferers, for milk is one of the food stuffs most susceptible of contamination by disease germs. This is largely why condensed milk and cream are coming into such general use in districts where ordinary fresh milk is easily available, and why the booth of the St. Charles Condensing Co. in the Manufacturers' Building was constantly besieged by fair visitors anxious to sample and learn about their evaporated cream and milk.

The gentleman in charge of the booth, speaking to the representative of The Canadian Grocer, said :

"St. Charles Evaporated Cream is prepared from the best milk obtainable, from selected dairies, scientifically fed under our strict supervision in the finest milk-producing sections (the famed Elgin, Ill., and Oxford County, Ontario, districts) in the world, particular pains being taken to see that all sanitary conditions are perfect. The utmost care is taken in every detail during its preparation, the result being absolute purity. The milk is reduced to the consistency of very rich cream by evaporation, and by the scientific application of heat we destroy all disease germs and those that cause milk to ferment, so that it will keep indefinitely.

"Physicians and nurses recommend it highly and we have quantities of testimonials regarding its merits from professional men and mothers. The results of analysis taken by prominent expert chemists show that St. Charles Cream when properly reduced with pure boiled water is almost identical in every respect with human milk.

"We devote fully as much attention to the manufacture of our cans as to any other department, using nothing but the finest tin plate and the most improved machinery for treating same, consequently our package is far preferable to glass jars."

Tobler's Chocolate.

In this candy-eating age of the world probably no confectionery is more widely known than Tobler's milk chocolate. It is one of the purest, most delicious, most healthful and most nutritious of sweet meats. As it is very generally handled by grocers everywhere a few facts about the makers will be of interest.

Tobler established his business in Berne, Switzer,and, in 1845. That is 61 years ago. The capital of the company is now 8,500,000 fr. They are the largest manufacturers in the world of exclusively eating chocolate. The factory is situated in the centre of the dairying district of Switzerland. They use eight thousand gallons of milk daily. They manufacture just three different lines—Swiss milk chocolate, hazel nut chocolate, an admixture of nuts and sugar chocolate, and vanilla chocolate, a plain sugar chocolate flavored. Each of them, of course, is put up in many different forms and packages.

Unlike most chocolates, Tobler's products are scarcely handled at all in the process of manufacture. Machinery has been devised to do practically all of it.

Canadian National Exhibition—Exhibit of The St. Charles Condensing Company.

The great plant is operated wholly by electricity.

The Swiss Government is very jealous of the dairy industry of the Republic. It sees to it that all cattle are kept in a thoroughly hygenic manner and strict supervision is maintained regarding the health of dairy cattle and the method of handling the milk. Tobler's chocolate gets the benefit of all that.

Just a word illustrative of the factory methods. McClure & Longley, Toronto, are the agents for America, and a little while ago Mr. Langley was taking a large order from a Boston merchant. Something was said about the cleanliness of the product, and the Bostonian replied: "I spent a week with the Toblers, and I wouldn't be afraid to eat anything made on the floor of their factory."

Canadian National Exhibition—Corner of Intercolonial Railway Exhibit.

The People's Railway.

The Intercolonial exhibit was in charge of A. H. Lindsay, a very capable Maritime newspaperman, now with the advertising department of the people's railway. He had, as last year, two rooms, one partly shown in the accompanying photograph, the other a grotto bark-lined with lighted water boxes containing an interesting array of living fish. The larger room was completely walled with bark, a fountain played in the centre and the walls were covered with large photographs of scenery and trophies of the gun and rod. One picture of unusual interest showed a salmon leaping a 14-foot waterfall on the Sevagle River, N.B. The snapshot was a triumph of skill and patience on the part of a Government fish inspector, who spoiled several dozen plates before securing the salmon actually on the leap. The salmon made the fall about once in every five attempts, the inspector reported.

Imparting Instruction.

Much instructive literature and advertising matter was given away by Mr. Lindsay and his assistants. All of it told of the attractions of Eastern Canada for the tourist, the hunter and the historian. Comparatively few Ontario people have traveled in the Maritime Provinces. Looking at the map that illuminates every folder, the primary reason is obvious. From Toronto to Sidney is just about four times the distance from Toronto to New York. Nevertheless the exhibit and the literature, finely printed and profusely illustrated, must defuse among the people of middle Canada a knowledge of the Atlantic seaboard and the great railway system owned and operated by the Dominion Government.

The deep red line on the maps from Montreal to Sidney shows a thousand miles of railway through a country that the world cannot surpass for picturesqueness. Some of the great forests of New Brunswick abound in game large and small. If some Ontario sportsmen would take their hunting holiday on the Intercolonial they would have the time of their lives. The tourist and hunting rates, too, are wonderfully cheap.

E. W. Gillett Co.

There was no dearth of artistic exhibits in the Manufacturers' Building, and a booth which comes under that heading alone failed in the purpose for which it was intended. More preferable would be a display designed entirely from a practical standpoint, and devoid of all features pleasing to the eye of the general public. It would at least have a certain distinction that would catch the attention of interested parties. The aspiration of every exhibitor who has studied the matter is to combine these artistic and concrete qualities. E. W. Gillett Company have come very near to attaining the point of perfection in this respect, with the result that their showing ranks high among the best in the building.

The accompanying illustration gives a much clearer idea of the arrangement than could possibly be written. There is no superfluous decoration—everything is an advertisement for Gillett's Lye, Magic Baking Powder, etc, made doubly effective by being well displayed, and the booth brilliantly illuminated.

A point strongly emphasized is the substitution of a red for a blue label on Magic Baking Powder. This is an important change, and the fact that it is being made is impressed upon visitors to the exhibition in many ways. The alternate rows of red and blue packages will be noticed on every hand in the booth. A large card bearing the words "Notice the change of label" calls attention to the dusky magician who presides at a table in the centre of the floor and has proved a big drawing card. He lifts a silk cap and exhibits a package of Magic Baking Powder bearing a blue label. The cap is lowered again, the magician waves his wand, and, presto! when he again removes the cap the red package appears. For a while, until the public become familiar with the change, Magic Baking Powder will be sent out in red-labelled cans, with a blue label wrapped around it, with a notification that the goods will hereafter be known by the red label.

The following is a complete list of E. W. Gillett Company's lines: Gillett's Perfumed Lye, Gillett's Washing Crystal, Gillett's Cream Tartar, Gillett's Caustic Soda, Royal Yeast Cakes, Magic Baking Soda, Magic Baking Powder, Imperial Baking Powder and Cream Yeast Cakes.

The Gillett factory building has a frontage of 80 feet by a depth of 300 feet, facing on three streets. On the fifth floor is located the baking powder room, with its large revolving mixer, taking a ton of material at a time, and also the paper box department, where in the neighborhood of 100,000 complete packages are turned out daily. On the fourth floor is the machinery for making Royal Yeast, including the machines, which each turn out 1,460 yeast cakes every minute. Drying rooms, with a capacity of over 15,000,000 yeast cakes, also take up part of the fourth floor. It has been calculated that at the lowest estimate possible each batch of yeast which the company turn out will make 2,600,000 loaves of bread, and from four to six batches are turned out per week the year round. A striking feature is the fine arrangement of every detail looking toward the careful and expeditious preparation of the goods.

Canadian National Exhibition—Exhibit of E. W. Gillett Co., Toronto.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros, Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S
Halifax, The Fish Co., Halifax, N.S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Hart, Levi, & Son, Halifax, N.S.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tilisonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos., Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

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Copeland-Chatterson Co., Toronto.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The, Molasses Co., St John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

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White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

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REJECTING DRAFTS.

When a merchant away from a wholesale centre gets a notice that a wholesaler with whom he has an account will draw on him for a certain amount on a given date, what does he do? If he intends to and does accept the draft we're not concerned with what he does, but if there is a mistake in the amount or he wants longer time, or if for any reason he doesn't intend to accept the draft, what does he do? He should write at once and explain. Most retailers do, but some are too busy, that is, they think they are too busy; others intend to and forget. They know, of course, that accepted or not the draft costs the wholesaler fifteen cents to a quarter; but that of course isn't much for a wholesaler. But a wholesaler has many customers, and when a considerable number of them play him this trick, the cost, which is so much money tossed into the dust heap, mounts up, and most wholesalers are just as keen as the best retailers to minimize the cost of doing business. But in addition to the cost there is the annoyance. If the retailer knew how much trouble and ill feeling his thoughtlessness causes he would think hard enough to send the wholesaler word not to draw. Anything that will increase the aggregate good feeling in the country is worth while.

MANUFACTURERS AND PURE FOOD.

The National Association of Manufacturers of the United States have a committee on pure food. At the last annual meeting in May they presented a report which gives briefly the manufacturers' position in regard to this very important subject. That was before Congress passed the pure food law, but their views are interesting. They say in part:

"The question of pure food consists of three distinct parts, viz.: 1. Food adulteration; 2. Preservation of food; 3. Artificial coloring of food.

"As to adulteration, it must be admitted that the addition of substances other than those used for preservative purposes may in some instances be absolutely necessary. It is as yet an open question, however, where beneficial mixing ends and adulteration commences.

"The preservation of food is a still harder matter to legislate upon than the matter of adulteration, owing to the disagreement of very eminent authorities as to what should and what should not be allowed in the preservation of food. The fact must be borne in mind that it is utterly impossible for any manufacturer to put up certain articles of food for the trade without a preservative. Here then we have the most perplexing part of the whole question.

"The question of artificial coloring of food is an easier one. In the butter and cheese trade, for instance, artificial coloring has long been established. Highly colored goods find favor in some markets, uncolored or faintly colored goods in others. Interference with the customs of the trade in this respect is hardly necessary. Restrictions, however, are necessary where rank poisons are employed in the coloring process, as is the case in the preparation of certain candies, sauces, etc."

The committee asked for a commission to consider the subject, composed of "one physiological chemist, competent as to the testimony of chemists and the technical terms used in such testimony; one bacteriologist, competent as to the testimony regarding the quantitative employment of preservatives; one pathologist, competent as to the testimony on histological lines; one toxicologist, competent as to the testimony in regard to poisonous substances; one pharmacologist, competent as to the testimony in regard to the effect of drugs on man and beast; and two manufacturers of food articles, to safeguard the interests of an industry in which millions of dollars of capital have been invested."

GREAT BRITAIN'S BUTTER.

If an egg in the last stages of decay were broken in a small apartment a person depending solely upon a keen olefactory observation might in his haste declare that all hens were depraved. The London Times in an article on "Dairy Products" suggested by the revelations of the Parliamentary committee on butter, says:

As a matter of fact, this is largely a margarine-eating country, and figures given in statistics under the head of dairy products are decidedly misleading, because, through adulteration, butter and cheese form only a proportion of the article so scheduled. There is a comparatively limited market for the highest quality butter, but margarine and margarined butter, from their lower price, have claimed the majority of English consumers. In view of the fact that the country has learned to satisfy itself with sophisticated fats sold openly as margarine, or less openly as a mixture of butter and margarine, and with the deliberate intention of deception in cases where methods are employed with such scientific skill that analysts have to confess that a considerable quantity of foreign fats may be introduced without the possibility of their detecting them, it is difficult to see that the farmer errs in not materially adding to his cow stock. This country imports a vast quantity of 'stuffed' cheeses—that is, cheeses made from separated milk—the appearance of richness in cream being given by working into them cheap fats of the margarine type. Lard is not a dairy product, but it comes into competition with butter for cooking purposes, and imported lard is not free from margarine.

Now, according to the British Government returns butter importations have increased as follows, the record being in cwts.:

1900	3,378,516
1901	3,702,890
1902	3,974,933
1903	4,060,694
1904	4,241,905

Margarine, on the other hand, has little more than held its own:

1900	920,412
1901	962,127
1902	966,170
1903	882,123
1904	960,278

During the same period cheese margarine has almost disappeared from the record, diminishing from 12,132 cwt. to 1,997 cwt. Unless these figures are misleading the Times' conclusion was arrived at in haste. Undoubtedly the Parliamentary inquiry disclosed a great range of fraud; but was it in the aggregate quite as widespread as the Times pictures it?

Port Limon, Costa Rica, is the largest banana port in the world, the shipments being 10,000,000 bunches for the year ended June 30, 1906, and the value $4,000,000.

MAKING THE WINDOW TALK

Some Pointed Matter that is Easily Read—A Technical Demonstration in Foodstuffs—An Exhibition Fruit Window—The Height of Simplicity.

Make the window talk. Of course every window talks in proportion to the passer's capacity for observation, but a window can be made to talk in good English words. This is a feature of window display that is not neglected by the largest stores, and those with the most expensive and many would think the most attractive displays. For example, here is a card that kept company with the most expensive jewelry and the finest china in the window of a store the fittings of which cost $40,000 :

"Your presence is cordially invited to our handsome and well-equipped crystal room, which contains hundreds of high-class wedding gifts. We gladly give information to all inquirers, and there is no obligation to purchase because you wish to price. The crystal room is for your convenience. Articles are marked in plain and reasonable figures."

Any wideawake grocer could write far more interestingly than that about the things he has to eat. The old Greecian desire for some new thing, some new knowledge, some new fact, is just as keen to-day. Without giving away all he knew, why couldn't a grocer attract attention to his window and incidentally to his own fitness for his business, by telling the public something about foodstuffs.

Take an example. Suppose the grocer got a few cocoa beans and placed them in his window with this explanation : "These are cocoa (or cacao) beans. They are the raw material for chocolate and cocoa. They are about 50 per cent. oil. The countries from which the main supplies are drawn are, in the order of production, Ecuador, Saint Thomas, Brazil, Trinidad, Venezuela, San Domingo. All are American except St. Thomas, which is a Portuguese island off the coast of Africa. The annual production is about 280,000,000 lbs., and the United States is the largest consumer."

Wouldn't a lot of people stop to read that and go away with the impression that the grocer knew something and that it ought to be a pretty good place to buy foodstuffs.

Here are a few mottos, plainly printed, that illuminate an aggressive grocer's window, or did, yesterday morning :

"Tea for the million and the millionaire."

"We guarantee the quality of all the goods we handle."

"Only the best quality of hams and bacon and cooked meats sold here."

These are just samples; there were a lot more. But think over this matter of making the window talk.

EXTREME OF SIMPLICITY.

There is a custom bootmaker in New York, whose invariable rule it is to display in his two windows a single pair of shoes, one shoe having the entire space in each window. The "display," if it can be so designated, which virtually amounts to the single boot, never fails to catch the eye of the passer, no matter at what pace he may be going, for the boot is a triumph of the maker's art. That lone shoe usurping a commodious window and standing out in solitary glory for the obvious purpose of being looked at, not only takes on dignity and a certain air of distinction, but more than that, never fails to leave a clear-cut impression on the mind.

This is undoubtedly going to extremes and would be avoided by the up-to-date trimmer because window space is valuable and it is the trimmer's duty and mission to make advantageous use of it, to fill it artistically, to make it a paying asset, says Men's Wear. The instance above cited is, nevertheless, illustrative of the good effect to be gained by an avoidance of "packing." The eye cannot see or the mind grasp a multitude of small objects. The general idea gained where many objects appear is only one jumble and confusion.

FRUIT AND VEGETABLE WINDOW.

Such a fruit and vegetable window as this is perhaps not possible for any but a store handling a very large business. But doesn't it look good? Gibbons Bros., 742 Queen street east, Toronto, give a lot of attention to their windows, make a specialty of it, in fact, and they were good enough to dress a window with fruit and vegetables at the request of The Canadian Grocer. Good as it looks, the photograph does not do it justice. The shadows veil the top of it and the reflections are confusing. These, however, are photographic difficulties that are hard to overcome.

Markets and Market Notes

QUEBEC MARKETS.

FLUCTUATIONS—

Sugar—Advanced 10c.
Fish—Revised.
Honey—Advanced.
Maple Products—Advanced.

Montreal, Sept. 12, 1906.

All grocery lines are firm at present with an upward tendency. Business passing is reported as being very satisfactory; it is said that Fall trade is beginning to boom in all articles demanded by the grocery trade. The feature of the market this week is the advance of 10c. which has taken place in sugar. The higher prices do not come upon the trade unexpectedly. An advance was mentioned as probable in The Grocer last week. Prices on tomatoes and corn are expected to be out this week. There is considerable speculation as to what figures will be asked. Rumor says that tomatoes will be anywhere between $1 and $1.10, while corn, according to the prophets, will be sold at 90c. To what extent these ngures may prove true remains to be seen. Trade in canned goods generally is fair. Syrups are beginning to sell owing to the cooler weather. In tea the point of interest this week is the closure of the Japan market. Activity in that market is just about over. Buyers are purchasing small lots of Japans locally, now that they see there is hardly likely to be a drop in prices. China greens are moving out very well at present.

There has been no cessation in the advancing of prices in the dried fruit market. Raisins are away up and still going. It is said that the jobbers are laying in large stocks of California raisins, since Valencias are so high. Currants continue high. The first direct steamer from Greece is now on its way to this continent. There is some activity in spices, but there is nothing new in coffee. Honey and maple products are higher. The former article continues very scarce.

Collections are reported as being good.

CANNED GOODS — There is little change in the situation since last report. Montreal jobbers have not yet received price lists for corn and tomatoes, but the lists are expected this week. Rumors are flying about as usual. One which is current is that tomatoes are destined to open at $1.10 and corn at 90c. This, however, is certainly only a rumor, and while the new prices may be near these figures they are just as likely to be much lower. Salmon are selling very well, mostly old stock being delivered. Orders for the old stock are taken at lower prices than for new. Last year's salmon is rapidly becoming cleaned up. Very little is being done in corn and tomatoes, merchants evidently preferring to await the new prices, buying, consequently, only for actual wants.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR — According to expectations, and as predicted in The Grocer last week, higher prices are now demanded for sugar. There has been a general advance of 10c. The state of the raw market, which is higher, and the existing conditions in American markets, may be held responsible for the advance. Business is reported as being fairly good.

Granulated, bbls.	$4 40
" ½-bbls	4 45
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs.	5 05
Extra ground, bbls.	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 9

SYRUPS AND MOLASSES — There is nothing particularly new to report in this market. Molasses is unchanged. Syrups are firm. Business is increasing with the advent of cooler weather.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 03
" ¼-bbls.	0 03½
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA—Reports from Japan say that the market there is practically closed. Very little of interest is taking place at present, the season being to all intents and purposes over. Locally there is nothing new in Japans unless it be the fact that buyers are coming forward

better now that they begin to realize that there is no likelihood of a drop in prices. Japan tea is hard to get at the moment, although it is said that there are some lots in transit. China greens are selling a little more freely at advanced prices, prices which are a little higher because of the high figures asked for Japans, low grades. Congo teas are dear, and in good demand where sold. Few lots are sold in Canada, however, although there are some houses doing a little in this line. Japan siftings are quoted 8¼c. to 9c., and 10c. to 13c. is asked for Japan fannings, laid down in Montreal.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—The coffee market is practically unchanged since last report. Business is reported very good by jobbers. Prices are firm.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—The general upward tendency in this market continues a feature worthy of note. Currants continue very stiff. Last week, it will be remembered, there was an advance of one shilling; this week prices have been put up sixpence. Buyers are not coming forward very eagerly, according to dealers, but it is probable that if they do not buy pretty soon they will have to pay even higher prices than are now asked. The first direct steamer with a cargo of currents is reported having sailed from Patras, September 8. The portion of the cargo destined for Canada is very small. It is expected that the second and last direct steamer will clear Patras about the 25th of this month. No doubt buyers will place more or less for shipment by this boat. At the present moment they are buying only for immediate use, and are taking the risk of losing a chance to have their orders delivered by direct steamer, at a reduction of about ½c., which would have to be spent for currants arriving via Liverpool or other port. Sultana raisins are also high, being up two to three shillings. Cable advices received from Malaga under date of September 8, report damage to the crop as being 50 per cent. It is easy to imagine the effect of such news on prices. California raisins are also advancing. Some wholesalers say they will have to use California raisins in place of Valencias this season, because of the high price demanded for the latter. Tarragona almonds continue to advance. Reports received relative to walnuts say that the crop is being damaged by the very warm weather: in many cases the nuts are reported dropping off the trees.

Brazils are dear. The crop in Brazil is just about exhausted, and the market has been advanced. These nuts now cost the grocer 16c. to 16½c.

Valencia Raisins—		
Fine off-stalk, per lb	....	0 05
Selected, per lb	....	0 05½
Layers, "	....	0 06
Dates—		
Dates, Hallowees, per lb	....	0 05
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 50
" ½-boxes	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50
" Excelsior Window Clusters,"	....	4 50
" " " ⅛s	....	1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08½	0 09
" " 4 crown	....	....
Prunes—	**Per lb.**	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05
Currants—		
Filiatras, uncleaned, barrels	....	0 05½
Fine Filiatras, per lb., in cases	0 06	0 06½
" " cleaned	....	0 06½
" " in 1-lb. cartons	....	0 06½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	....	0 10
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

SPICES—For all lines there is a very fair demand, which will probably be increased shortly on account of the steadily advancing prices. With the coming of the Fall trade more spices will be required, and grocers will buy before prices get too high if they are wise. Peppers are advancing, while cloves, being in small supply, are also upwards inclined. Nutmegs are about steady, while gingers are firmer.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES—Evaporated apples are rather quiet. Some little business is being done at 8c. to 8½c., but not a great deal, buyers evidently preferring to wait for Winter stock.

BEANS—It is hard to obtain beans on spot at present, and the scarcity is having the effect of sending up prices. New beans will probably be offering in a fortnight or so, but meantime prices are well maintained.

Choice prime beans	1 60	1 65
Lower grades	1 55	1 60

MAPLE PRODUCTS—Business is on the quiet side at present. Inquiries for Fall are increasing, however, and indications point to good trade once the season starts in earnest.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07½	0 08
Pure Beauce County, per lb	....	0 08½

HONEY—The short honey crop is still felt. Demand is good, but supply being short, dealers are in somewhat of a quandry. Good prices are obtainable for any stock held.

White clover comb honey	0 14½	0 15
White clover, extracted tins	0 09	0 1
Buckwheat	....	0 09

RICE AND TAPIOCCA — There is nothing new in rice this week. Sales are fairly good at prices quoted. Tapioca continues very scarce, nobody holding any stock worth mentioning. Prices are steady.

B rice, in 10 bag lots	....	3 15
B rice, less than 10 bags	....	3 25
C rice, in 10 bag lots	....	3 15
C rice, in less than 10 bag lots	....	3 25
Tapioca, medium pearl	0 07½	0 08

ONTARIO MARKETS.

Toronto, Sept. 13, 1906.

Business continues in fair volume, with no lines moving specially, and the absorbing features of the present market are sugar and dried fruits. The advance in sugar was not unexpected, but most wholesalers here feel surer of a further advance than they did of this one. The market is very firm. Dried fruits are a problem, especially for the wholesaler. All markets appear to be climbing. General crop shortages are everywhere the cause except in the case of California prunes, and there it is demand to make up crop shortage in Europe. Paper bags have advanced, but in that commodity it is a question of discounts.

CANNED GOODS—Dealers are waiting for prices on corn and tomatoes, which are expected this week. Plums are very scarce. Lombard 2's, light syrup, are now quoted from $1 to $1.25, and the list has advanced on that ratio throughout. The usual quotations are omitted this week.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf" "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
This year's pack.		
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals, red pitted	....	8 75
" " not pitted	....	7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack	....	7 25
Gals., red, standard	....	5 00
2's preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard	....	5 50
Gals. " solid pack	....	8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	....	5 50
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Raspberries, Red—		
2's, L S. (Shafferberries)	....	1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard	....	5 50
" solid pack	....	8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard	....	5 25
" solid pack	....	8 25

Remaining canned goods quotations are omitted this week.

SUGAR—The market tone is very firm and a further advance of ten cents before this writing goes to press would not surprise the trade here. The advance which it was stated last week was thought by some to be imminent, came on Tuesday, and on Wednesday New York advanced another ten cents. The same day beet advanced a farthing in Europe to 9s. 8½d, and Wednesday's cables quoted a farthing more.

The New York Journal of Commerce, Sept. 1, the day before the advance, said:

"While quotations (for raws) are largely nominal in view of the apathy shown by both buyers and sellers, the tone of the market is decidedly firm and Cuba is said to be pretty well cleaned up with Europe as a buyer. Quotations, however, are left unchanged upon the basis of 4c. for 96 deg. test Cuba centrifugals duty paid New York.

"The market for refined sugar is particularly firm, and the impression prevailed yesterday that prices would be advanced to-day in view of the steady consumption and heavy withdrawals, added to the strong position of the raw market. All refiners with the possible exception of the Federal are considerably oversold and are proportionately behind in shipments, so that considered from every point the situation leads one to look for higher prices."

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Sept. 13, 1906.

BUTTER—Market rather dull. No change in prices.

CHEESE—Prices about steady. Little change in market.

EGGS—Situation remains unchanged.

PROVISIONS—Market steady. Smoked meats in good demand. Dressed hogs selling $9.75 per 100 lbs.

Willett & Gray at the close of last week stated:

"The supply of sugars remaining unsold of the Cuba crop has now reached a point so small that the offerings for sale have nearly ceased, creating a very dull and lifeless market for raw sugars. At the same time these conditions naturally produce a steady, firm tone to the market, which is held up also by the continued upward tendency of the European beet sugar markets, caused especially at the moment by the outlook in Cuba, which, owing to the insurrection, throws some doubt on to the coming crop of sugar.

"As a matter of fact, it is entirely too early to borrow trouble over the next Cuba crop.

"The insurrection may be nipped in the bud at any time, and for several months the cane fields are safe from burnings, which are the only dangers of important effect.

"Preliminary estimates of the European beet crops are beginning to be made, but will not prove of especial value until a few weeks later. As far as now appears the statistical position of sugar taken altogether is favorable to steady firm markets at home and abroad with a further gradual improvement in values.

"Our Java cable reports shipments to Europe and the United States of 61,000 tons by steam and 3,000 tons by sail, practically all of which has United States options. The East took 114,000 tons, making the total shipments for the month of August 178,000 tons, against 205,000 tons last year, and for the campaign thus far 369,000 tons, against 538,080 tons last year.

"Visible Supply—Total stock of Europe and America, 1,866,434 tons, against 1,404,028 tons last year at the same uneven dates. The increase of stock is 462,406 tons, against an increase of 523,167 tons last week. Total stocks and afloats together, show a visible supply of 2,106,434 tons, against 1,784,028 tons last year, or an increase of 322,406 tons."

Paris lumps, in 50-lb. boxes		5 13
" in 100-lb. "		5 03
St. Lawrence granulated, barrels		4 48
Redpath's granulated		4 48
Acadia granulated		4 43
Berlin granulated		4 [illegible]
Phoenix		4 48
Bright coffee		4 28
Bright yellow		4 33
No. 3 yellow		4 [illegible]
No. 2 "		4 18
No. 1 "		4 08
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUPS AND MOLASSES — The market is steady and prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 [illegible]
Bright	0 38	0 42
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 03
" kegs "		0 03½
" 3 gal. pails, each		1 40
" 2 gal. " "		1 00
" 2-lb. tins (in 2 doz. case) per case		1 95
" 5-lb. " (in 1 ") "		2 40
" 10-lb. " (in ½ ") "		2 35
" 20-lb. " (in ¼ ") "		2 25
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—The market has advanced somewhat, especially for choice grades, but commoner teas also are slightly higher.

Thompson's tea circular, commenting on the effect of the reduction of the duty in Great Britain 1d a pound, says: "As it is now more than three months since the duty was reduced, some idea of its effect may be gauged from the tendency of prices during that period. As was expected, the basis of values has undergone no change, though there has been a further widening of the range, consequent on the ever increasing taste for good tea on the part of the public."

The use of Indian and Ceylon tea in North America, says Gow, Wilson & Stanton, London, appears to be expanding, the quantity taken during the first six months of this year showing a large increase over the corresponding period of any previous year.

COFFEE—The market in New York is quiet after some spirited advances late last week.

"The talk in the trade in reference to coffee valorization," says the Journal of Commerce of Sept. 11, "is skeptical concerning the immediate closing of negotiations while at the same time it is generally believed that the scheme will be put through in some shape. Local coffee people seem to believe that the matter will be held in abeyance until November, when the new Congress convenes, and that new propositions will then be made with the final result of a modified scheme. If this line of thought is correct it will mean that valorization in some form or other will not be an accomplished fact for at least two or three months. At the same time it must be said that friends of valorization are as firm as ever in their expressed belief that the present law will soon be in working force and of course some definite news may be received at any time concerning the negotiations for the loan."

DRIED FRUITS—The situation is unique. Prices are abnormal and going higher. Sultana raisins have advanced 20s. within a month, about 5c. a lb. Considerable sales were made here before the opening of the market by speculative sellers on a basis about 20s. below the present market price. The tendency in the primary market at present is towards higher prices, and if shippers make good their contracts they will do so at a heavy loss to themselves. Meanwhile the high prices have completely stopped business here. Buyers are waiting the result on the orders already placed.

Valencia raisins are about 50 per cent. higher than at the same time last year, with apparently no prospect of a decline.

Currants have advanced about 4s. per cwt., or about 1c. a lb., within a few weeks. Importing brokers find it difficult to get any offers, as owing to the great damage to the crop, the extent of which has not been fully ascertained, shippers are very busy trying to get fruit to orders already in hand, and are not seeking new business. Prices are about 50 per cent. higher than last year.

Prices of raisins are being determined by short crops in all producing countries and a very good demand all over the world. The price of currants is not based upon a short supply, as they have a very good crop indeed, and under normal conditions we should have very reasonable prices. The situation in Greece is, therefore, not controlled by supplies, but by the action of the Currant Company, coupled with outside manipulation of the comparatively small quantity available for export, and the situation is such that no one can give a well-founded opinion as to whether the price is likely to advance still further or decline, and the more conservative decline to commit themselves to any opinion on the future of the market beyond stating that the immediate tendency is towards higher prices.

APPRECIATED IN THE WEST

H. G. Harris, proprietor of "The Advertiser," Kentville, N. S., writes to the MacLean Publishing Company "I wish to compliment you on your fine August 24th number of THE CANADIAN GROCER, which has reached me. It is a very interesting number to all us delegates who attended the Maritime Board of Trade at Amherst. I need not wish you success for you are working in the way that will bring it to your various publications."

On California raisins advances have taken place in the last week in San Francisco, and it is difficult to get confirmation of orders owing to the very great demand resulting from the knowledge of the conditions in Europe and from a growing conviction on the part of buyers that the California crop, which was at first estimated to be between 80 and 100 million lbs., is not over 50 million lbs., and will be inadequate on the present basis of prices to supply the market demand.

California prunes have advanced about ½c. at the coast, and are difficult to buy before November shipment.

Locally prices for both currants and raisins are advancing and supplies are very short.

	Per lb.		Per lb.
Prunes, Santa Clara—			
90-100s, 50-lb boxes	0 07	60-70s, 50-lb boxes	0 07½ 0 08
80-90s "	0 07½	50-60s "	0 08½ 0 09
70-80s "	0 07½ 0 07½	40-50s "	0 09½
		30-40s "	0 10½ 0 10½
French prunes, 110-120's			0 04½
Note—25 lb. boxes ½c. higher.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 18 0 20
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb			0 10 0 14
Tapnets, "			0 04½
Peaches—			
Californian evaporated, " "			0 14 0 17
Pears—			
Californian evaporated, per lb			0 13
Currants—			
Fine Filiatras	0 06½ up	Vostizzas	0 08 0 08½
Patras	0 07 0 07½		
Cleaned ½c. more.			
Raisins—			
Sultana			0 07 0 09
" Fancy			
" Extra fancy			
Valencias, selected			0 07 0 07½
Seeded, 1-lb packets, fancy			0 10 0 10½
" 12 oz. packets, choice			0 08½
Dates—			
Hallowees	0 05	Fards new choicest	0 09 0 10½
Sairs	0 04	" new choice	0 09½
Domestic evaporated apples			0 13

NUTS—In foreign nuts generally there is nothing new to report beyond a little higher level on the primary market for Tarragona almonds and walnuts and the settled conviction that prices for fruit required for the Christmas trade are not likely to be at lower prices than those ruling to-day. Consequently buyers are supplying their wants rather freely.

Almonds, Tarragons, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 28 0 30
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 26 0 28
Filberts, per lb	0 10
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—Quotations are unchanged:

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA — The market continues firm without change of prices.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07 0 07½
" double goat	0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07
Quail-on-toast, per lb	0 05½ 0 60
Flitched cod fish, cases of 100 lbs	6 50

WOOL AND HIDES—A ½c. more is being paid for country hides, cured, and for rendered tallow, and the top prices are removed from wool. The market is quiet.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11½
Calf skins, No. 1, city	0 13
" " No. 1, country	0 12
Lamb skins and pelts	0 75
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb	0 05½ 0 05½
Pulled wools, super, per lb	0 25
" " extra "	0 27
Wool, unwashed fleece	0 16
" washed fleece	0 26

ARE YOU GETTING ALL THAT YOU PAY FOR?

GOLD STANDARD JELLY POWDER

IS—

"Guaranteed-the-Best"

as we sell it distinctly on its own merits. We are able to give you **better value** and quote you **better prices** than you can obtain elsewhere. Try a gross now and if you do not find

GOLD STANDARD JELLY POWDER "Guaranteed - the - Best"

to be superior in true fruit flavor, appearance and quality to any jelly powder you have ever sold, we will **cheerfully** refund your money and pay freight **both ways**. Can we do more to convince you of quality.

The Codville, Georgeson Co. LIMITED

WINNIPEG AND BRANDON, MANITOBA.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year	$30 00
" " "	6 months	17 00
" " "	3 months	10 00
50 " "	1 year	17 00
" " "	6 months	10 00
52 " "	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

FOR SALE

FIRST class up-to-date Currant Cleaner, cheap. H. H. UNSWORTH, Acton, Ont.

AGENCIES WANTED

COMMISSION MAN—Headquarters Vancouver, requires some good agencies. BOX 123, CANADIAN GROCER.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FOR SAUER - KRAUT AND Pickles in Brine

Write TAYLOR & PRINGLE CO., Ltd., Owen Sound, Ont.

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS

O.F. 1170, care Orell Fussli Publicity, Zurich (Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

137 Elgin Avenue, Winnipeg

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter. Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Coulson; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Semi-annual convention will be held in board room adjoining the association offices July 26 and 27.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Fillmore, secretary.

Arnaud—W. Ledoux, secretary.

Alameda—R. J. Gibson, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Carman—J. W. Jameson, chairman; T. T. Pearson, Carman, secretary.

Crystal City—P. A. Young, Crystal City, chairman; W. Gemmill, Cartwright, secretary.

Carnduff—J. H. Elliott, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—J. T. Musgrave, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella — S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive — J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; W. G. McIntyre, secretary.

Manitou—J. A. Jacobs, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Midale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

Winnipeg—President, R. Templeton; secretary, J. Treleaven.

At the present time the dealers in many parts of the west are considering the plan of shutting off all credit from November to April. In response to a letter of inquiry, W. G. McLaren, of Souris, Man., writes The Canadian Grocer as follows on the subject:

"Souris, Man., Sept. 1, 1906.

"Editor Canadian Grocer,

"Winnipeg, Man.

"Dear Sir: Yours to hand re credit system and in reply would say that the merchants in Souris discussed last year the proposal to shut off all credit from November to April. We finally decided that we would not shut it off entirely but advised that it be curtailed as much as possible. This has been done fairly well, I think. We also agreed that when a customer was slow in paying his accounts we would hand his name to the secretary of the local board, in order that all might know the circumstances and this slow pay customer could not go from place to place for credit but would have to make arrangements with the merchants who had been supplying him. In this way we have fewer bad accounts.

"As a merchant of 18 years experience in Manitoba, I strongly advise dealers to form their local boards in each town and village to curtail this kind of credit. Of course there are many other matters with which local boards may deal and which it is not necessary for me to outline here. The best result of the organization of these boards is the better feeling among the merchants.

"To give a candid opinion, I believe it would be almost impossible to shut off credit completely from November to April. You cannot very well refuse goods to a customer who can pay in a week or two, and yet you would have to do so, if you made a hard and fast rule, in order to refuse it to the next who could not pay for two or three months.

"The credit evil is growing less and less each year and should continue to do so if crops are fair. Even in a hard year credit would not be very heavy as a large number of farmers have accounts to their credit in the bank.

"Yours truly,

"W. G. McLAREN."

* * *

Mr. McLaren lives in a well settled part of Manitoba where conditions are fast approximating those in the older parts of Canada. As the country grows older the evils of the credit system disappear and Souris merchants are to be congratulated on the prosperous condition of their section of the country. But in the newly settled sections of the Far West the dealers have their troubles with credit as they have to sell to newcomers who are entirely dependent on the crop of one year for the money with which to pay their bills. Such dealers should find it to their advantage to make a determined effort to shut off credit during the Winter, and this can be accomplished only by united effort.

* * *

In order to assist its members in dealing with this troublesome question of credits the association are issuing coupon credit books which are supplied on request at the actual cost of printing. The plan is this: When a customer wants credit the dealer sells him a coupon credit book for say $25, receiving from him his note promising to pay in three, four or five months from date with interest. In each coupon book there is a blank note to be filled out and signed. The advantage is that the debt is secured and the merchant has paper which he can offer to the banks as collateral if he wants to raise funds. Many dealers are using these books. Full particulars may be obtained by writing the secretary of the association.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 13, 1906.)

There are few quotable changes of importance this week, values holding steady in most lines. Business is very active, the turnover for last month being much larger than for the month of August in any previous year. Collections are also reported much better than at this time last year.

CANNED GOODS—Clover Leaf salmon is quoted at $7.20 per case in any quantity for the coming season. We quote:

	Group No. 1.	Groups No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 73
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 [illegible]
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
All groups, per case		2 80
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case			7 25
" Skeena River, " "			7 10
" River's Inlet, " "			6 85
" Red Spring, " "			6 30
" humpback, "			4 00
" cohoes, "			5 50
" Clover Leaf "			7 20
(Prices are for delivery in October-November.)			
Lobsters (new), ½-lb. flats, per case			16 50
" " ½-lb. talls, per case			10 50
" " 1-lb. talls, per case			15 00
" " " flats, per case			15 50

MEATS

Pork and beans (V.C.P. Co.), 1's, per doz.			1 25
" " 2's, "			1 90
" " 3's, "			2 60
Clark's 1 lb. plain, per case			2 30
" 2 " " "			1 85
" 3 " " "			2 40
" 1 " tomato sauce, per case			2 30
" 2 " " "			1 85
" 3 " " "			2 40
" 1 " Chili "			2 25
" 2 " " "			1 95
" 3 " " "			2 35
Soups (Van Camp's), per doz.			1 25
Canned chicken (Man. Can. Co.) per doz.			3 25
" turkey "			3 25
" chicken (Aylmer), per doz			3 30
" " (Delhi), "			3 20
" turkey (Aylmer)			3 30
" " (Delhi)			3 20
" duck (Aylmer)			3 30
" " (Delhi)			3 20
Corned beef " 2's "			2 80
" " 1's "			1 60
" Man. Can. Co. 2's per doz.			2 50
" " 1's			1 35
Roast beef (Man. Can. Co.), 2's, per doz			2 50
" " 1's "			1 35
" (Clark's), 1's, per doz			1 55
" 2's, "			2 65
Potted meats, ½'s, per doz.			0 55
Veal loaf (Libbey's), ½ lb., per doz.			1 25
" " 1 lb. "			2 50
Ham loaf " ½ lb. "			1 25
" " 1 lb. "			2 50
Chicken loaf " ½ lb. "			1 85
" " 1 lb. "			3 50
Lunch tongue (Clark's), 1's, "			3 45
" (Aylmer), 1's, "			3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.			1 80
" " 1-lb. tins, "			3 10
" " 1-lb. glass, "			3 35
Chipped " ½-lb. tins, "			1 45
" " 1-lb. tins, "			2 50
" " 1-lb. glass, "			3 05
Sliced bacon, " 1-lb. tins, "			3 10
" " 1-lb glass, "			3 25
Corned beef (Clark's), 1-lb. tins, per doz.			1 50
" " 2-lb. " "			2 65

SUGAR—Prices continue as follows:

Montreal granulated, in bbls.	4 90
" " in sacks	4 85
" yellow, in bbls.	4 50
" " in sacks	4 45
Wallaceburg, in bbls.	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 80
" " sacks	4 75
Icing sugar in bbls.	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls.	5 30
" " in boxes	5 50
" " in small quantities	5 75
Lump, hard, in bbls.	5 60
" " in ½-bbls.	5 60
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES — There has been a slight advance in "Crown" and "Bee Hive" syrups, and new prices will be found below. Molasses is steady. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Prices are steady at the recent advance. We quote:

Whole green Rio, per lb	0 11½ 0 12
" roasted " per lb	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 85
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

STARCH—There has been a general advance in starch. Canada Laundry, No. 2 Corn, and "Silver Gloss," having been marked up ¼c. per lb., while No. 1 Laundry and Canada White Gloss have advanced ½c.

FOREIGN DRIED FRUITS — New Valencia raisins will be very expensive this season. As yet the market is in a very unsettled state, and it is impossible to predict with any degree of accuracy what the opening prices will be. The indications are that muscatels will be cheaper and that much of the demand which is usually for Valencias will be diverted to the Muscatels. Sultana raisins have been advanced sharply and the new prices will be found below. We quote:

Sultana raisins, bulk, per lb	0 09½
" cleaned, "	0 11
" 1 lb pkgs "	0 13½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

(Above prices for California raisins and are for present delivery from old stock.)

California raisins, muscatels, 2 crown, per lb.	0 07
" " " 3 "	0 07½
" " " 4 "	0 07½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08
" 70-80 "	0 08½
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½

Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 06½
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17½
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz.	2 10

NUTS—Almonds have been advanced to 15c. per lb. We quote:

Almonds, per lb.	0 12½
" (shelled), per lb.	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots	0 13½
" " shelled, "	0 32
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 13
" white, " 5 "	0 25
Cayennepepper, in 2 and 5 lb tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb.	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per lb., cwt. lots	0 05⅝
" " 50-lb. lots	0 05½
Rangoon rice, per lb.	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	7 50 7 75
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

BEANS—White beans, hand picked, are quoted at $2.05 per bush., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

NOVA SCOTIA MARKETS

Halifax, N.S., Sept. 11, 1906.

The volume of trade in the grocery business is good, and the outlook could not be more satisfactory. The farmers throughout the province have had a prosperous season so far, the fishermen are making good catches and obtaining splendid prices for their fish, and the prospects all round are bright. With regard to prices, the market is steady, no change of importance being recorded since last report. All dried fruits are very scarce on this market just at present. Valencia raisins are about cleaned up, and Californias are now quoted at 9c. here. Jobbers say there will be high prices asked for the new pack of salmon, as the pack is considerably under that of last year.

FRUIT—Apples are slow in coming on the market, and those now coming from Nova Scotia points are of the poorest quality, being for the most part windfalls. They sell all the way from $1 to $1.50 per barrel. No good Gravensteins have yet been marketed, but they are expected to be along shortly. Pears are very scarce, both Nova Scotian and American, and the price is high. Good fruit is selling at $7 per barrel. Plums are very scarce, being quoted at $4 per bushel. Last year they sold for $1.25 per bushel. Blackberries were a drug on the market this week and jobbers found it difficult to dispose of them at any price. Some sales were made at 5c. at the opening of the week.

EGGS—The egg problem in Halifax just at present is somewhat perplexing, and the commission men are at a loss to understand where all the fresh stock is going to. It is certainly not coming to Halifax. The receipts here are very small. Good stock is worth from 20c. to 22c., but it is hard to obtain. Prince Edward Island eggs are in fair supply, but they are not of as good quality as one might expect. It was predicted early in the season that there would be lots of eggs and poultry this season to supply the home market, but so far these predictions have not been borne out by facts.

BUTTER—The receipts of good butter are very small at present. The hot weather in the early part of the season dried up the after feed and dairymen are now feeling the effects of the drought. Cows are giving small allowances of milk and butter is scarce. The recent heavy rains are bringing along the after now, however, and dairymen are looking for better results.

BEEF—Beef is very scarce in some parts of Nova Scotia just now, and has been selling at eight and nine dollars per hundredweight. Halifax meat dealers are now buying up salable cattle throughout the Cornwallis Valley in preparation for the coming Dominion Exhibition, when beef will be in good demand.

The large vegetable and fruit evaporator at Port Williams, N.S., is about completed, as is also the vinegar factory, which is to be run in conjunction with the evaporator. Both of these industries will be of immense value in the Valley fruit growing country and should prove to be great successes financially.

THEY WERE IN TORONTO.

A Few of the Ontario Merchants Who Were at the Exhibition.

Watch as one might the crowds of exhibition visitors and wholesale buyers in Toronto, many familiar faces would escape detection, but here are the names of a few friends of The Canadian Grocer who were seen in the city: W. H. Hunter, Mount Albert; A. Yule, Harriston; J. P. Myers, Frank Hunt, Bracebridge; A. S. Hallman, Berlin; W. A. Holliday, Brooklin; D. C. Russell, Erin; D. Kraft, Preston; E. W. Hay, Falkenburg; W. Wallace, Woodbridge; E Brown, Cashel; S. Windsor, Tottenham; Homer Precious, Guelph; E. Loyst, Napanee; Mrs. Lynch, Belleville; F. Bivour, Wellesley; J. F. Sweeney, Caledon; Fred Hartley, Inglewood; Mr. Axford, of Axford & Son, Talbotville; C. Wellman, Port Huron; Mr. Delmage, Rothsay; A. Finlayson, Glencoe; L. E. Ferguson, Sarnia; Mr. Benson, of Benson Bros., Guelph; A. K. Roesch and F. S. Urstadt, Waterloo; F. P. Haines, Cheltenham; J. O. Rose, Humberstone; W. B. Campbell, Campbellcroft; J. A. Stewart, Exeter; J. L. Hewson, Oakville; A. Morey, Whitefish; E. J. Ormson, Barrie; R. Matthews, Port Colborne; Mr. Gray, Lakefield; Mrs. W. Fraser, Thornton; F. D. Bernardo, Ormstein; J. M. Passmore, Rockwood; Mr. Hardy, with H. Wilson, Cannington; J. C. Irving, Manitowaning; W. E. Pantler, Preston; Fred S. Urstadt and J. Ziegler, Waterloo; J. St. John, Port Law; Mr. Chalmers, of Chalmers & Puckering, Shelburne; A. G. Esplen, Arkwright; W. A. Gerolamy, Tara; Mr. Bentham, of Bentham Bros., Flesherton; F. G. Karstedt, Flesherton; Mr. Bartlet, manager for F. W. Hutton, St. Marys; Mr. Wade, of Wade Bros., Fordwich; P. J. Trainor, Wildfield; M. H. Denton, Camilla; Mr. Pool, of Pool & Co., Woodstock; J. H. Laird, Galt; Mr. Whitehead, of Whitehead & Huether, Walkerton; Mr. Reahder, of Reahder & Co., Paris; J. H. Shnarr, Berlin; I. Bluebacher, Elmira; D. Kennedy, Arthur; Mr. Prentice, of Prentice & Sproul, Collingwood; T. B. Reeve, Markham; J. F. Davidson, Unionville; W. E. Crosby, Mount Albert; W. H. Bennton, Newmarket; W. J. Barnhill, Novar; C. M. McCollum, Brampton; J. Lougheed, Tullamore; N. Pearson, Stayner; W. A. Kerr, Bright; A. T. Cooper, Elmvale; A. Cook, Leaksdale; Sergeant & Son, Westwood; D. Hill, Richmond Hill; Harold Hill, Orangeville; Mr. Vick, of Geo. Vick & Sons, Orillia; F. Darnley, Preston; G. W. Graham, Zepher; J. F. East, Keinburg; H. Soward, Windsor; W. H. Creeper, Haydon; John Laking, Haliburton; A. J. Young, North Bay; W. Purvis, Parry Sound; W. Robertson, Dunchurch; R. D. Smith, Newmarket; J. A. Fraser and E. J. Armson, Barrie; J. A. McKee, Uphill; A. Uffelman and J. H. Leigler, Waterloo; J. M. Gibbs, Parkhill; A. F. Bowie, Orton; J. Hunter, Newmarket; J. Q. Adams, Ravenswood; Mr. Atkinson, Haileybury; J. C. McGuire, Algoma; Alex. Hamilton, Warren; W. A. Muden, Cannington; A. Hagerman, Zephyr; D. R. Duncan, Owen Sound; Sam Caldwell, Barrie.

TOMATO PACK UNCERTAIN.

Prices in a Fortnight— Weather the Determining Factor.

A meeting of the Canadian Canners, Limited, was held at the company's office in Hamilton Wednesday and it was thought the prices on corn and tomatoes might be announced. They were not, however, and inquiry elicited the information that they would probably be forthcoming in ten days or two weeks.

Nothing was vouchsafed regarding the probable pack of these two great canned goods staples. Tomatoes seem to be a problem. There appears to be a comparatively large acreage, but the pack is still in the making and the weather for the next week or two will have much to do in determining its size.

William Galbraith & Son, Montreal, are offering to the trade one hundred barrels of choice Labrador herrings. The lot is the first of the season, and the quality is particularly good.

WINNIPEG, SEPT. 12, 1906.

Sugars advanced ten cents per hundred pounds at all western points.

TRADE MARK

"LION"
BRAND
PUTZ TRIPLE EXTRACT
Metal Polish
LIQUID AND PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Put up in liquid and paste form. Has a ready sale.

Exceptional terms to retail grocers. Send us a postal.

SOMETHING THAT WILL GIVE YOU LARGE PROFITS

English Embrocation Co.
MONTREAL, QUE.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The cheese situation at present is a puzzle. The two opposing parties, the bears and the bulls, are each doing their utmost to make the British public come over to their ideas, and the result is a waiting attitude on the part of the British public, awaiting final developments.

It is not our part to support either side. We will give facts as nearly as they can be given and the review of the present situation is about as follows, viz: According to all conservative reports from the different British centres, there has been a larger natural consumption of cheese so far this year than previously on account of the canned meats scare. We have had a hot, dry Summer, not only in Canada and the United States but also in the United Kingdom, which has seriously affected the production of milk everywhere, and now, when the extent of the Fall make of cheese is to be considered for next Winter's requirements, we find in many sections dried up pastures, lack of water for the stock and very high prices for feed. We are told that the farmers, in spite of the higher prices obtained for their milk, are not getting nearly as good returns for their product as they did last year when prices were lower; in other words, the expensive extra feeding is not able to keep the flow of milk up on account of the climatic conditions.

Against this we find an actually increased production of cheese and high prices, which are generally supposed to check consumption. The increased production of cheese is due to a much decreased production of butter on account of ruling comparative prices of these two products of milk, but if our Fall make of cheese will now decrease as extensively, as is said in some sections it will, we see no reason why prices should not advance further to such a point that the consumption may be checked to make "both ends meet," as with a continued large consumption and a reduced production, we would have a serious shortage in supplies.

Receipts in Montreal were last week 71,562 boxes of cheese and 21,887 packages of butter, against 84,830 boxes of cheese and 26,622 packages of butter for the same week of last year, and since May 1, of 1,541,714 boxes of cheese and 464,197 packages of butter, as compared with 1,490,606 boxes of cheese and 562,202 packages of butter for the corresponding period of last year.

Our shipments were last week 85,026 boxes of cheese and 23,051 packages of butter, against 46,286 boxes of cheese and 20,178 packages of butter for the same week of last year, and since May 1, 1,434,510 boxes of cheese and 281,212 packages of butter, as compared with 1,294,260 boxes of cheese and 401,946 packages of butter for the corresponding period of last year.

We have therefore an increase in receipts of cheese of 51,108 boxes and an increase in shipments of cheese of 140,250 boxes, which would naturally mean that we have 89,042 boxes of cheese less in stock in Montreal this year as compared with last year, or, correcting receipts, we might safely assert that our stocks of cheese in Montreal are fully 100,000 boxes less than at the same time last year.

In butter we find a decrease in receipts of 98,005 packages and a decrease in exports of 120,734 packages, which would leave us a surplus over last year's stock at this time of 22,729 packages.

But a falling off in receipts of butter of 98,005 packages against an increase in the receipts of cheese of only 51,108 boxes, means a serious loss in the production of milk. It takes over twice as much milk to produce a pound of butter as it does to make a pound of cheese.

Meanwhile there is still a demand for cheese from Great Britain, although it must be admitted that the market is rather quiet, which is, however, principally attributable to "bear" circulars, advising British buyers to go slow at present prices, which are called high and dangerous. Prices are undoubtedly high, but whether they are dangerous or whether they will still further advance is a question only to be solved in the future.

PROVISION SITUATION.

The provision situation is not greatly changed this week. Packers have been somewhat disappointed in receipts of hogs. There seem to be a fair number of hogs in the country, but they are not yet ready. The packers are paying this week $6.15 to $6.25 f.o.b. at country points; that is $6.65 to $6.75 weighed off cars at the factory.

The demand for smoked meat keeps up, and a falling off is not looked for until November. Stocks all over the country are reported by the packers to be small and no decided recession from the present high prices is looked for. The packers, however, feel that the limit in the matter of price has been about reached.

DAIRY EXHIBITION.

A Big Annual Dairy Exhibition in January or February is Projected for Toronto.

J. N. Paget, Canboro, representing the Western Dairymen's Association; H. Glendinning, Manilla, representing the Eastern Dairymen's Association; Wm. Stewart, Menie, and Alex. Hume, Menie, representing the Ayrshire breeders; A. C. Hallman, Breslau, and James Rettie, Norwich, representing the Holstein breeders, and a representative from the Jersey breeders, waited on the manager and board of control recently, asking for accommodation, and the matter is now under consideration. The deputation said that there was $100,000,000 annually represented in the business for which they spoke, and that Peterboro and Guelph wanted this exhibition.

The North Western Packing Co. has been incorporated in Winnipeg, under Manitoba charter, with $10,000,000 capital stock.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS — Lard is lower this week, but otherwise there is no change in the prices. Business is fairly good. Dealers say that there is a very fair jobbing trade passing in general lines, with no call for any one line in particular.

Lard, pure tierces	0 11¾	0 12
" 56-lb. tubs	0 11¾	0 11
" 20-lb. pails, wood (10½)	0 11¾	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12
" " 5-lb. "		0 12½
" " 3-lb. "		0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 09
" " ½-bbl., per lb.		0 09½
" " tubs		0 09¾
Cases, 20 3-lb. tins, per lb.		0 10
" 12 5-lb. tins "		0 09¾
" 8 10-lb. tins "		0 09¾
20-lb. wood pails, each		1 90
20-lb. tin pails, each		1 80
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 15½
Hams	0 14½	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Butter this week is quiet. The last advance made in the country was not maintained, and as a result purchases have been made in the country at prices half a cent a pound lower than the previous week's figures. Demand from England has not been very large, but it is not expected that prices will decline much lower, since the home trade will soon begin to lay in Winter stock.

Choicest creamery, salt	0 23½	0 23¾
Medium creamery	0 22¾	0 23
Western dairy	0 19	0 19½

CHEESE — The market at present rules quiet, with business somewhat restricted on account of higher prices. Advices from England are all bearish in their nature, so that orders are none too plentiful. With the advent of the September make, however, prices are not expected to decline for the next three weeks. Shipments during the past two weeks have not been heavy, and stocks are accumulating in consequence.

Ontarios	0 12¾	0 13¼
Townships	0 12½	0 12¾
Quebecs	0 12¾	0 13¼

EGGS—There is little change in the situation since last week. Receipts are heavier, and a good many lots are offering. The quality of the eggs arriving

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT, SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries
Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

during the past week showed some improvement, but dealers complain of shippers holding them too long. Prince Edward Island eggs are not coming forward so freely now. Prices are practically unchanged. Dealers ask 20c. to 21c. for selects and 17½c. to 18c. for No. 1.

TORONTO MARKETS.

PROVISIONS—The week shows some easing off in a number of lines of both cured and fresh meats. The demand continues pretty good, however.

Long clear bacon, per lb	0 12½	0 13
Smoked breakfast bacon, per lb	0 15	0 17
Roll bacon, per lb	0 12½	0 13
Small hams, per lb	0 15½	0 16
Medium hams, per lb	0 15½	0 16
Large hams per lb	....	0 15
Shoulder hams, per lb	....	0 11½
Backs, plain, per lb	....	0 17
" pea meal	0 18	0 19
Heavy mess pork, per bbl	....	21 50
Short cut, per bbl	23 00	24 00
Lard, tierces, per lb	0 11½	0 11½
" tubs "	....	0 11¾
" pails "	....	0 11¾
" compounds, per lb	....	0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 50	9 00
" front quarters	3 00	5 00
" choice carcases	6 50	7 50
" common	5 00	5 50
Mutton	0 07½	0 09
Lamb	0 11	0 12
Hogs, street lots	9 00	9 50
Veal	0 07	0 10

BUTTER—The market is pretty firm and prices are stiffer than a week ago. While 24c. to 26c. is quoted for creamery prints, 25c. is about the price. For solids 22c. to 23c. is about the quotation, but some houses have wiped out the lower price. Dairy butter is especially scarce and choice prints are quoted a cent higher to 23c. Supplies come along freely but the demand is pretty heavy. If hot weather continues to dry up the pastures a decided advance is looked for.

	Per lb.	
Creamery prints	0 24	0 26
" solids, fresh	0 22	0 23
Dairy prints, choice	0 21	0 23
" tubs, choice	0 2½	0 22
Baker's butter	0 16	0 18

EGGS—There is practically no change in the market. Shrinkage is some less and the demand is fair.

Eggs (new laid)	0 18	0 18½
" bakers'	....	0 16

CHEESE—Somewhat varying prices rule for cheese here. Some houses say nothing is going under 13¼c. for large and 13½c. for twins. In some places, however, large is offered at 13c.

	Per lb.	
Cheese, large	0 13	0 14
" " twins	....	0 13½

POULTRY—The market is much lower this week and is off 2c. to 3c. from last quotations. On Saturday there was almost a glut on the market.

Old fowl	0 08	0 09
Young ducks	0 08	0 09
Spring chickens	0 10	0 11

ST. JOHN, N.B.

PROVISIONS—There is no change in barrel pork. Beef is lower; there is a tendency by American packers to clean up all stocks before the new laws go into effect, Oct. 1. Lard is still high. Smoked meats extreme. In fresh meats, beef is easier, particularly light beef. Lamb is firm; the quality of our lamb is extra; large numbers go to the United States. Mutton dull. Veal a fair sale. Pork unchanged.

Mess pork, per bbl	$22 50	$23 50
Clear pork, "	20 00	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb	0 05	0 07½
Western beef, "	0 07	0 09
Mutton, "	0 06	0 06½
Veal, "	0 07	0 08
Lamb, "	0 09	0 10
Pork, "	0 10	0 12
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—Prices are higher and outlook firm. Supplies naturally light.

Creamery butter	0 24	0 26
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair "	0 17	0 18

EGGS—There is continued good demand at rather higher figures.

Eggs, strictly fresh	0 24	0 25
" fresh	0 19	0 20
" case stock	0 18	0 19

CHEESE—Prices extreme and firm. Local output light. Twins demanded.

Cheese, per lb	0 13	0 14

WINNIPEG MARKETS.

BUTTER—Creamery butter prices are unchanged from last week. Supplies are liberal. We quote :

Finest fresh creamery, in 56-lb. boxes	0 20
" " in 28-lb. boxes	0 20
" " in 14-lb. boxes	0 20
" " in 1-lb. bricks (eastern)	0 23
" " " (western)	0 21

Produce houses are paying 14½c. per pound for good dairy butter.

CHEESE—

Finest Ontario, large	0 13½
" Manitoba, large	0 12½
" " twins	0 12½
" " small	0 13

You Should Handle

Clark's Sliced Smoked Beef

Because every can is guaranteed to be of the first quality.

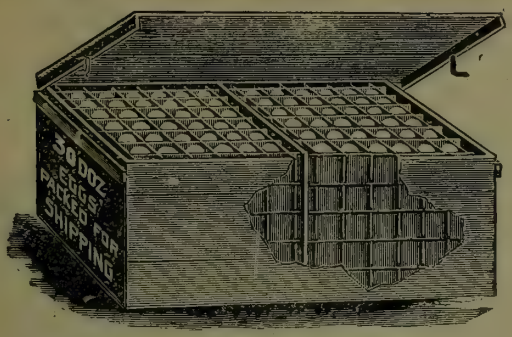
Because of its fine Flavor and Texture.

Because it will please your customers and a pleased customer is the best advertisement you can have.

Because it is canned by the most perfect and cleanly method known.

Because its price is within the reach of all.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.

GUARANTEES
ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
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Everything is in a Name When it Stands For
QUALITY

REINDEER
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MILK

JERSEY
Sterilized
CREAM

STANDARDS FOR

Sweetened — Unsweetened

RICHNESS and PURITY
It always pays to buy the best.

TRURO CONDENSED MILK CO., Limited, - - TRURO, N.S.

Oval Wood Dishes

Clean, Strong and Inexpensive

FOR

BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

LARD—

Tierce basis, per lb	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15½
" heavy sainned 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18½
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0 17½
Spiced rolls, long if in stock	0 18
" short	0 13
Dried beef ham sets	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs,	0 13½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" hocks, " "			0 05

EGGS—Produce houses are paying 17½c. per dozen for fresh eggs delivered in Winnipeg.

WHALE MEAT.

An Increasing Industry on the St. Lawrence.

It is expected that in addition to the whale oil, bone, etc., at present shipped from the whaling station at Sechart, says a Quebec despatch, the Whaling Company will soon commence the shipment of whale meat. Small trial shipments were sent to Japan and elsewhere some time ago, and it has been developed that there is a market for the meat of the mammals. The steam whaling stations in the Gulf of St. Lawrence have for some time made a business of the preservation and exportation of whale meat; in addition to other whale products. For some time past the fishermen of Gaspe have been in the habit of salting down portions of the meat of the whale for their own use when short of other food, but now it is found that the article is eagerly consumed by some of the South American peoples and consequently it is becoming quite an article of commerce. Two species of whales are taken, the humped back and the sulphur bottom. They are so plentiful that there is no difficulty in killing and towing to the factory one a day, which is all that the present capacity of the factory can accommodate. Each whale is valued at about $2,000, so that the business is a very lucrative one. Formerly all the flesh went into guano, which is worth $30 to $35 a ton. Now, however, the prime meat is all salted down for food, and excellent eating it makes, too, for those who like it, many contending that it is superior to the coarser grades of beef salted in barrels, especially when used in stews and hashes, or served up as corned beef. China is said to offer an excellent market for the meat, but at present the initial company in the St. Lawrence, which is likely to be soon followed by several others, has a demand for all that it can ship to South America.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1057. Sauces, etc.—A large Yorkshire firm manufacturing sauces, baking powder, jellies, egg, custard and cake powders, caster salad and cocoanut oils, are open to do business in Canada, and invite correspondence.

1058. Apples—A large Hull importing firm make inquiry for Canadian apples, 800 to 1,000 barrels per shipment, throughout the season.

1059. Apples—A Hull importing firm desire to get in direct communication with actual growers of Canadian apples, and invites correspondence; terms, c.i.f. Hull, cash against bill of lading.

1063. Hay—A Leeds hay merchant desires to hear from Canadian shippers of timothy and clover hay in large quantities—quotations c.i.f. Leeds.

1064. Hay, oats—A Leeds hay merchant, requiring from 10 to 12 tons per week, also oats in large quantities, invites correspondence with Canadian sellers; quotations c.i.f. Leeds.

1069. Aerated mineral water — An Irish firm of aerated mineral water makers desire to get into correspondence with probable buyers in Montreal, Quebec, Toronto, etc.

1070. Bacons, hams, etc., also apples—A Glasgow firm of wholesale produce merchants invite correspondence from Canadian producers of bacons, hams, hides, tallow, and hog hair, and also from shippers of apples seeking trade in Scottish and North of England markets.

1071. Agent—A London firm of malt vinegar brewers is prepared to appoint suitable Canadian resident agent.

1072. Soft goods — A London firm handling job lines in soft goods wish to get into touch with Canadian buyers.

1075. Cheese, butter and apples— A firm in the North of England has asked to be placed in communication with Canadian producers of cheese, butter and apples.

1073. Indent agents—A London company with good connections is open to take up really good Canadian specialty for which a demand can be created in Great Britain. They are also in a position to act as indent agents for Canadian firms.

1077. Patent inventions—The owners of a patent invention for manufacturing bottles are desirous of interesting Canadian firms in the trade with a view to the adoption of the system. They are also desirous of disposing of their rights in patent burners for liquid fuel.

1078. Beans—A London firm interested in the import of Canadian beans desires to get into touch with producers and exporters.

1079. Olive oil, vermouth, etc. — A Genoa (Italy) firm exporting olive oil, vermouth and other liquors is desirous of appointing an active agent in Canada for the sale of these goods.

1081. Special oil for motor cars—A Hull firm manufacturing special oil for motor cars invite correspondence with wholesale and retail agents in Canada, with a view to placing this commodity on the Canadian. market

1082. Pure malt vinegar—A Leeds firm manufacturing pure malt vinegar desire to get in touch with Canadian buyers and agents in Canada.

1083. Agents—A Leeds firm manufacturing a specific medicine for headaches, neuralgia and toothache, and other nerve pains, desires to appoint agents at Montreal, Toronto and Winnipeg.

1084. Seeds, beans, peas, etc. — A Leeds firm invite correspondence with Canadian exporters of all kinds of seeds, haricot beans, peas and corn flour.

1085. Rice, tapioca, candy, etc.— A Leeds firm exporting rice, tapioca, sugar candy, sugar, pepper, ginger and borax, invite correspondence with wholesale houses in Canada.

1087. Bone meal, hoof and horn waste — A French firm is in a position to buy bone meal, hoof and horn waste, meal meal, shoddy.

1088. Salmon, lobster, fruits, etc.— A Belgian firm wish to correspond with Canadian shippers of salmon, lobster, fruits, principally apples.

1089. Agent—A Belgian drinking glass manufacturer seeks suitable Canadian resident agents.

1090. Grain and oils—A Belgian firm desires to enter business relations with Canadian exporters of grain of all kinds, and oils.

1091. Fresh fruits, etc.—A Belgian firm desires to represent Canadian exporters of fresh fruits, preserved fruits, hops, hides and feathers.

1092. Agent—A London publisher is desirous of appointing reliable firms in Montreal and Toronto as agents for a special class directory now in preparation.

1093 Scotch whiskies—A Scottish firm of whisky merchants is looking out for purchasing agents in Canada for old vatted Scotch whiskies.

1094. Tobacco—Inquiry has been made by the department of a large co-operative store in London respecting supplies of plug and cut smoking tobacco from Canada.

1097. Agents—A London tea firm is desirous of getting into communication with agents in Canada who would be prepared to take up the sale of their goods.

1108. Peas—A Hull produce firm desire to hear from Canadian exporters of peas put up in 1-lb packages and shipped—36 packets in a box.

A New York authority estimates the Massachusetts cranberry crop at 225,000 barrels. The normal crop is 250,000. The Growers' Association estimate it at far below 200,000 barrels.

GREAT FAIR OF MIDDLE EAST

Splendid Exhibition at Sherbrooke, Que. —Expectation that Next Year it will be the Dominion Exhibition—Many American Visitors—Some Interesting Displays.

The annual Exhibition of the Eastern Townships Agricultural Association, held in the picturesque City of Sherbrooke, P.Q., has this year just closed its most successful event. To Canadians generally this Exhibition may not be as well known as the National Exhibition in Toronto, but to the Province of Quebec and Eastern Ontario the E.T.A.A. Fair is the most important event in the industrial and agricultural life of the community. From a purely local and Eastern Townships Fair it has developed through the activity, enterprise and public spirited ideas of its directors into an annual exhibit of such importance that it can lay claim to aspiring for the holding of the Dominion Exhibition in 1907, and efforts are now being made to induce the Government's decision to this end. Toronto, Winnipeg, and this year Halifax, had been selected, and it is meet and proper that the Province of Quebec should be

RETURNED
SEP 21 1906

Sherbrooke, Que., Exhibition—Display of "Bobs" Chewing Tobacco

honored with its turn at Sherbrooke in 1907.

Situated, as Sherbrooke is, in the very cradle of the agricultural and dairying district of Eastern Canada, with railway and hotel accommodation equal, if not superior, to any city of its size, large machine and iron works, woolen industries, and the centre of a large wholesale distributing trade, it is amply able to do justice to its claim to the Dominion Exhibition for 1907. From an advertising point of view of the resources of Canada, the Dominion New England farmers that patronized the fair "guessed" they would take a look over things out there. The propaganda of the C.P.R., with its splendid exhibit of the grains and farm products of the west, under the charge of Mr. Freer, was a most satisfactory one, while that of the Grand Trunk and Grand Trunk Pacific, received a record attendance.

The display of manufactured articles was most extensive and comprehensive and in every department a great improvement was noted over previous

Sherbrooke, Que., Exhibition—The Ozo Co. Exhibit.

Fair could hardly be located at a better point. The American State line is only about sixty miles distant, and the number of visitors to Canada's Great Eastern Fair runs into the thousands. From Vermont, New Hampshire, Maine, New York, Massachusetts, and even "Little Rhody," come keen, up-to-date Americans, ever alive to see what Canada can show them. The inquiries this year at the booths of the C.P.R. and G.T.R. in the Main Building showed the interest that Americans are taking in the Great West, and many of the hardy year's shows. The live stock exhibit was the largest and best ever seen in the east, and the accommodation was severely taxed, although the management had provided for an increased display.. In the horses, and no Eastern Township man is worthy of discussion unless he owns a horse—a trotter or pacer, or can talk "horse"—there was a very fine display, and more accommodation will have to be provided next season. In poultry, swine and sheep a very large number of entries were noted, while in the dairy department, for which the Eastern Townships are noted the world over, a big exhibition was provided.

What the Great Eastern Fair lacked in our mind was a Process Building, where, as in Toronto, exhibitors can demonstrate in an educational way the manufacture of their products or show the practical operation of their machines and instruments, and this feature is also under consideration by the directors. If the Dominion Exhibition is selected for 1907 this feature will be an absolute necessity. In the Main Building, octagonal in shape, there were few food exhibits, nothing in the line of tea, coffee, starch, milk products, cocoas, etc., being noticed, and a grand advertising opportunity was lost this year by many a firm catering to the grocery and purveying trades.

Effective Exhibit at Sherbrooke.

The above is a photo reproduction of one of the most effective stands at the Eastern Exhibition at Sherbrooke, Que., which was held from September 1 to 8. The tasteful arrangement of the caddies of Bobs plug chewing tobacco received many favorable comments, and there was a great demand for free samples, which were lavishly distributed.

A cage of monkeys formed a unique and interesting feature at this exhibit. "Come on and see the monkeys" was heard on all sides as the people came into the building, and the vicinity of the Bobs stand was always crowded with an eager throng.

The manufacturers of Bobs plug chewing tobacco are continually devising new ways of attracting the attention of the public, and their exhibit at Sherbrooke was certainly most effective in this way.

To the people of the Eastern Townships—of which Sherbrooke is the capital—Bobs' has a particular interest, for the manufacture of this popular tobacco is one of the principal industries there. The factories are at Granby, and in the Townships this thriving town ranks next to Sherbrooke itself in importance. That Granby has attained this position is largely due to the growing trade in Bobs plug chewing tobacco. The exhibit at Sherbrooke is one instance of the way in which the public demand is stimulated.

The Ozo Co., Limited, Montreal.

The display that was a credit to not only the exhibitors but to Canadian industry and enterprise was that of the Ozo Co., Ltd., of Montreal, whose display of pure jams, pickles, catsups, sauces, fruit flavors, etc., in the Main Building was a revelation to visitors. The enterprise shown by the Ozo Co., Limited, in placing upon the market goods of a quality unequalled and unsurpassable from the standpoint of purity, cleanliness and design of package, is highly commendable. In the line of pickles a feature so interesting and desirable from the standpoint of the dealer and consumer alike, was the display of the new large sealing stone jars varying in size from 3 to 10 gallons. These jars are a guarantee to the purchaser of an always absolutely correct and perfect pickle and cleanliness in handling — no chance of exposure to air, light or dirt being possible. "Since the introduction of this jar to the trade," in the words of Mr. John Lefebvre, the company's representative in charge of the exhibit,

Sherbrooke, Que., Exhibition—Comfort Soap Exhibit.

"we have been absolutely unable to fill our orders. It is a feature that has long been looked for and in this jar the dealer feels that, aside from the guarantee of perfection in the pickles themselves, he can always rely upon uniformity and cleanliness in filling consumers' demands. These jars are used solely for bulk goods and are superior to the old style wooden bucket from not only a sanitary point of view but the fact that the dealer is at no loss or expense whatever in keeping them properly filled and in good order, our company, who, by the way, retain control of the jars, attending to this."

In the line of jams and fruits the Ozo Co., Ltd., stand unique in Canada, as they are the only concern in this line of manufacture that have the services of an experienced English jam maker from one of the largest and best known firms in England. The Ozo Co., Ltd., pride themselves upon the fact that they are supplying the trade of Canada to-day with a line of jams and fruit preserves that leave no room for adverse criticism and the sale of which is bound to bring profit and trade to the dealer. Inquiries addressed to the Ozo Co., Ltd., Montreal, in reference to their patent sealing pickle jar, etc., will receive prompt attention.

Comfort Soap Exhibit.

Striking exhibits were a feature of the Main Building, but the display of the Comfort Soap Co. (Pugsley, Dingman & Co., Toronto) was one that is deserving of very special attention. This, too, not solely on account of the size of their booth, which covered three sections of one of the octagons of the Main Building, but also on account of the great display of premiums made, and the huge bar of Comfort soap which occupied a prominent position in the centre of the booth. That large crowds were the rule goes without saying, as the reputation of this household article is known far and wide, and many users honored the show with their presence and took a guess at the weight of the mammoth bar of soap. That the merchants of the Eastern Townships were interested in the display was evidenced by the number that called to express their congratulations to Mr. F. D. Cockburn, the Montreal representative of the company, who designed and was in charge of the exhibit, assisted by Mr. Fred E. Perry, representative in the Eastern Townships, and a staff of four young ladies. The confidence of the grocery and general store trade in Comfort soap was also shown by the placing of a considerable number of very satisfactory orders. As one merchant expressed himself to Mr. Cockburn in The Grocer's presence, "Soaps may come and soaps may go, but Comfort goes on forever," a parodied quotation of Tennyson's that brought a pleasant smile to the countenance of the Comfort soap representative. As an advertisement the effect of the exhibit on visitors, both merchants and consumers, was one of the best of the exhibition.

McAlpin Tobacco Co., Toronto.

An exhibit in the Main Building that drew to itself the attention of visitors was that of the McAlpin Tobacco Co., Toronto. To visiting merchants, and particularly grocers and tobacconists,

Sherbrooke, Que. Exhibition—McAlpin Tobacco Co. Exhibit.

the display of the company's products was a guarantee that the public should know all about British Navy, Twin Navy, King's Navy, and U & I tobaccos. The quality of these well advertised and selling brands of tobaccos has become proverbial in the trade and the McAlpin Tobacco Co., recognized as it is as one of the oldest and most progressive makers of tobaccos in Canada, in this exhibit have demonstrated still further their up-to-date goods. In conversation with Mr. L. J. Warnecke, the Quebec Province representative of the company, who was in charge of the exhibit, The Grocer learned that the increase in sales of his company's tobaccos was phenomenal and demonstrates that the Canadian tobacco users appreciate to the fullest extent the superior qualities of the finest Kentucky and selected Canadian leaf used in the manufacture of McAlpin goods. Samples of British Navy chewing tobacco were distributed by the attendants at the booth. In this connection a bright idea in advertising was carried out by Mr. Warnecke in having seven young men dressed as typical British tars distributing samples of the British Navy chewing tobacco throughout the Main Building and fair grounds, and the parade of the company in their bright, clean uniforms was favorably and admiringly commented on by visitors. The McAlpin Tobacco Co. certainly deserve congratulations for their striking exhibit, and no doubt the advertisement will redound to good business in the Townships and province generally.

A PROGRESSIVE MERCHANT.

R. L. Corlett, of Williamsford, Ont., Takes Over a Cannington Business.

Richard L. Corlett, of Williamsford, Ont., who has just purchased from the executors the old-established business of the late Hugh Wilson, of Cannington, is the type of young Canadian who succeeds.

Twelve years ago, while a lad of 14, he had his initiation into mercantile life in the store of H. Hunt, at Dornoch, Ont., where he spent a year. Mr. Hunt was a subscriber to The Canadian Grocer, and the young clerk was a diligent student of its pages. "Indeed," observed Mr. Corlett to the editor of The Grocer, "I have been a constant reader of your paper ever since. Wherever I have worked The Grocer has been taken, and since I have been in business for myself I have been a subscriber."

After a year in Dornoch Mr. Corlett entered the employ of M. M. Hills, now of Attwood, but then at Williamsford, from whom he went to A. A. Parks, of Williamsford. The business of Mr. Parks seemed to about satisfy the young ambitions of the youth, for he continued in Mr. Parks' employ until five years ago, when, together with A. M. Ledingham, he bought out his employer and continued the business under the style of Ledingham & Corlett, Mr. Parks entering the firm of John McQuaker & Co., Owen Sound, as partner.

In the last five years business has thrived, largely, Mr. Corlett thinks, on account of their effective advertising.

Their business was conducted along general store lines, with dry goods, groceries, boots and shoes and millinery as the chief lines.

The firm made a novel use of their millinery department for advertising purposes. They held their opening shortly after the Fall fairs, imported an orchestra and made the occasion a district festival. Handsome badges were printed bearing the date of the opening and distributed at the Fall fairs. As a result all the young men and girls for miles around were at the opening, and the store was filled to the doors. Its fame spread and trade grew.

Credit was given, but judiciously. A system of monthly accounts was inaugurated. At first "perfectly good" people objected, but when they found the rule was general it was accepted cheerfully, much to the good of the business.

In taking over the Hugh Wilson business in Cannington, Mr. Corlett will retire from the Williamsford business, and he is confident of success. As compared with opportunities in the west, he believes that, run on progressive lines, a business in Ontario can be made to pay well, and if not so lucrative as in

RICHARD L. CORLETT,
Cannington, Ont.

the west much safer, while the advantages of the older province for living are not at all inconsiderable.

The store in Cannington is being renovated, new double shelving put in, a new office built, and a spick and span new stock of groceries and boots and shoes will be shortly ordered.

LITTLE JOHNNY HUCKSTER.

(A Fairy Story)

Now the ways of Little Johnny Huckster and the things that he does and the way that he does them are quite as queer as the stories you may have heard of Br'er Rabbit, therefore, listen my children, while I tell you some of his tricks.

Once upon a time Little Johnny Huckster decided that he was not divorcing the dear public from as many shekels as he desired, so he cast about for some way to loosen the purse strings, and cause them to pass forth the coin gladly and joyously. He thought so long and so hard that he even forgot to shave himself, for as much as a week. At the end of that time as he caught sight of himself in the glass, he gave a loud whoop of joy and exclaimed, "Lo, I have found it." Whoever heard of a "country jay" who knew enough to get ahead of his city cousin? Go to, I also will be a "simple and honest countryman."

So he hied himself unto the second-hand store and bought a dark shirt and a pair of broken down overalls. He then took his load of truck, let down one side of his overalls, tucked a big wad of tobacco in his mouth, let his whiskers meander over his breast and started out in his little farm wagon, a "poor, but honest" farmer. "Yes, ma'am," says he, "me and my wife we raised this here garden sass by honest toil, and the sweat of our brows, and we thought we could sell it to you good people, because we knew you wouldn't take no advantage of us like them there grocerymen do!" Then said the guileless housekeeper: "Go to, when did a country jay ever have a chance beside his city cousin? Let us now go forth and buy our produce of this farmer. We can do him up while he thinks we are doing him good. We shall also get ahead of the groceryman and benefit our own pockets." So the "poor, but honest," etc., sold all his "garden sass" for spot cash, and the guileless housekeeper got short change and short measure, but they did not know or care, for they had "helped out" a poor countryman.

They had likewise gotten ahead of their groceryman, so they went in to supper, feeling very virtuous, and as if they had done unto others as they were done.

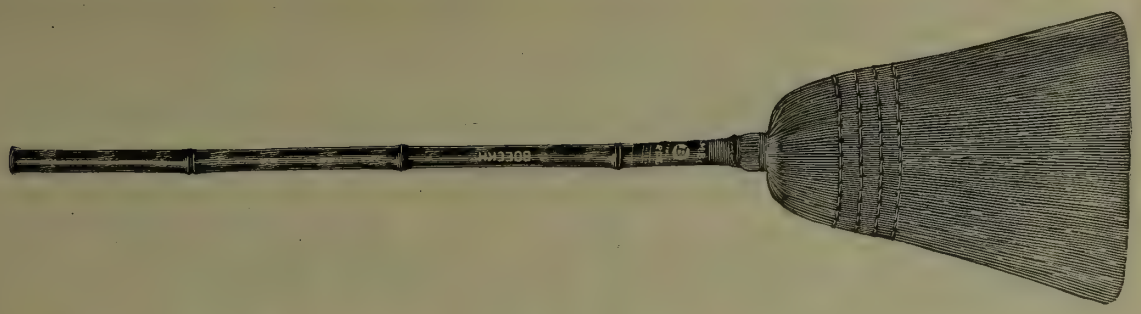
Did Mr. Grocer get onto Johnny Huckster's little game? Nay and likewise nit. He was back at his desk, trying to figure out how much the guileless housekeeper really owed him. — I. C. U. in Grocer and Butcher.

GREEK CURRANT TRADE EXCITED

A private letter from Patras, Greece, says that the trade there is in quite an open state of excitement over the action of the Chartered Company in openly selling currants, which under the law were destined to be used for wine and distilling purposes only. These sales are made to the foreign markets through two prominent shippers, who are now being ostracized by other members of the trade. The Board of Trade of Patras has deposed from his official position in that body the head of one of these firms and is taking immediate steps to induce the Government to put a stop to the alleged fraud that is being perpetrated by the Chartered Company.

THE STRENGTH OF VINEGAR.

The mean acetic acid content of 242 samples of vinegar examined by the laboratory of the Inland Revenue Department, Canada, was 5.66 per cent., although the range was considerable. Samples containing less than 3 per cent. of acetic acid are objectionable as being too weak, while those that contained more than 8 per cent. are fortified by the addition of acetic acid and therefore factitious. The question of possible metallic impurities studied, it was found that 12 of the samples examined contained traces of lead and 2 traces of zinc.

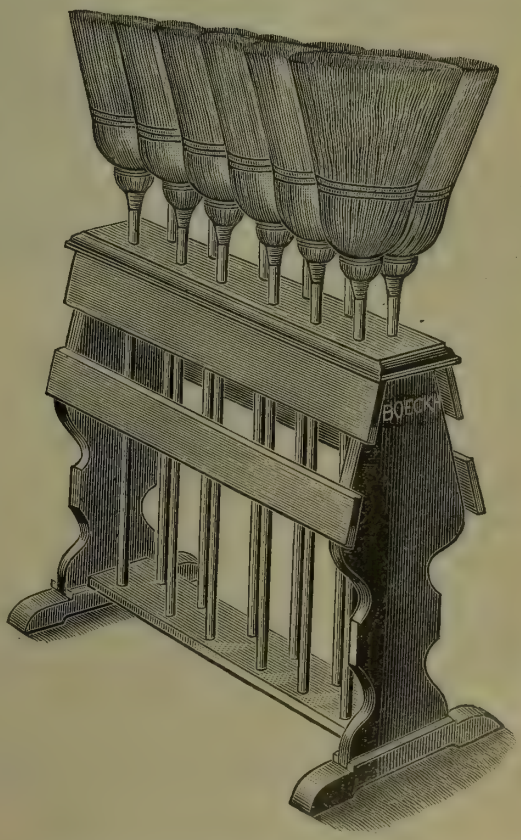


BOECKH'S BROOMS

"The Standard Goods of Canada"

PRICES HAVE BEEN REDUCED

WRITE for particulars of our exceptional values.



Remember, all BOECKH BROOMS are guaranteed as represented. This assures entire satisfaction.

MAIL ORDERS RECEIVE SPECIAL ATTENTION.

UNITED FACTORIES, Limited

80 York Street,

Toronto, Ont.

FLOUR AND CEREAL FOODS

Northwestern Wheat Crop Estimate—Oats are Higher—Cereal Demand Picking up at Home and Abroad—Flour Improving.

Last year's crop of wheat in the west has been placed by the Winnipeg Free Press upon a very careful estimate at 84,506,855 bushels. The Government estimate last Fall after all threshing returns were in was 84,175,226 bushels. The average price received was 63c., aggregating for the 175,000 farmers of the west $53,300,065. Eighty per cent. of the crop graded No. 2 northern and better. It was a banner year, both as to quality and quantity. The crop of oats was 75,000,000 bushels. Most of the barley was fed on the farm.

What this year's crop will be is still a matter of estimate. There has been no check to the harvesting. Already a good deal of grain is moving, but the market can scarcely be said to be fairly under way. Oats were quoted in Chicago on Tuesday as high as 43½c. and Canadian manufacturers look for an advance here. In view of the price in the States, they say, there will be a demand for all Canada can spare.

MONTREAL MARKETS.

GRAIN — There is nothing new in grain this week. Export business is booming, but local trade is not large.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 38
No. 3 white oats "	0 37
No. 4 white oats "	0 36
No. 3 yellow corn "	0 58
No. 2 peas, basis 78 per cent. points	0 71½

FLOUR—Trade is beginning to show considerable improvement. Orders coming in from country districts show that merchants are selling more flour than they have done for the past month or so. City business, too, is very good, while inquiry from England and foreign ports is brisk.

Winter wheat patents	4 40 4 70
Straight rollers	4 00 4 20
Extra	4 10 4 40
Straight rollers, bags, 90 per cent.	1 75 2 00
Royal Household	4 50
Glenora	4 00
Manitoba spring wheat patents	4 50
" strong bakers	4 00
Buckwheat flour	2 00 2 10
Five Roses	4 50

FEED—Demand for bran continues large, while stocks have not been increased materially. Very fair business is being done in feed flour.

Ontario bran	18 50
Ontario shorts	21 00 22 00
Manitoba shorts	21 00 22 00
" bran	18 00 18 50
Mouillie, milled	21 00 24 00
" straight grained	25 00 28 00
Feed flour	1 25 1 03

ROLLED OATS—Rolled oats is unchanged since last week. There is little business passing, although dealers report some small sales.

Fine oatmeal, bags	2 20 2 40
Standard oatmeal, bags	2 40 2 50
Granulated " "	2 40 2 50
Rolled oats, 90-lb. bags	2 20 2 25
" 80-lb. bags	2 10
" bbls.	4 55 4 70
Choice boiling peas	1 0 1 10

HAY—Farmers are still inclined to hold their hay, very seldom being induced to sell any they have. In consequence the market locally is rather bare. Prices are firm with an advancing tendency.

Reports from the U. K. say that the conditions there are unaltered since last week. Stocks are not heavy, but there is considerable in store and on the docks, which tends to keep the market down.

No. 1	10 50
" 2	9 25
Clover mixed	8 [illegible]
Clover, pure	6 00 6 25

TORONTO MARKETS.

GRAIN—The grain trade continues quiet here. Last year's crop of western is all gone and No. 1 hard is again listed. Oats seem to be moving higher. Very little Ontario wheat is coming to market. It is thought that the scarcity of labor is responsible for the retarded movement, farmers being too busy with the Fall work to haul wheat.

(F.o.b. Georgian Bay points.	
No. 1 hard	0 78½
Manitoba wheat, Northern No. 1	0 77
" " " No. 2	0 74½
" " " No. 3, nominal	....
Red, new " per bushel. 78 per cent. points	0 70
White, new " " " "	0 70
Mixed, new " " " "	0 69
Spring, nominal " "	....
Goose, " " " "	....
Barley, No. 1, " " "	....
" No 2, " " "	0 48
" No. 3x, " " "	0 47
" No. 3, " " "	0 44
Oats, new " " "	0 31½ 0 32
" " new " " "	0 31½

FLOUR—Prices here are unchanged and business is quiet.

On track, Toronto.	
Manitoba patents, No. 1, per bbl. in bags	4 40 4 60
" " No. 2, " "	3 90 4 10
Strong bakers " "	3 [illegible]
Ontario 90 p.c. patents, No. 1 " "	3 10 3 25
Straight roller " "	3 00 3 10

CEREALS — Demand is picking up both locally and abroad. Prices are unchanged. Manufacturers here look for a considerable advance in oats and oat products.

Oatmeal, standard and granulated, carlots, on track, per bbl. nominal	4 50
Rolled wheat in boxes, 100 lbs. "	2 40
" " 50 lbs. "	1 25
Rolled oats, standard, carlots, per bbl., in bags "	4 00
" " " " in wood "	4 25
" " " " for broken lots "	4 15

WANT CANADIAN WHEAT.

That Going via American Ports Said to be Doctored.

"Canadian wheat is very much sought after by millers in the north of England," writes J. B. Jackson, Canadian commercial agent at Hull, Eng., "and I am of the opinion that Canadian exporters do not realize the immense possibilities of the north England ports in this regard. Exceedingly large flour mills are located at Hull, Grimsby and York, and one firm of importers at Hull last year imported over eight million bushels; one of the mills above referred to buys in the neighborhood of 50,000 bushels of wheat per week. Firms similar to these should make most valuable customers, not only to individual Canadian firms, but to the Dominion itself. The principal drawback is the want of direct transportation from Canada to Hull, and for that reason, the principal wheats brought into Hull are from Argentine, India and the Black Sea ports.

"I have met with many complaints that Canadian wheat, or so-called Canadian wheat, shipped from New York to Hull, appears to be 'doctored,' and for that reason the Hull importers will only buy on sample.

"One large merchant at present interested in importing wheat from South Russia, makes the statement:

" 'Canadian wheat does not come up to the quality it is stated to be when it arrives in this port, and, therefore, causes dissatisfaction to the buyer. This could be prevented if we could have our Canadian wheat shipped direct from Canadian ports.'

"The latest available statistics show that the imports of wheat into Hull since January 1, 1906, to June 30, 1906, were a little over twelve million bushels."

RUBBER FROM WHEAT.

Artificial rubber was foretold at a recent meeting of the British Association for the Advancement of Science. It has come, and an English syndicate has offered the inventor $1,000,000 for his rights. It is made from cereals. It is obtained by treating any cereal with phyalin, which acts in solution as a ferment, turning the strachy matter in the grain to destrose. Another chemical is used to check the process of fermentation at any stage, making it possible to produce the artificial rubber of different grades suitable for anything from waterproofing to golf balls.

Asked if the use of wheat for rubber would advance the price of bread, the inventor replied: "There is no danger. The new linoleum will be a new reserve food supply. In the event of a famine it can be boiled and reconverted into food."

CEREAL NOTES.

The Calgary Milling Co. have completed the largest shipment of flour ever sent from there to the Orient—10,000 sacks for China and 1,000 sacks for Japan.

Alexander McLean, Canada's commercial agent in Japan, writes to the Trade and Commerce Department, stating that the wheat crop in Japan is about 98,000,000 bushels, or 15 per cent. more than the yearly average.

A movement is afoot at Port Arthur, Ont., to establish an oatmeal mill there with a capacity of 75 to 100 barrels a day. Mr. Wedell, who for 10 or 12 years has been in the oatmeal milling at Elora, Ont., is behind the scheme. He is compelled to abandon Elora because of the difficulty of getting oats there.

One of the most notable improvements in the fare on battleships is in the character of the bread served. Nearly every modern vessel is equipped with a baking outfit, and the men receive fresh bread daily instead of ship's biscuits, or hardtack, of former days, which was so hard it was almost necessary to use a hammer to break it up. In this connection it is interesting to note that the sailor's dietary formerly consisted almost entirely of pork and biscuit, relieved sometimes by a floury mess nicknamed "duff," and an occasional issue of dried fruit.

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a " breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

"HOUSEHOLD" CANADA FLAKES

25c.

A piece of Fine China in Every Package.

The China consists of bread and butter plates, cream jugs, etc. Each one would sell readily at 10c. and more.

THE BEST FOOD
THE BEST SELLER

"No Human Hand touches Canada Flakes"

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT	*OFFICES*
WINNIPEG	ST. JOHN, N.B.
GODERICH	MONTREAL, Que.
BRANDON	TORONTO (HEAD OFFICE)
	GODERICH
	WINNIPEG
	BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

WANTED
Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.
H. J. STEVENS,
126 Board of Trade, Montreal.
Mill Feed always wanted.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

BETTER FLOUR
means a better trade for the grocer.
Anchor Brand
Flours are the better kind. A trial order will convince you.
Mixed cars if you want them.
LEITCH BROS.
OAK LAKE, MANITOBA

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

Manufactured from
No. 1 Manitoba Wheat
HERCULES
is a bread flour that suits every time
You'll like the way it sells.
THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

CANADIAN WILL BOOM.

Canned Meats Situation in England—Cheese a Favorite.

P. B. MacNamara, Canadian commercial agent at Manchester, Eng., writes: "The onslaught made by the English press on American canned meat has had a reactionary effect upon canned meats from all countries, and to some extent on canned fruit and vegetables. The consumption has fallen off almost entirely in the case of meats, and the stocks of same held by the merchants prior to the disclosures, are still in store awaiting more favorable times. This district, representing as it does a very large population employed in mills, offers a very fair index of the effect on the use of canned meats, and regrettably so to the dealers.

"Cheese is now more extensively used by the mill workers, and probably will be until the cold weather induces them to resort to foods with greater caloric properties. Fortunately the public memory is not long lived, and the revulsion that now possesses it in this matter, caused by a much exaggerated recital of conditions, will pass away.

"One of the large Chicago packing firms is now advertising extensively in the English press, that its food products are eminently wholesome, and that their cleanly mode of packing was never questioned, in order to offset the very strong prejudices at present existing. It has been suggested that canned meat packages should bear the date at which packed, but the adoption of that would, it is said, seriously interfere with the sale, and is strongly condemned by all the large dealers here. The use of these foods cannot be forced at the present time, the warm weather adding its weight as against their use, but when the cold weather sets in, Canadian canned meats will experience a boom, as there is an abiding faith in its superior quality, in the minds of the great consuming public of this Manchester district."

MISTAKES COST MONEY
Don't make any! Just get our
POT BARLEY, PEARL BARLEY and FEED
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

Caramel Cereal
The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.
It is fragrant, rich in color and flavor, and has good body.
WRITE FOR STOCK TO
The Battle Creek Health Food Company, Limited
Canadian Factory, LONDON, ONT.

CORONET ROLLED OATS
It pays to handle them.
You get QUALITY. Your customers are SATISFIED.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

RECENTLY

a customer said to a Waterloo grocer, "In England now-a-days if we need High Class Sauces, etc., we expect to see the name 'Holbrook & Co.,' on the label."

ENGLAND is the
HOME of the ***GENUINE***

HOLBROOK'S
WORCESTERSHIRE
SAUCE

but the ***WORLD*** is its
PLAYGROUND.

The 25c. and 35c. bottles yield a good profit.

HOLBROOK'S LIMITED, 28 Front St. E., TORONTO

Canadian Manager, H. Gilbert Nobbs.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

YOU

will do well to remember that

Crawford Peaches

AND

Bartlett Pears

are now at their best for preserving. Heavy arrivals, insure reasonable prices.

Large quantities of other varieties also received daily.

PLUMS (getting scarce)
CRAB APPLES
GRAPES
GEM MELONS

CRANBERRIES

First arrivals

SWEET POTATOES
ORANGES AND LEMONS
BANANAS NUTS

McWILLIAM
Mc. AND E.
EVERIST

PEACHES

If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.

W. W. HILBORN,

Phone 83 Leamington, Ont.
Light service.

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.

Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Peaches a Heavy Crop in the Niagara District—Grape Crop Also Heavy—Fish Business Retarded by Hot Weather.

Peaches are now the feature of the fruit business. Reports from the Niagara district indicate a heavy crop of fruit of fine quality and none of the peach-growing districts indicate a shortage. The grape crop also promises to be heavy. Lemons, because of their scarcity, and high price, continue a feature and the September hot spell accentuates the situation.

The vegetable market offers nothing unusual for comment. No shortages are reported and business everywhere is heavy.

The fish business is retarded by the hot weather. Dealers regard this as the opening of the season, but unless the weather changes it is likely to be slow. An expert on the upper lakes says the fishes have taken to deep water and are staying there and he prays for a blow to stir things up and improve the fishing.

MONTREAL MARKETS.

GREEN FRUITS—Business is fairly good at present, although demand is not particularly strong for general lines. Grapes are arriving in good quantities, but as it is yet a little early for them, trade is not brisk. Next week, however, dealers expect some good orders. Peaches and plums, owing to the short crop, are high in price. Small arrivals also affect the prices. Pears are selling very well, while oranges are in good request. Lemons continue a feature in the market, excellent trade being reported. Apples are beginning to come in quite freely. Crabs are offered at 40c. to 50c. a basket.

Late Valencia oranges, per box		6 00
Dates, per lb		0 05
Bananas	1 50	2 25
Cocoanuts, per bag of 100		3 60
Pineapples	5 00	5 50
Apples, bbl	2 00	3 00
New apples, baskets		0 40
Crab apples, per basket		0 50
New lemons	7 00	8 00
Limes, per hundred		1 25
Peaches, per box	1 75	2 00
Plums, "	1 25	2 00
Pears per box	2 25	3 00
Canteloupes, per crate		5 00
Jamaica oranges, per bbl		6 00
Western melons	1 25	1 30
Spanish Onions cases	2 50	2 75
Blueberries, 22 quart boxes		2 25
Lawton berries		0 10
Jamaica grape fruit box		6 50
Canadian plums per basket	0 50	0 65
" pears, "	0 35	0 60
" peaches "	0 50	0 75
" grapes, champions, per basket	0 20	0 35

VEGETABLES—Vegetables continue in very good demand. Prices during the week have been very well maintained. Potatoes are strong at prices quoted. Receipts are not by any means heavy. No car lots yet offered, and the market is in consequence at the mercy of farmers, who will not sell unless they get their own price. Consequently they can do almost as they wish with the market, and they generally get a good margin over the ruling price. Cabbage is selling very well, while there is a fairly good demand for tomatoes. Stocks of the latter are not large and arrivals are small. The price has an advancing tendency. Carrots and cucumbers are rather slow. Lettuce is in good request, but stocks are low. New potatoes are quoted this week.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 75
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 35
" " per box	0 65	0 75
New turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Potatoes, per bag	1 00	1 05
Sweet potatoes basket		2 00
" barrel		4 50
New beets 3 doz		0 25
New carrots, per doz	0 12½	0 15
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
New corn, per doz	0 07	0 15

FISH—Business continues to improve with the coming of cooler weather, dealers reporting favorably on the size of orders being received. There are few changes in the price list this week, lake trout and Gaspe salmon being practically the only lines changed. The former is ½c. lower, while the salmon is 1c. higher. New kippered herring are quoted this week, the price asked being $1.25 a box. Haddock are in good supply, but steak cod are scarce. Halibut continues to arrive in good quantities. It is still a little too early for dore and pike, but some fine fresh stock is expected next week. At present dealers are offering chilled stock in place of the fresh. Considerable trade is passing in skinless cod and Labrador salmon, prices asked being quite reasonable.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 06
" halibut " "	0 08½
" grass pike " "	0 06½
Lake trout " "	0 18½
Brook trout, " "	0 22
Whitefish " "	0 09
Weakfish " "	0 08
Dore, per lb. " "	0 09
Flounders, " "	0 09
Small sturgeon, "	0 08
Gaspe salmon "	0 16
Fresh B.C salmon "	0 14
Fresh mackerel "	0 10
Fresh frozen fish—	
B.C. salmon, per lb	0 09
Herring, large, per 100 fish	2 00
Smoked fish—	
New kippered herring, per box	1 25
St. John bloaters, 100 in box, per box	1 00
Smoked herring, in small boxes, per box	0 12
Oysters and Lobsters—	
Standards, per imp. gal	1 50
Oyster pails, pints, per 100	0 90
" " quarts, "	1 25
Prepared fish—	
Boneless cod, " Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, large, per case	5 50
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
No. 1 Labrador herring, per half-bbl	3 50
" " " per pail	0 80
" " salmon—	
" " " in bbls	13 00
" " " in ½ bbls	7 00
" mackerel, per pail	1 75
" green cod, per lb	0 03½
Small, " "	0 02½

DRIED APPLES

HIGHEST PRICES PAID
FOR BRIGHT QUARTERS

THE W. A. GIBB CO.

7 and 9 Market Street,
HAMILTON

TORONTO MARKETS.

The fruit business continues heavy. Peaches and grapes are expected large crops. Peaches are coming in in considerable quantities and some splendid samples arrive every day. On account of the shortage of small fruit earlier in the season the demand is expected to be very heavy. The lemon market is still very high, from $8 to $9.50 a box. The demand for oranges is a little bit off at present and business in that line is slow. Canadian plums are scarce and bring from 75c. to $1.

Oranges, late Valencias, 96's, 112's, 288's	4 00	6 25
Lemons, Messina, 300's, 360's, per box	8 00	9 50
Limes, per crate	....	1 50
Apples, Duchess and Astrachan, per basket	0 20	0 25
" Fall, per bbl	2 00	2 50
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 75	2 35
Red bananas per bunch	2 20	2 50
Plums, California, per basket	0 75	1 00
Peaches, per basket	0 35	1 25
Pears, per basket	0 35	0 75
Watermelons	0 25	0 30
Cantaloupes, Canadian, per basket	0 35	0 40
" Canadian, per case	0 40	0 75
" Rockyfords, per basket	0 55	0 60
Lawton berries, per box	0 09	0 10
Egg plant fruit	0 20	0 25
Grapes, small baskets	0 25	0 30
" large baskets	0 40	0 60

VEGETABLES—Receipts in all lines are heavy and demand keeps pace with the supplies. There are few price changes this week. Tomatoes are slightly higher. Pumpkins are now arriving pretty freely. Spanish onions are beginning to arrive. A car from Deina in 50-lb. crates is expected this week.

New potatoes, Ontario, per bus	0 60	0 70
Sweet potatoes, per barrel	....	4 50
Onions, Spanish, per large case	....	3 25
" silver skins, pickling, per basket	0 75	1 00
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 20	0 30
Watercress, per doz. bunches	....	0 25
Egg plant	0 40	0 50
Peppers, green, per small basket	0 40	0 60
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 40
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 50
" Canadian " "	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 07	0 10
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00

FISH—Prices here continue unchanged. Business improves slowly. If next week brings some cooler weather a revival is looked for.

Fresh halibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Easte rn salmon, per lb	....	0 20

THE SALMON PACK.

"The total salmon pack in British Columbia is approximately four hundred thousand cases this year," declared a recognized authority on the coast last week. "Of that amount the Fraser River has supplied a hundred and seventy

Jersey Sweet Potatoes

Finest quality, bright stock is now arriving. **Barrels are larger than last year.**

Cranberries

First of the season **Fancy Early Blacks.** When ordering include a **Box of Lemons.** We have the finest in our "**Home Guard**" Brand.

WHITE & CO., LIMITED
TORONTO

Branch at HAMILTON

GROCER!

You've heard about **23** and that it means ***SKIDOO!*** Well, ***ST. NICHOLAS*** Homeguard Kicking or Puck Lemons never have to take a back seat, let alone skidoo, when compared with other brands.

W. B. STRINGER & CO., Sole Agents - Toronto

OYSTERS OYSTERS
OPENING OF THE SEASON
We are now handling Oysters and have the best brand on the market.
Full line of all Fish including **Finnan Haddie** and **Ciscoes**
Give us your Fish and Oyster orders.
THE F. T. JAMES COMPANY, Limited
Wire, Phone, or Mail your Orders **TORONTO** *76 Colborne St 33 Church St.*

Now is the time to order your
CANNING PEACHES
THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS
And all kinds of
FOREIGN AND DOMESTIC FRUITS
Send us your order
HUGH WALKER & SON
ESTABLISHED 1861 **GUELPH, ONT.**

PEACHES GRAPES
Guaranteed Uniform.
Car Lots A Specialty. Small Orders Promptly Filled.
AUBURN ORCHARDS, - - Queenston, Ont.

thousand cases, and the remaining two hundred and thirty thousand cases will be from the numerous cannery points along the northern British Columbia coast. This is about a third the pack of last year, about two hundred and twenty-six thousand cases less than the pack of 1902, the corresponding season in the four-year cycle.

"The demand is good in Canada, New Zealand and the United Kingdom. Since the introduction of preferential treatment between Canada and New Zealand shipments of salmon to the latter country have increased quite measurably. The sales in all these markets have been good this year.

"There are probably between a hundred and ten and a hundred and twenty thousand cases of half-pound flats unsold on the Skeena and Fraser Rivers, but there are not to exceed twenty thousand cases of pound flats unsold."

APPLE MARKET.

P. B. MacNamara, Canadian commercial agent at Manchester, says of the apple market in Great Britain:

"The reports from Holland, Belgium and Germany all indicate the crops to be good average. The total imports from the United States and Canada into the United Kingdom during the past season were 1,877,000 barrels, as compared with 2,140,000 barrels in the previous season, and 3,053,000 in 1903-4, and 2,330,000 in 1902-3. The supplies after the holidays were rather meagre, the bulk being from Canada, and the demand excellent and well maintained, and very satisfactory prices were realized. As regards the prospects for the coming season, it is evident that a large proportion of the English crop will be marketed early, and will thus come into direct competition with Fall fruit from Canada. On the other hand, crops of pears and plums are exceedingly light, which will doubtless help the demand for apples, but if the domestic half crop is gathered, it will go a long way to supply the demand in the early part of the season, and probably will thus militate against a high range of prices prevailing."

A large fruit and vegetable evaporater and vinegar factory are in course of erection at Cornwallis, N.S.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.,

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

Have I Supplied You With

CRAWFORD PEACHES

These are very select fruit—ideal for canning.

Each basket is sound all the way through because the peaches are packed with care.

Don't miss this chance. When it is gone it will not come again for another year.

E. D. Smith's Fruit Farms, Winona, Ont.

GOLDEN DIAMOND CANNED 1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Merchants, Attention! If you are not a customer of ours it will pay you—as it has paid them—to write us. Our package tea

"MELAGAMA"

cannot be beaten—nor can our prices—either on package or bulk teas, of which we carry a full line. See price list in back.

MINTO BROS., Tea Importers

F. J. WHITE, Manager **TORONTO, ONT.**

"NOT - A - BONE - IN - IT."

"ACADIA" CODFISH

PUT UP IN
ACADIA

2-lb. Non Porous Wooden Boxes, 2 doz. to crate
1-lb. Tablets, 20 lbs. to case
English Strips, 30-lbs. to case
Selected Skinless (whole cut), 40-lbs. to case

THE MOST POPULAR LINE OF PURE BONELESS COD-FISH ON THE MARKET.

Sold by leading Wholesale Grocers and fish dealers.

SEND FOR FURTHER PARTICULARS

THE ATLANTIC FISH COMPANIES, Limited

Head Offices: LUNENBURG, N.S., Can.

A. H. BRITTAIN & CO., Agents Quebec and Ontario, Montreal

H. S. CONNOR, Agent, N.W.T., Winnipeg, Man. ***CHAS. MILNE, Agent, B. C., Vancouver, B.C.***

6 REASONS FOR BUYING AND SELLING KING OSCAR SARDINES

1 KING OSCAR SARDINES are packed from the choicest fish

2 KING OSCAR SARDINES are packed in the purest virgin Olive oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless

4 KING OSCAR SARDINES are boneless and scaleless.

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines Which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

JOHN W. BICKLE & GREENING

(J. A. HENDERSON), Canadian Agents, HAMILTON

EFFECTIVE ADVERTISING

The Right Location of a Store—How the Price Hatchet was Wielded at Woodstock—The Circular—Question of Space in Retail Grocery Advertising.

There are many instances to prove that a merchant can make a success of business in a wrong quarter of town or on the wrong side of the street, but no number of successes in spite of adverse conditions can prove the desirability of those conditions.

There is one great physical law that underlies all business promotion. It is in effect that a body can be moved with the least force when pushed along the line of least resistance. This should be borne in mind in the selection of a location for a store as well as in booming the business afterward. You cannot push anything through a stone wall.

As to changing location there are many things to be figured on before putting the plan into execution. If you are running a store where there has been such a business for many years so that outside people who come to your town to shop know right where to come for such goods as you sell, it may be unwise to move even though an apparently much more desirable location is open.

If yours is a store that can make more out of the outside trade that knows and likes its present location than it could out of such additional local business as might be gained by moving, then a removal might be foolish.

One thing that you have to consider in changing is whether or not some other dealer would be ready to drop into your old stand with the goods and capital to take your old trade right up before it had time to get accustomed to the change. This, of course, might be remedied by holding the lease to the property vacated long enough to prevent it. You could sub-let to save loss, thus making sure of a desirable successor in the old store.

There can be no hard and fast rule that will hold in all cases about the location question. Every merchant must decide for himself, though certain general principles always hold good. A drug store has other things to consider than those that a dry goods and grocery store would have to take into account. A market must look out for still other points and might succeed where nothing else would pay at all. Every class of trade requires for success conditions a trifle different from every other class.

For a general sort of store, though, a store that carries a large stock of dry goods and some other lines, a store that might fairly be called a big store, one that aspires to be a department store, there are certain considerations that cover about all cases.

The Two Sides.

In every town one side of the main shopping street is much more traveled than the other and does much more business. There are always successful stores on the wrong side of the street, stores that have made a success in spite of their situation, but there is no store but that could have been far, far more successful across the road.

That means that if you could have succeeded better across the street ten years ago or some other time, you could also succeed better to-day. Why not go across? No opening? Get busy and find out. In some cases there would not be what you would be willing to take, perhaps, but you might be surprised to know what could be had if you inquired a little on the quiet.

If you can't rent, why not BUY? Talk in bigger figures of bigger things than you've been talking. The man who talks right off about large figures if he does it reservedly can put up more of a front and make more of an impression than he thinks, without becoming a braggart.

If you know of a store that you want, and if you think that it might be had for what you could raise, get your hands on the money and go to the owner for a proposition. Be ready for him if he makes an offer that you can take, and don't give him a chance to back down or to raise his figures because he thinks he has a buyer.

There's no use talking, it is worth a good deal more money to be in the right location than to fight against a handicap, and you can't get any profits out of your arguments in favor of the off side of the street. It's all right to stand up for what is, but that needn't keep you from trying to improve conditions.

You are doubtless in business to stay. You have plans for getting more trade next year than you got this year. If you can't improve your location to-day, look ahead. Keep your eyes open and be ready for the chance that some day in the future is to put your store where everybody in town will have to go past it all the time, instead of having to be dragged across by main force. Suppose you are successful in getting people to come across the street and have a look at you? Wouldn't more of them look if you were on the other side yourself?

Of course the man with no more money than will just keep his business going is not in a position to take advantage of anything. He has to cut all the corners, and it is a long shot if he keeps from going to the wall. We cannot expect such a man to follow very closely any line of conduct laid out for a success. If the man is the success sort, he will be ahead of the game before he has been at it so very long. If he isn't, he is not to be considered.

In the Centre.

It may as well be admitted, then, that in locating a store that aims to be a BIG store, it ought to be on the big side of the street. You may succeed over the way, but you'll succeed better and quicker on the popular side. In choosing a location for opening a store, aim for the centre spot and get as near it as possible. Always shoot for the bull's-eye in whatever you are doing. If you are already in business on the small side get over on the big side as soon as you can. You will lose little by the change and the loss will be all at first and will be paid back to you many fold with very little delay.

Just think of this. Suppose there are people who would rather you had stayed where you were; if there is no store there after you move they have got to follow you or go to the other fellow whose location may not be as good as your new one. Admit that some other man starts a store like yours, right where you move out, aren't you going to drop right in among somebody else's customers and aren't they going to help you replace the particularly finicky few who are bound to do business back in that one location or not at all? The man who drops into your old stand has on his hands the same old up-hill fight that you've just got rid of.

If there were no exceptions, there would be no rules, and every merchant knows well enough whether his case is an exception to this rule, but that does not do away with the rule that there is more business to be had on the busy side of the street than on the quiet side.

No outside authority can decide what the best locations are in the town of any merchant, except in a very general way. You know what effect the situation of the railroad station or the post office or the car lines has upon location. Figure all these things out carefully and unless you are in the best place you can get, plan for a removal at the earliest opportunity.—Selected.

A SLAUGHTER SALE CIRCULAR.

Isaac Kaiser, who has a general store at Woodbridge, Ont., believes that when a merchant is going to have a slaughter sale he should have a good one.

So from August 23 till September 1 Mr. Kaiser used the price hatchet on $3,000 worth of general merchandise. A large circular was issued and with this circular this department has principally to deal.

The circular is well gotten up, considering its function. There is not too much matter. Despite a smattering of sensationalism the sentences are clear-cut and unswervingly to the point.

The detailed list of goods is strongly presented and could not help being read if the circular itself was read.

It is just on this point of size that Mr. Kaiser might look for improvement. As the back of the circular is a dead waste the same amount of paper could be shaped into booklet form — say, on eight pages. The different departments of the store could get a hearing on the different pages and any other space could be used for an exposition of the sale.

The big circular may appeal quickly in some cases, but thrown into a door with the printed matter on the inside fold it is apt to be regarded as a stray sheet of plain white paper, quite handy for that black article that stands on four legs in the kitchen.

USE OF ADVERTISING SPACE.

It is a fatal mistake for a storekeeper to be niggardly in the use of advertising space. An advertiser should always be fairly liberal, though never wasteful, for waste of space, since it costs money, is the same as waste of actual money. The retailer is the best judge of the proper amount of space for him to use. He knows best the limitations of his business, whether his general public are gen-

(Concluded on page 62.)

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

Chas. Southwell & Co., at their Great Factory in England are Turning out High Grade Jams and Marmalades.

Don't you want some of them?
Don't you want to be rated as an up-to-date grocer?

Southwell's Jams and Marmalades

are infinitely better than the "next best." Coming from good old England they know nothing about quality variation.

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

Your Chocolate Trade

will always be profitable if you supply them with

MOTT'S CHOCOLATE

The brands to order are
"DIAMOND" and
"ELITE"

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

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A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

CRITICAL SHOPPERS
prefer

Shirriff's Extracts

It is waste time offering them anything but Shirriffs.

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

BISCUITS AND CONFECTIONERY

Travelers out with Christmas Goods—Some Very Attractive Lines—The Importance of Proper Display for a Confectionery Department.

Confectionery travelers are packing their trunks with Christmas goods. The novelties are mostly in the way of new box cover designs. One oddity is a cover in the form of a framed picture, which may be used as a handsome wall decoration. Another is an adaptation of the interesting brass plate motto. The thin brass plate bearing the motto or verse in decorative black type is nailed to the lid of the candy box. Some of the baskets sent out, satin lined ladies' work baskets for instance, are very expensive.

Week after week in this column the importance of display has been urged as the basis of a profitable confectionery trade for the grocer. The manager of Stewart & Co., Toronto, who make a specialty of manufacturing high-grade confectionery, in conversation with a representative of The Grocer, took exactly the same view. A display, not necessarily large, of fine confectionery, in a modern silent salesman will sell a pound of chocolates or bon bons to many customers who otherwise would not have thought of them. Not only that, but such a display educates the people where to go for good candies when they want them. The higher grades of confectionery carry a good profit for the retailer and a small up-to-date show case for a confectionery department would soon pay for itself.

SELL CANDY.

These are the days when the retailer must put forth his best efforts to make money on as many things as possible. These are the fat years. The people have money, and with material prosperity they are in a generous mood.

Push the things that bring profits.

There is good money in candy, if handled with care and with attractive displays. The stock should, of course, be kept under glass and should not be permitted to become untidy.

When it comes to a matter of liberal selling, candy moves as freely as many household commodities. Chocolates have proved their right to be considered as a leader in sweets, therefore sell chocolates.

The retailer who does not make money through selling candy is negelecting an opportunity. The suggestion to sell candy is a good one. Try it.—Ex.

A CONFECTIONERY WINDOW.

The pretty effects that can be obtained with the use of bob-bons and other confectionery in window dressing are numerous and varied, nothing else in the store can compare with them in attractiveness, and nothing else can be arranged so indicative of what you would wish the general tenor of the store to be.

It is said that clothes do not make the man; that may be, but they certainly have their place in forming the first impression. So the dressing of the window goes far to give an impression of what may be found behind that window.

It is not necessary, and perhaps not advisable where one's window space is limited, to give it all up to the display of confectionery, but at least a part of the window can be profitably appropriated for this purpose. The use of fancy baskets is one of the prettiest and latest ways of exhibiting sweets. These baskets should be shallow and not too large. They may be square, round, heart shape, or, in fact, any shape the dealer chooses, and the more attractive they are of themselves the greater will be their value in bringing out the beauty of the display. A layer of colored paper shavings is first placed in the baskets, and on top of this are laid the bon-bons in symmetrical rows. The advantages of these shallow baskets are two-fold. On account of only one layer being used, a small amount makes quite an elaborate display; and for the same reason the contents of the basket may be easily changed from time to time without fear of any under ones being marked by pressure.

The deck of the windows should be raised, say six or eight inches for an exhibit of this kind in order to take away the appearance of any flatness which might result from the use of the shallow baskets.

If only part of the window is used for this display, it had better be placed on an elevation in the centre, and surrounded by the other things that are to be shown, which, of course, must be something which will be in harmony with the confectionery—say, nice, clean-looking fruit, either domestic or imported.—Ex.

CORNER IN COCOA.

Operations Said to be in Progress to that End.

A news despatch from Mexico City says that dealers in Mexican cocoa have bought up all the available supply of the product in that country and have advanced the price 25 per cent. in the last few days. It is reported that these dealers are working in conjunction with a New York City commission firm, which is seeking to control the world's supply of cocoa.

The consumption of cocoa and chocolate has more than doubled in the United States in five years. Less than eight years ago the United States held only fifth place as a manufacturer of cocoa and chocolate, England, Germany, Holland and France taking precedence in about the order named. Today the United States holds first place, both as manufacturers and consumers of cocoa and chocolate, by a comfortable margin, and manufacturers can scarcely keep up with orders. In 1905 the United States consumed nearly four hundred and sixty thousand bags of cocoa, or about one-third of the world's entire crop.

Luck is Nothing but Enterprise

An Eastern Grocer saw Summer coming and with it biscuit opportunity. **Chap. 1**

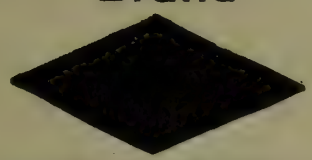
He advertised in his local paper that every camper who bought a tin of **Chap. 2**

at his store, would be presented with a number of wooden plates for camp use.

The Eastern Grocer in 1 week's time sold 5 cases of "Perfections." **Chap. 3**

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM. Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in
CANADIAN MACHINERY
MONTREAL TORONTO

EFFECTIVE ADVERTISING.

(Continued from page 58.)

erously responsive to his announcements or only fairly so, and whether he can afford to spend more than a certain percentage of his receipts or profits in advertising. The retailer knows all these things better than any outsider can possibly know them, but for the storekeeper who doesn't give as close attention to the details of advertising as perhaps he ought to, a few suggestions from one who has devoted years to studying store publicity will not come amiss :

Never try to advertise groceries in an inch space—unless in such favorable and valuable position as at the top or in the middle of a column of pure news matter on a news page.

Don't use four inches when three can reasonably be expected to produce just as good results. That extra inch would represent just so much loss.

When you use "readers"—little headless paragraphs scattered through the paper—use them liberally, and have them short, crisp, direct.

It is usually inadvisable to use full newspaper pages. In most instances, a half page will be fully as effective, especially if the other half be live reading matter. No use paying for a great big page for nothing, you know.

The same way, don't use a half page when a quarter will answer the purpose. Cut out some of the "wind" in the ad. and it will be found that a quarter-page will do well enough.

In display advertising don't use such space that the ad. will be lost, buried among a lot of bigger ones, unless the position given it is especially favorable.

In conclusion, never insert an advertisement without first giving careful thought to the amount of space it is to occupy. Don't be wasteful and don't be niggardly to your own disadvantage. Use your head in judging for yourself how much space the occasion or the goods advertised call for. Remember that newspaper space costs money, and that you must get returns to a certain amount, and that, falling short of it, your expenditure for advertising is a loss.—Trade.

A. A. B.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation, Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto.
465 Temple Building, Montreal.

ATTEMPTED CORNER FAILED.

A Pennsgrove, N. J., despatch says: A company was organized at this place by Walter M. Stanton to buy and transport tomatoes from points along the Delaware River to Baltimore. Wharfage was rented, with the object of a monopoly. At the time contracts were made with the farmers at 15 cents a basket. There seemed to be mismanagement early in July, when there was a glut and thousands of baskets rotted before they left the farmers, or before they reached Baltimore. At one time 25,000 baskets were awaiting transportation.

The attempt to monopolize the wharves resulted in the building of other wharves, and many of these have not been used because of the lack of transportation facilities. Late tomatoes are now coming in, and what the next two weeks will bring forth is a question. The demand at present is not great.

A car of 723 melons, averaging 51 3-4 lbs., was shipped from Oaktown, Ind., recently. It brought $216 at auction.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

FREIGHTS AND CHARTERS

Business Normal—Provision Shipments not Heavy—Larger Shipments of Fruit —Grain is Moving—Water in Montreal Harbor Still Low.

Business in shipping circles during the past week has been normal. Butter is moving out very well, but shipments have not been so large recently owing to the high prices demanded. Inquiry from the other side shows that while more or less butter is needed, yet importers do not feel like paying what is in their opinion too much. and the consequence is they are buying only what they must have at once.

Cheese has been on a little better footing than butter and the number of boxes sent out of the country lately has been large. Despite the record prices now ruling general demand has been good.

Meats are not very strong in an export way, local shipments being few in number. Such cargoes as have included meats, however, have had good sized bookings.

A noticeable line in the export trade lately has been fruit. Outgoing boats during the past couple of weeks have nearly all of them taken more or less in this line. Plums and pears with a few barrels of apples are chiefly exported. Apples have not yet begun to go out in anything like quantities.

Some very good shipments of grain have left port recently. Wheat and oats, with some corn, are the principal lines going out, chiefly to England and Scotland. Flour has not been very brisk in an export way, but is picking up a little.

Hay shipments have not been large. Very little is offering in the country even for local buyers, and, of necessity, export business has not been good.

The water in the harbor has not dropped up to the time of writing lower than the level last week end. Still, with the water at its present level it is not possible to load boats as much as shippers would wish, owing to the restriction enforced by the port warden.

Rates this week show no change.

The Nord Amerika, of the Hamburg-American line, reached port September 7, with a cargo from Hamburg.

The Mount Royal, C.P.R. line, cleared for London and Antwerp with a general cargo on September 8.

Among other boats leaving on that date were the Manchester Trader, with a general cargo for Manchester, Devona for London, Montfort for Bristol, and Kensington for Liverpool.

STORM NEEDED.

C. W. Turner, general manager of the Booth Co., Duluth, speaking to the Port Arthur Chronicle recently about the fish situation, said that never in his experience had he witnessed such a scarcity of fish all over the great lakes. "That light catches prevail not only on Lake Superior," he said, "but they are prevalent on the whole chain of lakes. I think, however, if a storm or two were to shake up the lakes, there would be some good fishing. This Summer the weather has been so hot that the fish have not been running, and they have been lying in the deeper water. They should commence to run again shortly, and then I think the fishing will be good."

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Why do you buy imported

Orange Marmalade or Jams

when you can buy

UPTON'S

just as good, if not better, than most of the imported. **UPTON** is the old reliable and the oldest established Marmalade maker in Canada.

YOUR CUSTOMER

May not know that

COX'S GELATINE

has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

PEBBLE and PHARAOH Cigars are Business-Increasers

—Make No Mistake About That

Pebble and ***Pharaoh*** cigars have pretty much cleaned up the 5c. and 10c. trade.

The reason for this is "5c." cigars, as good as the ***Pebble,*** sell for 10c.; "10c." cigars, as good as ***Pharaoh,*** sell at 3 for 50c.

You must come down to a ***Pebble*** and ***Pharaoh*** discussion if you intend to be a "go-ahead" grocer.

The "500" offer is a good thing to discuss just now

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

He was a man who progressed.

He knew the value of timeliness.

He saw that man and tobacco were close friends.

He saw that ***T. & B.*** was destined to be in the van of the Tobacco army.

He knew that if other grocers could retail ***T. & B.*** that he also could.

He did sell this ***T. & B.*** and he did reap a revenue.

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, CANADA

TOBACCO AND CIGARS

Keeping Cigars Damp—A New Device for Business Men—Effect of the Cuban Rebellion on the Tobacco Trade.

W. H. Steele & Co., 27 Melinda street, Toronto, have adopted a device to catch a good kind of cigar trade in the business district that might be adopted by many grocers to improve their trade. Near the door he has 24 drawers, each with its own Yale lock. A man buys a box of cigars. It is placed in the box, he is handed the key, and thereafter the box is at his sole disposal. He drops in and gets a cigar when he pleases.

The grocer who gives some attention to his tobacco department and has a modern showcase for its display, should see that it is kept moist enough for the proper preservation of the cigars in the best condition. A simple device for this is a perforated cylinder of tin filled with asbestos. The asbestos is kept saturated with water. These can be secured at a very small cost.

THE CUBAN REBELLION.

U. S. Tobacco Journal.

The possible effects of the disorder in the Island of Cuba on the Havana tobacco trade is a question that is agitating the minds of importers, and while some are inclined to think that nothing serious is involved, others, including several of those who are most familiar with Cuban conditions, consider the situation as highly perilous.

By such it is stated that the Government may have a long and arduous task in putting down the revolution, even if they ultimately succeed in doing so, and it is possible that it may be many months before order is restored. The standing army available consists of a mere handful of men, some thousand or so rurales, not all of whom by any means are to be relied on. On the other hand dissatisfaction with the Government is widespread and has been deep-seated for some time, so that it may well be that if properly led, the revolutionists may be too powerful for the Government to subdue. Should such be the case, the struggle will be a prolonged one, and the tobacco growing industry must necessarily suffer.

As matters stand the disorder is most acute in the Vuelta Abajo and Partido sections, though there is also trouble on a smaller scale in the Remedios district. The planting of the new Vuelta and Partido crops is due in about a week or so, and should the disorder continue, say till November 1, it is to be feared that planting operations may be hindered if not entirely stopped. Apart from the effect on the farm hands, some of whom would doubtless take part in the uprising, capitalists and merchants would undoubtedly fear to invest their money in a country subjected to the perils of warfare; and without financial aid few of the farmers, who are mostly without means of their own, would be able to stand the expense of planting operations; should such be the case, it would be difficult to overestimate the gravity of the consequences for the leaf trade. The present supply of tobacco will be barely adequate to carry the trade over till the next crop comes on the market, and should the latter be eliminated an unprecedented famine must prevail, and prices already abnormal soar to prohibitory figures.

As far as Remedios tobacco is concerned, the outlook is not quite so serious as while the planting in the Vuelta and Partidos districts must take place within a short time, that in the Remedios section can be deferred to a later date.

As for the year's packings, they can be but little affected, for while considerable packing of Remedios is yet to be done, there is but little disorder in that section as yet, and the Vuelta and Partido packing is almost completed. None the less should the revolution be prolonged and the Vuelta and Partidos planting be prevented, in view of the prospective shortage, prices on present holdings must necessarily begin to advance straightway.

FATHER OF SUMATRA LEAF.

Mynheer J. Nienhuys, the father of the Sumatra tobacco, celebrated recently his 70th birthday. It is about 39 years since Mynheer Nienhuys succeeded in demonstrating the possibility of raising an exceptional leaf on the Island of Sumatra, and about 37 years when the first crop of 3,922 bales sold for 750,000 guilders. Last year's crop was 230,000 bales and sold for approximately twenty-six millions! And its limit has not yet been reached by any means.

Frank Siddal, foreman at the Andrew Wilson cigar factory, Toronto, and an active member of the labor circles, died recently in the Toronto General Hospital of typhoid fever.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from
JOS. COTE
Importer of Pipes, Havana Cigars, Wholesale Tobacconist
186-188 St. Paul St.
QUEBEC
Don't orget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works

MONTREAL

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

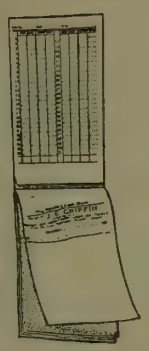
Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

ON THE LOOK-OUT

The merchant who is truly progressive gives every worthy article a hearing. On that ground you should secure a sample of our



Special Duplicating Counter Check Book

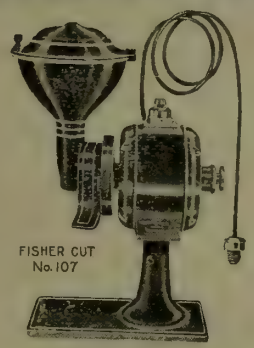
and see if it is not better than the present book you use. ***Features:*** White leaves for originals; pink for duplicates, or vice versa.

All Styles Sales Books Made

The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

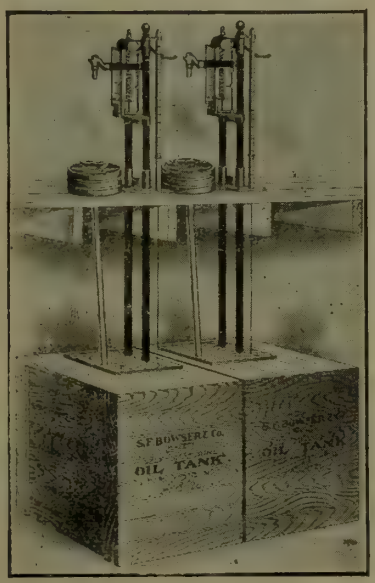
Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.

One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.



Cut No. 35. Cellar Outfit for two kinds of oil.

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

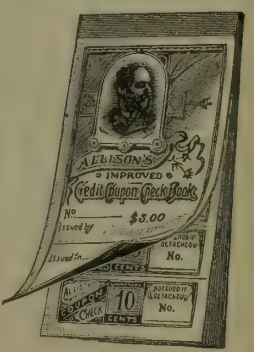
SEND FOR CATALOGUE.

S. F. BOWSER & CO., Inc.,

530 FRONT ST. W., - - TORONTO, ONT.

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

WHEN BUYING CURRANTS

tell the traveler that you must have fruit packed by

W. MEYER & CO.

Patras and Hamburg.

You can experiment with other brands, but Meyer & Co's. are the only ones you can be sure of year in and year out. A fancy or fictitious name does not enhance the quality of currants one iota, but the name "Meyer" on the case is a strict guarantee that the contents are sound, true to name and the best quality of its growth obtainable.

You can get **MEYER'S** currants if you insist.

WE ARE ALSO AGENTS FOR

Julian Montfort	-	*Gata*	-	*Valencia Raisins*
Edouard Giudici	-	*Smyrna*	-	*Figs and Sultanas*
Guggenhime & Co.	-	*San Francisco*	-	*California Fruits*

We get the latest market information by wire daily, the wholesale trade are respectfully invited to telegraph, at our expense, for quotations.

MacLaren Imperial Cheese Co.

LIMITED

AGENCY DEPARTMENT

Head Office, - - TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 13, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

arrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $1 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ¼'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ¼'s, per lb.	
" ½'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ¼s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" " " ½'s	0 35
" No. 1 chocolate, ¼'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1 lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Don't Have To Argue.

The Fall trade in stove polish has begun and you can't afford to allow your stock of RISING SUN Stove Polish in Cakes and SUN PASTE Stove Polish in Tins to run low, when there is a good profit on these goods for you and only a suggestion to your customers is required to immediately dispose of a package of RISING SUN or SUN PASTE in almost every family that buys of you. The merits of the goods are known—you don't have to argue—it pays you to push the RISING SUN and SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

THE GRAND EXHIBIT OF

BORDEN'S BRANDS

OF

EAGLE

Condensed Milk and Evaporated Cream at the Canadian National Exhibition, Toronto, will be carried into the homes of hundreds of thousands of visitors. You can have this exhibition on your shelves. Order from your jobber or

PEERLESS
(UNSWEETENED)

WILLIAM H. DUNN, Montreal and Toronto,
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

For Sale by all jobbers

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per ear.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

WE WANT YOUR WINDOW

If you have a well dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ¼-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

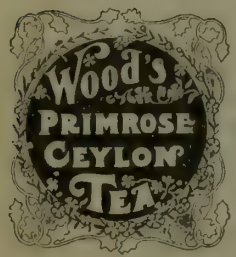
Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10

FIRST AT THE TEA TABLE!

"The best of all good company" is a good cup of Tea. The best of all good Tea is a cup of **WOOD'S**



"PRIMROSE"

rightly brewed and rightly served. In many "inner circles" it is regarded as the finest summer "soft drink" ever invented.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 07½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—
Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.

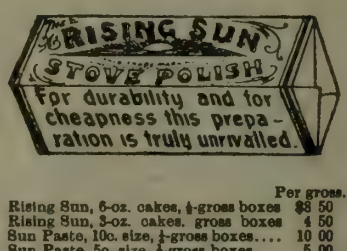
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 29	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

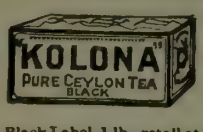
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb. " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

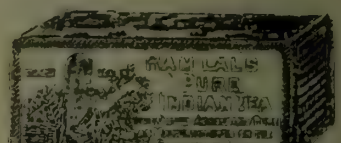
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 29	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes	$....	
" II 40-lb. boxes	....	
" III 80-lb. boxes	....	
EMD AAA Japan, 40 lb " at	....	
" AA " 40 "	....	
Blue Jay, basket fired Japan, 70 lbs.	....	
"Condor" IV 80-lb. "	....	
" V 80-lb. "	....	
" XXXX 80-lb. boxes	....	
" XXXX 30-lb. "	....	
" XXX 80-lb. "	....	
" XXX 30-lb. "	....	
" XX 80-lb. "	....	
" XX 30-lb "	....	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	
"Condor" Ceylon black tea in lead packets		
Green Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 27½	at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases ..... retail	0 30	at 0 23
Yellow Label, ¼s and 1s, 60-lb. cases ..... retail	0 35	at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 40	at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases ..... retail	0 50	at 0 [illegible]
White Label, ¼s, ½s and 1s, 50-lb. cases ..... retail		at 0 40
Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1 ..... per lb.	0 35	
No. 2 ..... "	0 30	
No. 3 ..... "	0 25	
No. 4 ..... "	0 20	
No. 5 ..... "	0 17½	

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

DWIGHT'S
BAKING SODA

BAKING SODA

is the Best to Use—

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages : Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

GOWANS, KENT & CO'S.
Monthly Bulletin

We are publishing a monthly bulletin containing practical suggestions and illustrations and full of interest for every merchant handling crockery and glassware, sent with our compliments to the trade.

If you have not received any yet and are interested send us your name for our mailing list.

GOWANS, KENT & CO.
LIMITED
TORONTO

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade
1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams
1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON
10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 21, 1906. NO. 38.

Raised on It.

If your customers are thoughtful housekeepers they will know of

Robinson's Patent Barley

If they don't know of it, you will do them a service by telling them of it, and at the same time make a good profit on the sale of the goods.

WRITE US FOR PARTICULARS

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

The Selling of SYRUP is an Easy and Profitable Thing When it is

CROWN BRAND

Table Syrup

that is offered to your customers. CROWN BRAND TABLE SYRUP is the most perfect product of Corn. As a syrup it is clear, clean, golden in color, delicious in flavor and perfect syrup consistency. You cannot buy a better syrup and should not want to sell any other corn syrup.

FOR SALE BY ALL JOBBERS.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high-grade antiseptic soap

2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.

3. Every home is visited by sickness or accident; therefore Burton's All-Healing Tar Soap has a place in every home.

4. For cleansing the hair and scalp it is very beneficial.

5. It is used by many of the leading hospitals throughout Canada.

6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps, Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTON*
GEO. H. GILLESPIE, - - -	*LONDON*
JOSEPH CARMAN, - - -	*WINNIPEG*

Doubt Less

"Earn More"
"Earn More"
"Earn More"

and

"Earn More"
"Earn More"

Earn More

Earn more money by buying goods of standard value—Doubt less when choosing. Think more of quality than price. How about those dusty, dirty, fly-specked packages up there on the shelf? What did it, quality or price? "Doubt Less and Earn More."

Sell Goods of Known Quality

"Shell" Soap

Containing 67 per cent. of pure oil as against 60 per cent. in ordinary brands. Packed and shipped in cases and boxes in bars of 1 pound each and upwards. Pressed Cakes in boxes also. "Earn More" by selling it.

Cox's Gelatine

Best and goes farthest—always produces sure results. Oldest and most trustworthy. Quality always the same—always ***highest*** quality. In powdered and shredded form.

Codou's Macaroni

Made only from the real Taganrog Russian Wheat—no other wheat produces quality so superb. Full weight—unvarying quality. Every package tastefully packed and labelled.

ARTHUR P. TIPPET & CO., Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

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J. H. MAIDEN

425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

BANANAS

exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

TORONTO.

W. G. A. LAMBE & CO.

Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited

AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Ask us for prices on

EVAPORATED APPLES

W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL

Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER

KYLE & HOOPER

Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER

COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON

Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR

BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

(Continued on page 4.)

New Seasons--
Early May Pickings

Drop us a Card for Samples and Quotations

JAPAN TEAS

We have just passed into stock an invoice showing very handsome style and excellent draw—

You'll do well to stock up with

JAMAICA CRYSTALS **RAW SUGARS** GROCERY BARBADOES

Under present market conditions, these are particularly good buying at our present quotations—

If you are looking for a really good **IMPORTED ENGLISH MALT VINEGAR**

YOU SHOULD SELL—**HOLBROOK'S**—It has QUALITY

CASES 3 DOZ. REP. QUART BOTTLES— TRY A CASE WITH YOUR NEXT ORDER—

The **EBY, BLAIN CO.,** LIMITED. WHOLESALE GROCERS TORONTO

TRADE WAS NEVER BETTER

with us, than it is now

WHY?

Because the **extraordinary quality** of our Blends, and the manner in which we prepare them for retail sale is **unequalled.**

The Blue Ribbon Tea Co., Limited
12 Front East, Toronto

Manufacturers' Agents—Continued.

WINNIPEG.

G. C. WARREN
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

G. B. THOMPSON
Wholesale Broker and Commission Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep ; 15 feet long.

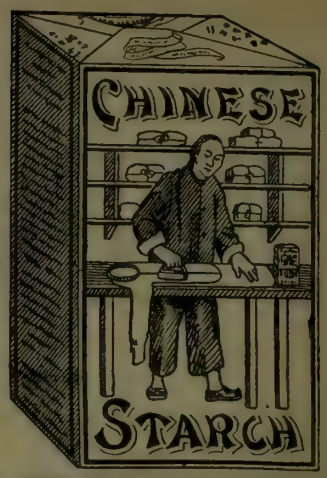
THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

R. B. WISEMAN & CO.
WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.



CHINESE Starch

The best money maker in your store—
Write for particulars—

OCEAN MILLS, - MONTREAL

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.
BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

"CRYSTAL BRAND" VEGETABLE PARCHMENT
TASTELESS, ODORLESS, WATERPROOF, PURE, CLEAN
JUST RIGHT FOR BUTTER WRAPPERS

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500 000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND

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154 Pearl St., Toronto
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Leaders OURS YOURS

Canada First (Aylmer)
Little Chief (Picton)
Log Cabin (Trenton)
Horseshoe (Bowlbys)
Kent (Chatham)
Auto (Canadian Canners)

Canadian Canners LIMITED

Prejudiced in Favor

of Old Homestead Canned Goods is every housewife who has displayed before her the handsome, richly lithographed package of Old Homestead Canned Goods.

She doesn't know for a fact that because the label is a beauty that therefore the contents are delicious. But she rightly infers that a firm so careful with the label they use, will likewise be particular with every other detail in the canning business, and the result—perfection.

That is the reason we advise all retailers to bring

OLD HOMESTEAD BRAND CANNED GOODS

to the front. They will bear inspection. Inspection means a trial order, and a trial order means a permanent user of Old Homestead brand. It means greater consumption of canned goods, more sales and greater profits for you.

Old Homestead Brand Canned Goods will better repay pushing on your part than any other brand, because they are thoroughly reliable, always delicious, will please your customers, will sell more readily and more largely than any other brand.

Insist on Having Old Homestead, the Brand of Quality.

The Old Homestead Canning Co.

PICTON, ONT.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the Continent.

For the last four weeks we have been buying tons and tons of the very finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz screw-top bottle, with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED
MONTREAL

THEY

Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest **Garden Strawberries** England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every **Good Grocer** in Canada can sell to his customers, knowing that it will give the **satisfaction** that **builds up trade.**

ROSE & LAFLAMME

MONTREAL and TORONTO

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

YOU CAN DOUBLE

Your tea-trade by bringing to the notice of your customers

"SALADA"

Ceylon Tea

This is being proven every day by thousands of grocers throughout Canada.

Make "SALADA" your leader and see what it will do for you

Prices and samples from

The "SALADA" Tea Co., Toronto or Montreal

GILLETT'S LYE

The Good Cleaner.

GILLETT'S LYE

is a good cleaner, it cleans thoroughly, whether the dirt is visible or invisible.

Grocers can recommend Gillett's Lye, it's a trade bringer to your store.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Gillett's Chemical Works, Established 1852.

"MADE IN CANADA" PICKLES AND RELISHES

Not only because "Made in Canada," but that none better are made anywhere is the reason

"STERLING"

BRAND

PICKLES

have won favor among Canadian people everywhere and are selling favorites with all grocers.

Buy From Your Jobber or Direct

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

WINNIPEG and CALGARY

The distributing centres of Western Canada

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

What **are you** doing to secure a foothold in the rapidly increasing trade of **Western Canada.** Do you want to establish **your name** and **your Brands** now in this **Great West.** If so, do not put it off till to-morrow and allow your competitors to take advantage of your delay, but write us at once. We offer you our services as wholesale commission merchants and brokers, and can also distribute and store cars of general merchandise at reasonable rates.

We will be pleased to quote any firm in Canada, Great Britain or foreign countries prices of Rolled Oats, Oatmeal or Mill Feed, cost and freight or c.i.f. any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

The Handsome Label on "Riverdale Brand" Simply Stirs Up Sales.

The label is sometimes an index of the people behind the pack. The label on

RIVERDALE BRAND.... **Canned Goods**

indicates that The Lakeside Canning Co. is a model of cleanliness, has an eye for the attractive, and is justly proud of Riverdale Brand.

You had better book your orders now.

——— WRITE OR WIRE ———

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

DO YOU SELL COFFEE ?

HAVE you any customers who, while buying most of their household necessities from you, **don't buy coffee** at your store? Why is it? Simply because they think **better** coffee can be got somewhere else. Just to meet this condition we have specially blended and packed in handsomely embossed one-pound tins a coffee **so good** that, if once tried, these customers who now go elsewhere for coffee will buy that also **from you** with the rest of their goods.

OUR **White Swan blend** is a coffee for **particular** people It so pleases popular taste that nothing else seems quite as good. It is a coffee that **makes** trade and **keeps** it. Try a sample lot and see how your coffee sales will grow.

THE ROBERT GREIG COMPANY

LIMITED

White Swan Mills,
TORONTO

Ready ?

There's going to be a big demand for

'CAMP' COFFEE

Customers everywhere—yours among the rest are determined to *try it*. Once they have tried it, they will be even more determined to use it regularly. "CAMP" Coffee is the safest stock you can buy—never deteriorates in price or quality ; never wastes ; always does credit to the seller, and gives full satisfaction to the buyer. Is your stock of "CAMP" Coffee READY ?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAFLAMME,
MONTREAL.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

RED ROSE

is one of the oldest brands of Indo-Ceylon Tea on the Canadian market. There are a great many brands, some claiming to be as good as **Red Rose.**

Do any of them EVER CLAIM TO BE BETTER?
IF NOT, WHY NOT?

BUY A POUND

of **Red Rose** Tea and compare it with any other Tea at about the same price, and you will know why it is an **acknowleged standard** that competitors everywhere try to match.

Are you satisfied with their "matches," or do you prefer to handle the tea that they admit cannot be beaten. The one they can only **try to match?**

T. H. Estabrooks

Tea Importer and Blender

St. John, N.B.

Branches { TORONTO, ONT.
WINNIPEG, MAN.

SEEDED RAISINS

We can give you lowest quotations on these for either present or future delivery

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Nature does not produce, nor
Science prepare a tea more perfect
than

Japan Tea

Pure, Clean, Fragrant, Healthy and Nourishing

The wise grocer studies the Tea question –

HORSESHOE SALMON

NEW GOODS. 1s tall, 1s flat, ½s flat.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

OUR MOTTO:

"Quality Regardless of Price"

This motto peculiarly applies to our **Cream of Sugar Corn,** which in selection, careful handling, ingredients of syrup, is made to cost much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

The Strike is still spreading

It's the only strike that has the approval of employer and employe, and the public

It's the strike of

Our Matches

We cannot turn them out fast enough. If you haven't tried any ask your jobber, or write us.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set he standard of quality for other salts so many years ago. "Windsor"—the tpure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. **That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

FEED YOUR STORE ON GOOD ARTICLES

You cannot have a substantial business without substantial articles.

NICHOLSON'S MINCE MEAT

has stood the test of time. It has always been the Best. It always will be the Best.

We are just going to tell you to stock up

N. & B. JELLY POWDER
N. & B. ICING POWDER
N & B PUDDING
N. & B. VEPIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

"Health" COCOA

Trade Mark.

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

Good Coffee
Good Trade
Good Profit

FOR THE MAN WHO SELLS

Chase & Sanborn's

HIGH-GRADE

COFFEES

Chase & Sanborn

The Importers, - MONTREAL

VALENCIA RAISINS
SULTANA RAISINS
CURRANTS

For Import—
Write for Quotations to

THOS. BELL, SONS & CO.,
MONTREAL

The Season for Coffee

If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "**CLUB**" and "**PRINCE OF WALES**" brands. These brands of coffee will do for you what they have done for others—increase your coffee trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 55.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Cleanliness is a mighty important factor with the Napanee Canning Co.

All the floors in our factory are made of cement. The ceilings in our factory are very high. A first-class sewer runs direct from our factory to the river.

These virtues cannot do other than this one thing : produce perfect sanitary conditions for putting up

"CANADA'S PRIDE"
CANNED FRUIT and VEGETABLES

Have you ordered our delicious Tomatoes, our delicious Corn ?

WM. GALBRAITH & SON,
Sole Agents for Montreal.

NAPANEE CANNING CO., Limited
W. A. CARSON, Manager - - Napanee, Ont.

WILLIAM GALBRAITH & SON
WHOLESALE GROCERS
68 McGILL ST., MONTREAL

We control the sale of

"CANADA'S PRIDE" CANNED GOODS
FOR MONTREAL

The Best in the Dominion.

To Make Good Pickles
USE
Tartan and Red Feather
SPICES
Imperial VINECAR

Tartan BRAND
SIGN OF PURITY

Stock Now
WACSTAFFE'S Sealed Fruits, in glass
WACSTAFFE'S Jams, in glass
ALL PURE FRUIT and SUGAR

If You Want the First FIGS in Canada

send us your orders for shipment on arrival, four row, five row boxes, and 2½-inch and 3-inch Figs in 24s, and 48s. We also have earliest new Sultanas, Shelled Almonds, and a large assortment of Malaga Table Raisins, all descriptions. These come by fast steamer. New Prunes arrive October, new Seeded Muscatels arrive October. We got in right on these goods. See our travellers before placing your order.

When in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building; Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Another Car

of our celebrated

"Bargain Molasses"

just to hand in barrels and halves.

Quality our First Consideration.

LUCAS, STEELE & BRISTOL
Wholesale Grocers,

HAMILTON, - ONT.

"ANTITIS PEPPER"
The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS
Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

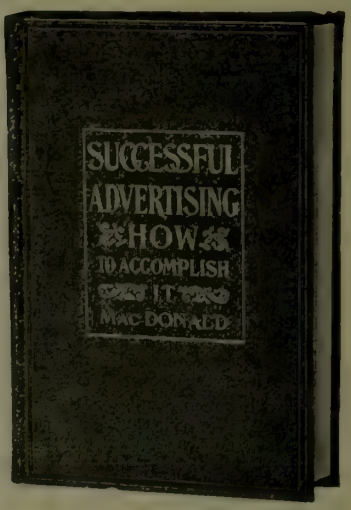
Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane, LONDON, England
TRIAL ORDERS SOLICITED

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
CANADIAN GROCER
Montreal and Toronto.



The Retail Storekeeper

Who is endeavoring to run a 20th century store cannot afford not to advertise; neither can he afford to advertise injudiciously.

Successful Advertising
How to Accomplish It

was written especially for retail storekeepers by a man who has proven himself to be a thorough master of the subject.

There is not a dealer in Canada to-day using advertising space who can afford to be without this valuable work.

Plant this Book in your Business and it will Bring Forth Dollars

THE MACLEAN PUBLISHING CO.
MONTREAL TORONTO WINNIPEG

FALL 1906

Prices in all lines of goods required for Fall and Winter trade are advancing all along the line. The prudent, careful, keen buyer is now booking to get in before the advance.

We purchased at the lowest opening prices in all lines. Our travellers have full information as to market probabilities and quotations for shipment on arrival of new goods.

Our supplies are all coming by quickest routes, and will arrive as soon as any on the market.

Triangle Brand

One Quality—the Best

Evaporated Apples, Cases
" " Half Cases
Fine Filiatra Currants } Cleaned and Uncleaned
Fine Casalina " }
Eleme Figs, 2¾'s } 20-lb., 10-lb., 14-oz. boxes
" " 2½'s } 14-oz. parchment wrapped strips
" " 2's }
Commadre Figs
Turkish Natural Figs
Washed Vleena Figs in baskets
Prunes, all sizes, in 25 and 50-lb. boxes
" in 3-lb. cartons

Seeded Muscatels, 12 oz. and 16 oz.
Malaga Raisins, ½-boxes, ¼-boxes and 1-lb. cartons
Sultanas, Royal
" Imperial
Lemon Peel "Triangle," turned down boxes and tins
" " "Beaver," candied, boxes
Orange Peel, "Triangle," turned down boxes and tins
" " "Beaver," candied, boxes
Citron Peel, "Triangle," turned down boxes and tins
" " "Beaver," boxes
Cut Mixed Peel, ½-lb. and 1-lb. drums
Salmon, "Maple Leaf," "Clover Leaf," "Eagle," "Cascade"

JAMES TURNER & CO., HAMILTON, ONT.
LIMITED

DRIVING A BARGAIN

YOU and your CUSTOMER are both getting a bargain when you buy the ESSEX BRAND.

YOU will secure good steady PROFITS and your customer absolute SATISFACTION.

Our factory is situated in Essex, the BANNER county for Tomatoes, Corn and Fruit of every description and we are putting the utmost value into all our goods.

We ask you quite confidently for your trial order as we know the QUALITY of Essex Brand and are convinced that we will be giving you the BEST on the market.

The BEST always pays, especially when, as in this case, it costs no more.

THE ESSEX CANNING AND PRESERVING CO.

8 Wellington St. E., TORONTO, Can.

Factory at Essex, Ont.

ALLSPICE, GROWING AND MAKING

One of the Best Known Spices and is Produced Almost Wholly in Jamaica—Other Sources—The Pimento Groves a Favorite Resort of Natives—How the Berries are Harvested and Cured.

To all in the trade the spice commonly known as "allspice" is very familiar, says Ivor Etherington in the Tea and Coffee Trade Journal. The name is merely a conventional trade term for the small, cured berry of the pimento tree (Eugenia pimenta); and the spice is so called because of its flavor resembling a compound of cloves, cinnamon and nutmeg. The tree is indigenous to South America and the West Indies, although it has been introduced into Ceylon and other spice-growing countries; but the West Indian Islands, especially Jamaica, are the principal place of production. In fact, this spice is also known to the trade as "Jamaica pepper," though it is far more aromatic, having a real flavor which can hardly be accredited to the simply pungent pepper.

Eugenia pimenta is a handsome, moderate-sized tree, reaching at maturity a height of about 40 feet, with the glossy, dark green leaves of the myrtle family. The essential oil of pimento, which gives the flavor, is present in the leaves, as in some other spice trees, and these when crushed and broken give out a strong, aromatic scent.

Jamaica the Centre.

Jamaica, as stated, is the centre of its cultivation, and one writer in 1892 stated that there were nearly 10,000 acres of pimento trees under cultivation in the island. If a plantation be near a town it usually forms a favorite resort for the inhabitants, who love to saunter along the "pimento walks."

There is little cultivation required for the plant, and in Jamaica it seems to thrive without much attention.

Seed, to be used for sowing, has to have the external pulp removed by washing, and then dried before it will freely germinate; otherwise the pulp dries to a hard outer covering or skin and hinders germination for a long time. But most of the trees in Jamaica are naturally sown in bird droppings.

The Tree and its Berries.

Writing in Cundall's "Jamaica in 1904," Mr. Roxburgh says:

"In Jamaica, where labor of a kind is comparatively cheap, we can gather in the spice at a price which allows of considerable profit to the grower and yet gives the laborer a very fair wage for his time. An erroneous idea respecting pimento is that it will not grow if planted by hand, but must be dropped by birds on the ground. The birds certainly are very fond of the ripe berries and it is a fact that nearly all our pimento trees are planted in this way, but it is a great mistake to suppose that it is necessary for the seed first to be planted by a bird, for if a ripe seed is washed and cleared of the external pulp and then planted it grows readily."

The pimento trees come to a fruiting age at about ten years old, but it is another six to eight years before it is full bearing, and then it lasts for a lengthy period of years, giving its crop regularly. The flowers are on racemes or in small bunches, and when these are fertilized the fruit forms small, green berries in bunches. It is interesting to note that pimentos are of two kinds, known as the male and female trees, the latter of which alone bear fruit. It is maintained by some that the male, or barren, trees are useless and not necessary for the fertilizing of the blooms on the fruiting trees; but others differ from this and state that if the males are cut down the yield on the fruiting trees is diminished.

Harvesting the Berries.

The berries darken in color as they ripen, the green changing to olive brown and finally to a shining black. The essential oil giving them their flavor is most abundant just before they are fully ripe, and it is then that they are harvested. The plucking of the bunches of berries is done by boys, who climb the tree armed with long crooked sticks. They break off the small fruiting branches, dropping them to the ground, where they are gathered in baskets by women and children. The tree is thus pruned by the process of gathering the berries, and without being thus "thrashed" or "broken" will not produce abundant crops.

Process of Curing.

The baskets of berries on being brought to the factory are spread out on cement or paved courts, called the barbecue, such as are used for drying cacao beans on cacao plantations. Here they are exposed to the heat of the sun for drying, and are thoroughly dried and cured in eight to ten days, being turned or raked over each day. No rain must touch the drying berries, and they must be taken in or protected from dews or moisture at night. Wet damages the berries, spoiling the bright brown color which is the mark of good quality. The berries are thoroughly dry when they rattle on being shaken, the kernel being loosened from its woody shell. They are then stored until the whole crop is cured when they are passed through a fanning machine for clearing out all dirt, dust, twigs, dried leaves, etc.

Average Production.

"The average production of pimento in Jamaica," says Mr. Roxburgh, "is about 50,000 to 60,000 bags of about 150 pounds weight per annum for the whole island. When sold in the island, the price is calculated per 100 pounds, and the average price for the past five years has been 15s. per 100 pounds. We have known pimento during the last twenty years as high as 40s. per 100 pounds, and for a good many years 25s. to 28s. ruled as the value. Plantation pimento will, of course, always fetch a higher price than settlers' produce, owing to the quality being superior—not from any fault on the part of the spice itself, but from the careless manner of curing on the part of the settlers, as a rule."

A very high value was formerly set upon pimento berries, probably because they were difficult to obtain in Europe. The name "pimenta" was given to the spice by the old Spanish navigators, who thought it resembled in appearance and pungent taste the peppers of Spain. It was known in Britain in the early part of the seventeenth century, for the writer Parkinson says it was "being obtruded for amomum, so that some more audacious than wise put it in their compositions instead of the right," showing that food adulteration is no modern trick. Parkinson's "Amomum" is probably the Cardamom spice. Allspice is now a very general and favorite flavoring agent in the United States and Europe, for it is inexpensive and wholesome.

RAPID TRANSIT DESIRABLE.

Council of Board of Trade Think Trade Requires it.

A meeting of the council of the Board of Trade, Montreal, was held September 13, F. H. Matheson presiding. A letter from one of the members was read, which advised application to the Montreal Street Railway Company to increase their surface tracks. The city had grown considerably, and the traffic demanded more car lines. The writer suggested that it might be a good thing for the board to agitate for either elevated or underground tracks, or both. The council will take the matter up at a future meeting.

Notification was received from the British Chamber of Commerce, Paris, stating that a special Canadian section had been arranged with the object of devoting special attention to the Franco-Canadian trade. The chamber is of the opinion that there is in France a splendid field for Canadian manufactures and products.

A report was submitted by the delegates sent to the Chambers of Commerce of the Empire recently held in London. Full details of the work done were given.

The council decided to send a letter of thanks to the Postmaster-General for his prompt action in making arrangements for an additional mail from Canada to the Old Country on Saturdays.

BOILED "ROAST" BEEF.

American canned roast beef will continue to bear the label of "roast beef" notwithstanding the fact that it is really boiled beef. This decision was reached after the matter had been fully considered by President Roosevelt Senator Hopkins, of Illinois, and Thomas Wilson, general manager of the Nelson Morris Packing Co., of Chicago. The method of preparing canned roast beef is to parboil the meat fifteen minutes and then put it in cans and subject it to steam heat for three hours. It is of particular value to the packers to keep the term roast beef, otherwise Australian and South American packers, who had copied the method would profit by the American packers being forced to abandon it. The cans may be labeled as roast beef; it must also be stated on the label how the contents were prepared and cooked. The decision was entirely satisfactory to the packers.

BRIGHT TALK ON THE WINDOW

A Feature of Window that May be Made Profitable—Get Thinking About the Store Window—Interior of a Halifax Store—Some Ideas on Store Ventilation.

Last week the subject of window cards was broached in this page. Here are some ideas compiled by an American editor:

Show cards in the windows and placards in the windows and throughout the store may be made attractive and useful. Where the merchant has a sense of the witty, combined with business tact, he may make these cards and placards very bright and excite more or less curiosity as to what he will do next.

"Ten Dollar Tom," of Chicago, is the most expert card merchant in the business. When the daily procession passes Tom's windows, the crowds stop and read its latest signs. When you have the people reading your ads you are in a fair way to get part of their business.

In the days of old Rameses, king of Egypt the grocers and saloonkeepers used a sign something like this:

"To Trust To Bust—No Trust—No Bust."

Saloon men adopted from this the bolder document:

"To Trust To Bust—To Bust is Hell—No Trust No Bust—No Bust No Hell."

Occasionally this somewhat profane placard appeared:

"In God we Trust—All Others Cash."

In modern times the cards are more dignified and progressive in gentility. Note these two:

"Pay for it Now, and You Get it, and So De We."

"Thank You; We Knew You Would Not Ask For Trust."

Here are a few more that will attract a little attention and cause a little laugh, if nothing more.

"Trust Makes Enemies— We are Looking for Friends."

A saloonkeeper in a Massachusetts town places a large card bearing the following in his window every Saturday night:

"Get It To-Night, Boys—We Must Close To-Morrow."

A barber across the way, evidently favorably impressed with the liquor store card, places this one in his window each Saturday night:

"Better have a shave to-night, Boys.

(Continued on page 26.)

IN A HALIFAX GROCERY.

Looking at the accompanying illustration the reader is in the store of C. E. Choat & Co., Halifax, N.S., and thousands of Canadian Grocer readers will be hundreds of miles from home. This rapid transit of the imagination via the optic nerve is neither unpleasant nor unprofitable. "As far as the east is from the west," said the Psalmist, whose knowledge of distance was limited to Bible geography; what would he have said had he been a Canadian? But the enchantment of distance is for the purpose of reproducing this picture. Choat & Co. are hustling grocers of the progressive type. A little while ago they renovated their store throughout, put in hardwood floors, metal ceilings, new counters with pivotal bin and silent salesman front. "Our staff now numbers eight," said a member of the firm to a Grocer representative recently, "and we are kept busy all the time." The business of the firm has increased and is increasing very rapidly.

If grocers looking at this picture have a suggestion of a better arrangement of the stock, or part of it, they could increase the value of the illustration to the owners of the store and the readers of The Grocer by writing and telling the editor about it. If grocers could oftener look into other stores it ought to tend strongly to improve the standard of their store keeping.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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ST. JOHN, N.B. - 7 Market Wharf, J. Hunter White

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NEW ADVERTISERS.

English Embrocation Co., Montreal.
Halifax Cold Storage Co., Halifax, N.S.
Thorne, Hy & Co., Ltd., Leeds, Eng.

A BUSINESS MAN FOR MAYOR.

In the attitude of the fire insurance companies towards the acceptance of risks in Winnipeg the citizens of the western metropolis have a practical example of the results that are sure to follow when the direction of the affairs of a great and growing city is entrusted to a number of professional politicians. The fire insurance companies are afraid of Winnipeg risks because of the inadequate water supply and the water supply is not what it should be for the simple reason that the men in charge of the civic administration were not big enough to plan for the future. For years the leading business men of Winnipeg have shirked their civic responsibilities. When pressed to stand for election to the city council they have answered that they could not spare the time, and, as a result, the control of affairs has fallen into incompetent hands. The civic administration for years has been marked by vacillation, hesitation and unnecessary delay, with the result that the extension to the various public services has not kept pace with the rapid growth of the city. The inadequate water works system is not the only example of the inability of the council to realize the necessity of providing for the future and, in a word, the civic administration has been one of blundering incapacity. Affairs have been badly muddled.

Now the management of the affairs of the most rapidly growing city in Canada is a task that requires trained ability of the highest kind. The position is no sinecure, it demands a business man of proved ability, tried integrity and indomitable energy and resource. Happily the citizens of Winnipeg seem to realize this truth at last.

In the present civic crisis the citizens in general are turning to J. H. Ashdown, and on all sides is heard the remark that if only Mr. Ashdown were mayor a thorough civic housecleaning might be expected and a broad progressive businesslike administration would undoubtedly be inaugurated. A man of broad outlook and proved business ability of the highest type, Mr. Ashdown is undoubtedly the man whom the people of Winnipeg desire to "honor," and whose assistance is required at the present juncture.

Will Mr. Ashdown consent to be a candidate? We do not know. He is not the class of man who seeks popularity or who desires public office, and to be mayor of Winnipeg would necessarily involve great personal and financial sacrifice on his part. But Mr. Ashdown has always shown himself a public spirited citizen—witness his effective work on the Transportation Commission and on the Water Commission—and it may be that if he is shown convincingly that his fellow citizens want him for mayor, and that it is essential that some one should inaugurate a businesslike administration of the affairs of Winnipeg—it may be that he will consent to make the big sacrifice that the acceptance of the position would involve. Winnipeg needs the services of Mr. Ashdown, and it is to be hoped that she will succeed in convincing him of the fact.

COMING TO THE FRONT.

Canada is rapidly coming to the fore among the nations of the world. The day has passed when those upon the other side of the water on hearing of Canada conjure up in their minds pictures of a savage country, populated by people who are scarcely civilized. Rather does the name bring before them a country which gives promise of developing into one of the greatest of nations. The mention of the name to a business man arrests his attention. Never before has this country been given as much attention. As a convincing proof of the interest taken in the Dominion by business men of other countries, it is but necessary to look up the trade inquiries from abroad received by the Department of Trade and Commerce at Ottawa. That department is in receipt of an average of one thousand inquiries a month from business men in Great Britain and elsewhere. When this is considered — over thirty inquiries a day—and compared with the number of inquiries received a few years ago, some eight or ten a week, the growing interest displayed in Canada is at once manifest. Up to the end of August this year there have been received over eight thousand inquiries, as compared with three thousand during the same period last year. And it must be remembered that these inquiries receive the best attention of the Government, which encourages them. Quite frequently the inquiries are for agents wanted, and result in the appointment of a Canadian representative. Again, some foreign firm wishes to hear from houses in Canada desirous of placing their goods on certain foreign markets as yet uncovered by them. These are only instances known to every merchant, but the volume of such inquiries cannot but show that the Dominion of Canada is rapidly acquiring an enviable place among the commercial countries of the universe. Her wonderful growth, particularly in the west, is attracting the attention of the world. Her commercial development this past few years has been astonishing, compelling outsiders to sit up and take notice. Business men are beginning to see in Canada a country possessing apparently unlimited possibilities in a commercial way, and are anxious to get in on the ground floor, as it were, to share in the general prosperity.

FISH AND GAME PROTECTION.

A valuable and public spirited work is being done for all sections of the community by the Ontario Fish and Game Protective Association, of which Mr. A. Kelly Evans, of Toronto, is the energetic secretary. To the hardware and grocery trades, however, the work is of particular interest, and where local associations are formed merchants can well afford to help along the movement to the extent of active membership at least. The platform of the association deals with many important interests and is worthy of considerable study.

(a). That game, fish and game, through the attraction they form to tourists are a most valuable financial asset to the province and that therefore their protection should be encouraged.

(b). That the food fish in our waters should be conserved and regulated for the good of the masses of the people and not wasted or used for the benefit of one small class of the community.

(c). That certain game birds and song

and insectivorous birds are an immensely valuable friend to the farmer in destroying harmful insects, weed seeds, rodents, etc., and the lack of knowledge by the public on such subjects should be combatted steadily.

(d). That the wild lands of the province suitable to game and the waters suitable to game fish should be ever kept the property of the public and that the association must always endeavor to prevent the acquisition by individuals or groups of individuals of large tracts of territory for the purposes of forming private game preserves.

(e). That the association should have no connection with politics or any political party.

Canada is favored in having splendid hunting grounds and fishing waters, and by wise regulation the supply of game and fish can be kept up and the tourist trade developed to a much greater extent that at present. In this tourist trade there is profit not only for the supply merchants in the larger cities, but also for the local merchants in the lake districts. One Toronto grocer issues an extensive catalogue and makes a large annual profit on its trade with campers, hunters and fishermen, while several Toronto handware and sporting goods dealers find their trade in fishing tackle and shooting materials one of the best paying branches of their trade.

The development and perpetuation of fish and game means an increased population in the Summer resorts and remote districts where sport is most easily found. This means an increased consumption of canned goods, cereals and other foodstuffs, as well as additional hardware for the cabins and cottages erected. Extra labor will be required to erect these buildings and manufacture canoes, boats and launches for use in the rivers and lakes. Even the farmers will benefit by the increased demand for the products of the farms and factories.

The proper regulation of the taking of food fish in our lakes by fishermen and fishing companies also has its interesting possibilities, and the association does well by including under its protective wing commercial fish and useful birds. Much educational work is possible pointing out the dangers of destroying such valuable friends of mankind, and the information given on these subjects in our public schools might be extended considerably to the advantage of both students and parents.

In declaring for non-political action and in favor of conserving the public domain the association protects itself against being used by political wirepullers, in addition to maintaining a principle which will win the appreciation of all citizens desiring to see Canada continue, as it now is, one of the happiest spots in which to enjoy life to be found on the world's map.

BANK SOUNDS A WARNING.

A period of prosperity such as has been experienced in Canada for some years past is not an unmixed blessing That is to say, while it affords wonderful opportunities for betterment to men of shrewdness and foresight, it also increases the temptation to spend prodigally money which is easily made. Going a step farther, it also creates an inclination to assume financial responsibilities, to borrow money in unusual amounts, because prospects for meeting these obligations appear to be good.

A mania for speculation is another circumstance attending "good times." In the Great West this has been carried almost to an extreme in these days of rapidly advancing land values. Merchants frequently complain that farmers instead of using the proceeds of a season's harvest to reduce their liabilities, sink them in land speculations, buoyed up by the hope that they will quickly realize large profits.

Similar conditions prevail in the east. Expansion is everywhere the watchword. Those who cannot enlarge their capacity on their own resources have found the banks competing with each other to supply the necessary money, and debts have been incurred which would cripple many of these expansionists should the "growing time" receive a sudden check.

Under the circumstances, a memorandum which was recently sent out to branch managers by the general manager of a leading Canadian bank will be of considerable interest and we feel justified in repeating it, for the benefit of our readers.

This well-known financier speaks as follows:

"Now that the time is drawing near for the harvests of Ontario to be marketed, I consider it an opportune time to draw your serious attention to the existing conditions of business in all its branches throughout Ontario, and to impress upon you the fact that the management of this institution insists that you exercise the utmost caution in the granting of credits, and unceasing watchfulness over credits already granted, during this period of what might be termed a 'revel of prosperity.' Merchants. manufacturers. cattle buyers, grain merchants, and, in fact, all classes of the commercial community are apparently straining at the leash of credit and it is the duty of every banker, not only to his bank, but to the country at large, to judiciously control this financial impetuosity. I would have you see that as far as possible the returns for all goods marketed this Winter go to reduce your customers' existing liabilities, urging on them to 'put their house in order' while this period of rich production lasts, and to exercise economy in order to start with greatly lessened liabilities next Spring, in case bad harvests should be Canada's lot next Fall."

EDITORIAL NOTES.

The coming Spanish olive crop is reported by U. S. Consul Bartleman, at Seville, to be in excellent condition, with prospects for a good average harvest.

* * *

There is talk of the West Indian sugar planters establishing a refinery of their own in Canada, because they think the present refiners deprive them of the benefits of the tariff preference.

* * *

Technical education for clerks and assistants in the grocery and provision trades is making rapid headway in England. It is carried on largely by local societies in the various towns and cities. The Manchester and Salford Society has been going two years and the classes have been attended by 400 students. One of the founders of this society, W. P. Bowman, has donated a prize of £500 to be competed for throughout England two years hence. The prize will be given in the form of a thoroughly equipped grocery store.

* * *

Canada's sales of food stuffs to Great Britain last fiscal year were pretty satisfactory. The quantity of bacon decreased because of the scarcity of raw material. Following are two years' figures :

	1905	1906
Cheese	$20,194,211	$24,300,908
Butter	5,568,999	6,802,003
Bacon	12,180,817	11,563,619
Canned meats....	3,525,250	1,349,880
Wheat, bushels..	11,280,407	36,027,692
Cattle		11,079,065
Eggs	660,610	448,463

* * *

In addition to the Brazil Government's valorization law to control the price of coffee, it is said the railroad interests of the State of Sao Paulo, the largest coffee producing state of the republic, have got together and decided to so regulate traffic as to limit deliveries at the seaboard to exceed 1,000,000 bags a month. The coffee market, however, seems to rely more upon the assurance of Lord Rothschild that money for the $75,000,000 loan to carry valorization into effect will not be forthcoming.

BRIGHT TALK ON THE WINDOW.

(Concluded from page 23.)

Then You'll Look Like Somebody on Sunday."

In a butcher shop the owner displays this sign:

"You Save Money Here. You'll Be Out If You Don't Come In. You'll Be In If You Trade With Us."

A fish dealer has this sign in his window:

"Our Fish are Weighed Without the Scales."

A grocer in a Connecticut town, having been visited by thieves three times within a month, placed this sign in one of his windows where the light showed it up clearly:

"There Is NO MONEY IN The Safe or Register. Please DO NOT Break The Doors or Windows As They Cost Money. If You Must Get In, Call For The Key at 10 L—— street, It Is Yours For The Asking."

SILENT SALESMEN.

The vital principle of successful retailing is to "show the goods." It has been frequently said that "goods well displayed are half sold." The negative of this would be, "goods poorly displayed will not sell well."

With the passage of the years the necessity for the display of merchandise, recognized with each succeeding day, has led men into the manufacture of store fixtures as a business, thus displacing the carpenter, who was about the only maker of fixtures— counters, shelving, etc., in the years that have gone.

It matters not in what line of merchandising you are engaged, it is necessary to show the goods.

When a shopper goes to the city or country retail store the goods must be placed where they may be examined.

Goods frequently sell themselves and the high grade modern fixtures that display an article to such advantage that the passerby stops to examine it and perhaps, as frequently happens, to enter the establishment and purchase the article, is an inexpensive, silent and yet aggressive salesman, working overhours uncomplainingly for the establishment.

With a steady advance in the art of merchandising the retailer has come to recognize the show windows as the very best "fixtures" to show goods to the passing throngs. Salesmen cannot exert their art in disposing of merchandise until the "prospect" enters the store. The window is a coaxer of trade, it is a begetter of business. And the up-to-date merchant uses it to the utmost.

The decoration of the show window has brought out the art of the maker of fixtures for this department, just as the necessity for the display of certain lines inside the establishment has given him ideas and suggestions for interior fixtures.—Commercial Bulletin and N. W. Trade.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers of Your Brother Grocer From the Atlantic to the Pacific—News in all the Provinces.

T. Kinnear, Toronto, was in Peterboro last week.

Colgan & Wilson, grocers, Dundalk, Ont., have gone out of business.

A cold storage plant for the halibut fisheries is about to be established at Nanaimo, B.C.

Williams & Purcell, Seaforth, Ont., successors to B. B. Gunn, are preparing for a big Fall trade.

Boyd, Hickling & Co., Flesherton, Ont., are dissolving partnership. Mr. Boyd will continue the business.

Armand Chaput, of L. Chaput, Fils & Cie, Montreal, was last week on a business trip to Quebec and district.

Durham, Ont., is enjoying a boom. The C.P.R. is building east to Teeswater and west to Preston to connect up their lines.

Lew Walsh, with John Welsh, St. Mary's, Ont., took in the Toronto Exhibition and got as much of it under his hat as most of them.

E. S. and Mrs. Ford, Mitchell, Ont., were in Toronto at the recent millinery openings. They didn't neglect the wholesale grocers either.

Ed. Walsh, of Walsh Bros., Stratford, Ont., and his nephew, Sandy Walsh, were in Toronto, Exhibition week and saw the wholesale trade.

J. Pattison, Fergus, was in Toronto Exhibition week and saw most of his wholesale friends. Everybody, they say, is always glad to see "Jimmy."

W. T. Stenberg, formerly a grocer in London, now a traveler for Mayell & Co., manufacturers of grocers' sundries, Toronto, was in Toronto on Saturday.

Kennedy Bros., Georgetown, Ont., are building a new block adjoining their premises. It will be occupied by the Bank of Commerce.

W. R. Smith, of Seaforth, Ont., successor to the late A. Young, says trade with him is very good and the outlook for the Fall is satisfactory.

R. Robertson is the latest addition to the traveling staff of T. Kinnear & Co., wholesale grocers, Toronto. His territory will be the North Shore.

Couch & Schneider, Mitchell, Ont., have been making extensive preparations for the Fair. They know what is good for the community and push it along.

Norman Gates, Galt, Ont., was married on Labor Day to a lady of St. Catherines. They have returned from their wedding trip, and Norman is again at work.

Jno. McEachren, Inglewood, after a few days visiting in Toronto and Hamilton is concluding two or three weeks' holidays on the shore of Lake Simcoe, near Beaverton, Ont.

A. E. Wenger, Ayton, Ont., is putting a new glass front into his store and making other improvements. When the work is completed the store will be one of the finest in Northwestern Ontario.

R. E. A. Stinson, Moorefield, Ont., has been in Toronto making purchases for his Fall trade, which promises to be better than ever.

The Jamieson Confectionery Co., Galt, Ont., have recently purchased the wholesale, retail and manufacturing business of Campbell & Spittal. Extensive improvements are being carried out.

W. Biggar, formerly with McFarlane, Stafford & Co., Markdale, Ont., is opening a grocery of his own in that thriving village. Mr. Biggar is enterprising and progressive and is sure to succeed.

A Kingston, Ont., despatch states celery-growers' report that the crop this year has been greatly damaged by blight. It has been in evidence for two years. One grower stated he would not sell $20 worth out of 7,000 plants.

Peter Anderson's marvellous tea store, Guelph, Ont., is reputed among travelers to be one of the nicest stores in Western Ontario, and Mr. Anderson has the reputation—one of the Up-to-Dates; anyway he keeps his store in fine shape.

C. M. McCollum, Brampton, Ont., while in Toronto recently is reported to have ordered a size larger hat. It's like this: They have a girl of five, but the first boy arrived lately. He's a dandy, and if any one doubts it ask his pa. Charlie is very convincing on the subject.

W. R. Cole, Mitchell, Ont., is a star bowler and is delighted at the success that has attended the Mitchellites this season. They won several trophies and were one of the few clubs to hold their own against the gentlemen from the Old Country.

A. D. Kirby and W. H. Wherry, Detroit, and W. Bong, Dr. James Sampson and A. H. Clarke, Windsor, have been incorporated as the San Diego Fruit Co. with share capital of $150,000. The head office of the company will be at Windsor.

Albert Ahrens & Co., Chicago, are receiving from three to six cars of Canadian turnips per day, and will continue until the season is over. Mr. Ahrens says the stock is very fine this year, and meets with a ready sale.—Fruitman's Guide.

Ald. W. H. McClarty, a leading grocer of Owen Sound, Ont., is one of the busiest men in the trade. Last week, when seen, he hadn't time to talk he was so taken up with hetping to make the Owen Sound Exhibition bigger and better than ever. It was he got the performing elephants that were the chief attraction before the grand stand at Toronto. The grocer alderman knows a good thing when he sees it, sure 'nough.

(Additional notes on page 45.)

CENTRAL CANADA EXHIBITION

Great Fair at Ottawa—Some Needed Improvements—Large Attendance and Many Interesting Exhibits—Management are After the Dominion Fair Grant for Next Year.

The Exhibition of the Central Canada Fair Association held at Ottawa, Sept. 7 to 15, closed its doors upon the best attendance since its organization. A number of new and large buildings had been erected, notably the new Dairy Building and the auditorium, the latter no doubt the largest and best arranged public edifice of its kind in Canada. While the Exhibition directors are to be commended upon the improvements in their latest buildings they are certainly open to censure for neglecting the grounds proper. The Fair has gone beyond village and township shows and it is high time that the management paid attention to laying out the grounds in proper roadways, sidewalks and paths. Another, and still more chilling sight is the patched-up, ungainly and ugly grandstand. Such a monstrosity might well be made the sport of a charitable bonfire some night with Chief Prevost and his brigade on hand to protect the other buildings. On the other hand the fine Main Building is a credit to the association, barring the inefficient ventilation. This was a complaint on the part of nearly every exhibitor and must be remedied in the future. There are ample opportunities, with the lovely park and canal bank and pond, at hand for making the Fair grounds an ideal show spot. The management aspire for the Dominion Fair grant of 1907.

Central Canada Exhibition, Ottawa—Battle Creek Health Food Co.

Central Canada Exhibition, Ottawa—Comfort Soap.

As regards the exhibits proper, the number shown was given out as in excess of those of previous years and on the whole were most satisfactory and from an educational point of view, highly instructive. A process building is also a necessity, as the wind-tossed, unprotected sheds along the banks of the canal have outlived their usefulness. The attendance was large and Secretary E. McMahon and Treasurer T. Cameron Bate were busy officials throughout the Exhibition. To these gentlemen The Grocer representative is indebted for many kindnesses. Next year, it was stated, the public would find many improvements and as the Central Canada Exhibition is an established event and an annual outing for the whole of Eastern and Central Canada, the greatest encouragement should be given to these gentlemen, the president and directors, in their efforts to make the Ottawa Fair the Mecca for all Canada.

Pugsley, Dingman & Co., Toronto.

Pugsley, Dingman & Co., Toronto, proprietors of Comfort Soap, have had many and handsome exhibits at Canada's leading Exhibitions, but the one at the Central Canada Fair in Ottawa this year will stand out as a rare achievement of artistic arrangement and effective advertising. A glance at the photo will show the excellent position of the display, the huge bar of Comfort Soap in the centre, the guessing of the weight of which was attempted by thousands every day. And the effort to guage the weight of the monster cake was worthy the thought of all as the five handsome premiums for the winners were valuable enough to make the short-weight guessers envious. The cottage in the centre in bright and cheerful colors and draperies was hung with an array of the handsome premium pictures that go to savers of Comfort Soap wrappers. As at the Sherbrooke Fair, visitors brought thousands of wrappers for redemption of pictures, silverware, jewelry and useful household articles. F. D. Cockburn, Montreal representative, assisted by the two Eastern Ontario and Ottawa representatives, the

latter of whom being the designer of the booth, worked like the proverbial beaver to keep up with the inquiries for premiums, guessing slips, while a number of most satisfactory orders were secured from visiting merchants. That "Comfort Soap was all right" was evident on all sides, and the entire display in its conception and artistic arrangement well deserved the Exhibition Association's diploma for the best design and exhibit in the class.

Battle Creek Health Food.

Near the eastern entrance of the Main Building the exhibit of the products of the Battle Creek Health Food Co., Limited, Canadian factory, London, Ont., was one of the most striking, attractive and best patronized booths. The arrangement was one that brought out clearly the various health foods, Life Chips, Granose Flakes, Granose Biscuits, Granola and Caramel cereal coffee. These foods, so extensively advertised throughout the United States and Canada, have received the most favorable consideration on the part of the consumer, and the grocery trade of Canada is extending its support to them in a manner that is not only profitable to itself but also a reflection of the consumers' appreciation. Life Chips, a blend of the choicest white Winter wheat toasted and mixed with best quality of malt, contains body and brain-building elements, and as a breakfast food is a necessity to every well conducted household. Served with cream and sugar by the young lady demonstrators, it elicited highly commendatory remarks. Granose Flakes and Granose Biscuits, two dainty, flaky wheat products, are especially prepared as a food for invalids, dyspeptics and infants, and eaten with cream or fruit juices, make a unique and healthful diet. Granola is a health food pure and simple, and is a mixture of the most nutritive grains, thoroughly worked, dextrinized and granulated, and its introduction by the Battle Creek Health Food Co., Limited, has received the praise of the most eminent physicians and nerve specialists. Put up in 1-lb. cartons to retail at 15c., it is a line that should interest profitably every grocer. In their search for healthy articles of diet, the Battle Creek Health Food Co., Limited, have not hesitated to attack the drinking customs of the public and after a thirty years' close study of the effect of tea and coffee drinking on the human system, have secured in their caramel cereal coffee a substitute for the nerve-racking tea leaf and coffee bean. It is a purely cereal preparation of different grains producing a very fragrant, flavory and rich beverage, having the appearance and general characteristics of coffee without its deleterious effects on the body and brain.

The exhibit was designed by and was under the direct personal supervision of E. A. Shoebotham, the representative of the Battle Creek Health Food Co. He was assisted by Mrs. Taylor, the company's head demonstrator, and a staff of three young ladies, whose training assisted in placing the qualities of the various products appreciatively before visitors. The leading grocers of Canada can make no mistake in placing these excellent foods on sale. Same are obtainable from the leading grocery jobbers from Halifax to Vancouver.

Motard, Fils & Senecal, Montreal.

The exhibit of Motard, Fils & Senecal, Montreal, located in the Main Building, drew to itself the attention of visitors in a manner that should prove advantageous to the company. Its singularity consisted in being the only exhibit of the famous wine of the Trappist Fathers of Oka, P.Q., known as "Vin Phosphate au Quinquina." This tonic wine, for which Motard, Fils & Senecal are sole agents throughout the world, is coming rapidly to the front as an almost indispensable article to sufferers from anaemia, asthma, rheumatism and stomach troubles. Its endorsation by leading physicians places it at once in the category of indispensable tonics, and the grocery and wine merchants will find it to their advantage to recommend and sell it. Messrs. Motard, Fils & Senecal also displayed the famous Fournier & Co. Brandy (V. Fournier & Co., Cognac, France) whose reputation is world-wide, it being a celebrated medicinal brandy and possessing properties that appeal to every connoisseur and epicure. Since the introduction of this cognac by Motard, Fils & Senecal, the demand has increased in a remarkable degree, the trade judging it to be of especial merit and favor. Orders for both the Vin Quinquina and Fournier cognac are shipped from the Montreal warehouses of Motard, Fils & Senecal, 5 Place Royale. The American agency for Vin Phosphate au Quinquina is at Rouse's Point, N.Y., from which point the wine has been introduced and placed on sale in Boston, New York, Providence, Worcester, Springfield and other Eastern States business centres. Inquiries from

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Central Canada Exhibition, Ottawa—Motard, Fils & Senecal.

Central Canada Exhibition, Ottawa—Melagama Tea.

American merchants will receive attention if addressed to Rouse's Point, N.Y.

L. H. Packard & Co., Toronto.

Near the eastern entrance of the Main Building, in the large central aisle, was located the booth of L. H. Packard & Co., Limited, Montreal, whose shoe polishes and shoe dressings have been

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Central Canada Exhibition, Ottawa—L. H. Packard & Co.

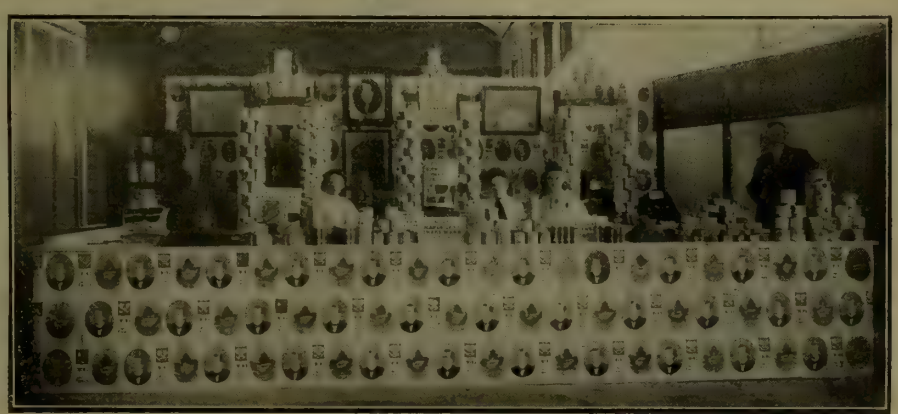
so long on the Canadian market as to become a household word. The land is covered with Packard's shoe shining stands and particularly in large cities is it evident that people use Packard's shoe dressings. The booth, which was in charge of James William Strike, advertising manager, and H. Walter Daly, representing the company between Quebec and Winnipeg, and well did they demonstrate the quality of their Black-O, Tan-O and French glycerine. With their selling privileges the demand for Black-O was remarkable, and although ample stock was thought to have been provided, it was found necessary to wire for more supplies. Packard's shoe dressings are growing into greater favor day by day and as only the very best materials are used in their manufacture an absolutely safe polish is always guaranteed. "The grocery trade will find Black-O a winning 10c. shoe polish," said Mr. Strike. "The only trouble seems to be that we cannot keep up with our orders, despite the fact that L. H. Packard & Co. have to-day the largest and best equipped shoe dressing and polish plant in Canada."

Canada Maple Exchange, Montreal.

As usual at Dominion and Provincial Exhibitions, the Canada Maple Exchange, Montreal, exhibit was one of the most striking. At this Fair, the exhibit, which was located in the new Dairy Building, occupied a prominent position, being located at the right hand side of the main entrance. The display of the company's products was splendidly arranged and showed in an effective manner the maple sugar confections, maple sugar syrups, etc. The putting up of maple products in this way ensures hygenic conditions that appeal to the consumer. In addition to the maple cream chocolates, maple cream frosting cremo, etc., the Canada Maple Exchange have received ah ETAOIN SHRDLU h have secured the sole control of the output of the Quebec Maple Co., whose products number, among others, the "Habitant" brand of Beauce County maple syrup. Many dealers have a demand for a cheap line of syrup, and the Canada Maple Exchange is in a position to supply their requirements in a manner to satisfy every dealer and consumer. The cheaper grades of maple syrup are guaranteed to be made from pure Beauce County sugar and the fact that the demand for same is growing rapidly is an evidence of their good qualities. The brands of the Canada Maple Exchange have obtained a reputation that extends not only through Canada, but also in England, South Africa and other foreign countries. The booth at the Ottawa Fair was designed and arranged by Mr. Hanam, local representative, and with the assistance of several saleslaadies a large business was done.

Minto Bros., Toronto.

The only exhibit of tea at the Canada Central Fair was that of Minto Bros.' "Melagama." The booth in the centre aisle of the Main Building was one so unique and strikingly attractive that it in itself drew to it constant crowds. Aside from the booth effect the sampling of Melagama tea was an event to every lady visitor and housekeeper attending the Fair, and the merits of the tea were appraised at high value. One of the features of the booth, and a splendid idea, was the lady fortune teller, clad in a bright Mother Hubbard costume lettered with the legend "Melagama tea." Many a fortune she was called upon to decide with the lingering tea leaves, the greatest fortune to all being that the drinking of Melagama tea was essential to success and health and happiness. The reception that Melagama tea has met in Ottawa and the Valley towns must be flattering and satisfactory to Messrs. Minto Bros., and F. J. White, proprietor, whom The Grocer met during the week, expressed himself most optimistically as to the future prospects in Eastern Canada. W. Men, representative, and who designed and planned the booth and campaign during the Fair, was most assiduous in his efforts to show the public the good tea that Melagama is. It is a feather in his cap that his booth was awarded the diploma for best display and design. Assisted by Mrs. Brown, chief demonstrator, and two young ladies, he gave to visitors to the Fair the closest attention. That profitable results will follow is a foregone conclusion. Good work with good goods always wins out.



Central Canada Exhibition, Ottawa—Canada Maple Exchange.

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Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co, Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Thorne, Hy, & Co., Leeds, Eng.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co, Ottawa.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros, Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Lunenburg, N.S.
Connors Bros., Black's Harbor, N.B.
Halifax Cold Storage Co., Halifax, N.S.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J, Co., Ltd., Bowmanville, Ont
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T, & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co. Tilisonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos., Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co, Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co, Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St Catharines.

Office Supplies.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co, Ottawa.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
English Embrocation Co., Montreal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence Starch Co., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Markets and Market Notes

QUEBEC MARKETS.

FLUCTUATIONS—
Rice—Advanced.
Fish—Revised.
Currants—Advanced.
Evaporated apples—Declined 1-2c.

Montreal, Sept. 20, 1906.

Trade is in a healthy condition, and few complaints as to lack of business are heard around either wholesale or retail establishments. The upward tendency in grocery lines is still noticeable more so in certain lines than in others. The dried fruit market particularly illustrates the tendency of the trade at present. California raisins have been advanced, while Valencias are such that no one cares to say anything about them. Currants are higher than at the time of our last report, while nuts continue their flight. Canned goods prices for tomatoes and corn are not yet out, as it was thought they would be by this time. However, everybody has a story to tell as to what prices are going to be, but no person is in a position to state for a certainty what figures will rule. There has been on change in sugar since last report, and jobbers say they are doing a good business. Molasses is unchanged, while coffee is little different to what it was last week. Spices remain about the same. Tea presents no new feature other than the advance in flavoring Ceylon blacks. Evaporated apples are easier this week, as is also honey. Rice has been advanced ten cents since last report.

There is said to be little trouble in making collections, jobbers being quite satisfied with the way the money is coming in.

CANNED GOODS—Contrary to expectations prices were not given out on tomatoes and corn as a result of the meeting of the canners last week. It cannot be said that there is a great deal of disappointment in the trade in consequence, but nevertheless merchants are desirous of having prices as soon as possible. Many wish to buy in these lines, but prefer waiting for the new prices, to taking old stock at figures now ruling. Rumors as to the probable price of tomatoes are still going the rounds. Every person has his own version of the situation, so that it is hard to learn anything definite and at the same time authoritative. As a matter of fact there is probably nobody in a position to speak of prices with any degree of certainty, since the canners themselves did not deem it advisable to fix them when they met. It is likely that lists will be out in ten days or so at most, before which time it would be difficult to state anything in the way of reliable information. In the meantime there is no surplus of old stock on hand, fish, and salmon in particular being scarce.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gal. apples	2 77½	2 75
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Peaches—		
Yellow, flats, 1	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, notpeeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 00
2's " " heavy syrup	....	1 20
2½'s " " " "	....	1 57½
3's " " " "	....	1 85
Gals. " " standard	....	2 95
2's " Lombard, light syrup	....	1 05
2's " " heavy syrup	....	1 35
2½'s " " " "	....	1 62½
3's " " " "	....	1 90
Gals. " " standard	....	3 15
2's " Green Gage, light syrup	....	1 15
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 72½
3's " " "	....	2 00
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 52½
2½'s " " "	....	1 80
3's " " "	....	2 10
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25
VEGETABLES		
Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 85	
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	....	1 20
Gallon tins, per doz	....	3 02½
FISH		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Very good business has been done under last week's advance in price. Country orders for Fall trade are very good, while business in the city is also satisfactory. The only complaint made by jobbers is that they cannot obtain the sugar to make deliveries, but this is being gradually remedied with the coming forward of supplies.

Granulated, bbls.	$4 40
" ½-bbls	4 45
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs	5 05
Extra ground, bbls.	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Molasses is unchanged, the market being about firm. There are some who are surprised that the state of raw sugar has not affected the market. To date, however, the advancing tendency of this article has not been felt in the molasses market.

Syrups are picking up for Fall and some good orders have been booked recently.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 03
" ¼-bbls.	0 02½
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA—There is very little that is new in the tea market at present. The only feature this week is the advance in Ceylon blacks. Cable advices from the island say that there has been an advance of a penny a pound on flavory blacks. Ceylon and Indian greens are a little

dearer. There is a good inquiry for all grades of Japans, including siftings and fannings. Of the latter two there is very little held, however. China greens are going very well at about last week's figures, while blacks are on the quiet side.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pinguey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—Coffee continues about normal. Business in the city is picking up considerably, while country accounts are beginning to show interest in the article. Mocha is slightly higher in the primary market, but other lines are nominal.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SPICES—There has been practically no change in spices since last report. Consumptive demand is very good on general lines, while there is an upward tendency in peppers and ginger.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS— Prices are still upwards inclined in nearly all lines. Valencia raisins are unsettled. Watt, Scott & Goodacre, in their report of September 18, say of the situation:

Shippers of Valencia raisins are very conservative in accepting orders, and will only act in a cautious manner; while we have no positive advance to report, it would not surprise us to see one at any moment. Sultanas are strongly held at the latest advance. The prognostication of our last circular regarding currants is verified by an advance of 1-6 per cwt. to-day, with a strong market. We have advised our friends to secure fruit from the very opening and we still do so. The Jacona (the last direct steamer) will reach Patras about 20th, so prompt action is necessary.

California raisins are advancing, being now half a cent above the opening price. The market is strong according to advices received. Packers are troubled by lack of labor. The wet weather will produce a noticeable effect on prunes of the cheaper grades, and buyers of these lines may be prepared to meet with damaged stock when making their purchases. In nuts, the upward tendency continues. Shelled almonds are now quoted 30c. to 30 1-2c.; shelled walnuts, 24 1-2c.; grenobles, 14c.: Tarragona almonds, 14 1-2c. to 15c.; Brazils, 16 1-2c. to 17c.; filberts, 9 1-2c. to 10c., and French walnuts from 9 1-2c. to 10c.

Valencia Raisins—		
Fine off-stalk, per lb		0 05
Selected, per lb		0 05½
Layers, "		0 06
Dates—		
Dates, Hallowees, per lb		0 05
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	2 50	
" " ½-boxes	0 80	
Royal Buckingham Clusters," ½-boxes	1 10	
" " boxes	3 50	
" Excelsior Window Clusters,"	4 50	
" " " ¼s	1 3	
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	0 08½	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08½	0 09
" " 4 crown	....	....
Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05
Currants—		
Filiatras, uncleaned, barrels	....	0 06
Fine Filiatras, per lb., in cases	0 06½	0 07
" " cleaned	....	0 07
" " in 1-lb. cartons	....	0 07½
Finest Vostizzas "	0 06½	0 07½
Amalias "	....	0 06
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	....	0 10
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Sept. 20, 1906.

BUTTER—No change in market situation.

CHEESE—Prices slightly higher. Demand very good.

EGGS—Nothing new. Prices hold steady.

PROVISIONS—Sales of smoked meats continue fair to good. Prices unchanged. Dressed hogs quoted $9.50 to $9.75 per 100 lbs.

EVAPORATED APPLES— The market this week is easier in tone. Dealers are quoting 8c., at which price there is fair business passsing.

RICE AND TAPIOCA—Rice has been advanced ten cents. This is the feature of this market, otherwise there is nothing new. Trade is fair to good. Tapioca is not in very strong demand, owing, of course, to the high price asked.

B rice, in 10 bag lots		3 25
B rice, less than 10 bags		3 35
C C rice, in 10 bag lots		3 15
C C rice in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07½	0 08

BEANS—Beans continue unchanged. Spot stocks are just about cleaned up. Prices are firm.

Choice prime beans	1 55	1 60
Lower grades	1 50	1 55

HONEY—Honey is easier this week than it has been for some time. Trade passing is not as large as it might be, but dealers feel that it is very good.

White clover comb honey		0 14
White clover, extracted tins		0 09
Buckwheat		0 08

MAPLE PRODUCTS—There is little change this week. The market is rather firmer, if anything, but prices are unchanged.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07½	0 08
Pure Beauce County, per lb	....	0 08½

ONTARIO MARKETS.

FLUCTUATIONS—
Sugar—Still firm.
Dried Fruit—Scarcer.

Toronto, Sept. 20, 1906.

Business is generally good in the grocery and foodstuff trade, with no new features. The interest in dried fruits continues and eack week the market is barer. There are some indications of a panicy feeling among the retailers, showing itself in the manner of their buying. There is of course the possibility that this market may go short, and the opinion is strong that prices will not go lower, at anyrate not until after the heavy demand for Christmas trade; yet the wholesalers here are buying very sparingly, and the cautious would advise the retailer to go slow also. There are reports of retailers buying at the present high prices pretty heavily of fruit so poor that a little while ago they would not have had it at any price. The gain is not with the risk.

New pack corn and tomatoes are in all the jobbers' hands, but prices are not yet forthcoming. The packers want to see the end of the pack. A sudden frost might put the cover on in a hurry.

Sugar is less interesting, not to say easier. Collections are pretty satisfactory.

CANNED GOODS—No changes are reported and prices on corn and tomatoes are looked for daily to launch a big trade. Initial shipments of the new pack of sockeyes went out this week.

SUGAR—Due it is said to reassuring news from Cuba, European beet turned easier on Monday and went from 10s. 3d, the Saturday price, to 9s. 10½d. Tuesday, however, showed a recovery to 10s. The market in New York is still firm, and there are very few offerings. The recent course of the market has been as follows:

Sept. 12.—European beet, 9s. 10d, f.o.b. Hamburg, equal to 4.06c. duty paid New York for centrifugals 96 degrees.

Sept. 13.—European beet, 9s. 11½d, f.o.b. Hamburg, equal to a shade on 4.09c. duty paid New York for centrifugals 96 degrees.

Sept. 14.—European beet, 10s. 3d, f.o.b. Hamburg, equal to 4.16c. duty paid New York for centrifugals 96 degrees.

Sept. 15.—No change.

Sept. 17.—European beet, 9s. 10½d, f.o.b. Hamburg, equal to 4.07c. duty paid New York.

Sept. 18. — European beet, 10s., f.o.b. Hamburg, equal to 4.10c. duty paid New York for centrifugals 96 degrees.

Willett & Gray, at the end of last week said: "The immediate end of the insurrection would scarcely recover the losses already occurred, while the fact of its occurrence at all will tend to set the island backward several years in its prosperity. Sugars therefore of the world must be considered as on a low basis generally and liable to a more marked improvement than has taken place in years. As bearing upon the present situation in Cuba the parallel case of the Spanish war may be cited.

The crop of 1904-95 was 1,031,097 tons and the anticipation for 1895-96 was for 1,200,000 tons. Under the proclamations and acts of the insurgents in destroying the cane fields a million tons of this disappeared and only 231,180 tons were made."

The total stock of Europe and America is 1,737,794 tons, against 1,191,482 tons last year at the same uneven dates. The increase of stock is 446,312 tons, against an increase of 462,406 tons last week. Total stocks and afloats together, show a visible supply of 1,987,794 tons, against 1,681,482 tons last year, or an increase of 306,312 tons.

Paris lumps, in 50-lb. boxes	....	5 13
" in 100-lb. "	....	5 03
St. Lawrence granulated, barrels	....	4 48
Redpath's granulated	....	4 48
Acadia granulated	....	4 43
Berlin granulated	....	4 38
Phoenix	....	4 48
Bright coffee	....	4 28
Bright yellow	....	4 33
No. 3 yellow	....	4 33
No. 2 "	....	4 18
No. 1 "	....	4 08

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Low grade molasses are scarcer in the primary markets, but thus far there is no change in quotations locally.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 02½
" ½-bbls "	....	0 03
" kegs "	....	0 03½
" 3 gal. pails, each	....	1 40
" 2 gal. " "	....	1 00
" 2-lb. tins (in 2 doz. case) per case	....	1 95
" 5-lb. " (in 1 ") "	....	2 40
" 10-lb. " (in ½ ") "	....	2 35
" 20-lb. " (in ¼ ") "	....	2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts. " "	....	6 00

TEA—Prices in primary markets are firming up on improved quality coming forward. Locally low grades are receiving some more attention. McMeeking & Co. in their review of the London market for the month of August say :

"Although the quality from Darjeeling and Assam was generally good, and of a few marks specially so, it did not approach the exceptional level registered during August of 1905. There was a very strong demand for everything of stand out character, and the average prices made by the teas from those two districts were close up to the level of August last year. The quantity offered at the close of the month proved too great for the demand, and there was slack bidding with a fall registered on most kinds. The demand for poor and indifferent liquoring sorts was very limited, and those continued to recede in price."

W. J. & H. Thompson's mail advice from London, of Sept. 6, says :

"The statistical position of Ceylon tea is shown by last month's London figures to be steadily improving, for the stocks in bond on 31st August were some two million lbs. less than in 1905, and, though imports were smaller, clearances were 400,000 lbs. ahead of the corresponding period last year; in view of these facts the slightly lower average price now obtainable is apparently entirely due to the reduced quotations for common tea. On the other hand, heavier deliveries of Indian tea have failed to keep pace with the increase in imports, with the result that stocks at the end of last month were fully 8,000,000 lbs. in excess of 1905—a somewhat unsatisfactory position, especially when it is remembered that the poorness of the quality compared with last year's standard has been to a great extent responsible for the fall of over 1d. per lb. in the average price."

COFFEE—Locally the market is unchanged. The speculative market abroad has experienced a drop, but authorities continue to assert that prices for the real article are going higher. Speculators in a body, it is said, are on the shut side, and the Brazil crop has suffered severely from drought.

DRIED FRUITS—Primary prices on Turkish natural figs have advanced one to two shillings within a week. The price of Comadra figs, a Portuguese variety, is unchanged, but in view of the general advance on all fruits it is thought not unlikely they will follow suit. Locally, Sultana raisins are practically unobtainable. The market for the new crop continues firm and there is no indication of any backward movement. Currants are somewhat of an enigma. High prices are not thought to be justified by the natural conditions, but the advance continues nevertheless. The situation is not a natural one, the first factor after the crop being the retention law of Greece. The Valencia raisin market continues firm without indication of any concession in price. The local market is practically bare of prunes. One house has some Austrians and a quotation is made for them, but the other quotations are merely nominal.

Prunes, Santa Clara—

	Per lb.			Per lb.	
90-100s, 50-lb boxes	....	0 07	60-70s, 50-lb boxes	0 07½	0 08
80-90s "	....	0 07½	50-60s "	0 08½	0 09
70-80s "	0 07½	0 07½	40-50s "	...	0 09½
			30-40s "	0 10½	0 10½

Austrian prunes, 950's 0 06½ 0 06½
Note—25 lb. boxes ½c. higher.

Candied and Drained Peels—
Lemon..... 0 11 0 11½ Citron 0 18 0 20
Orange 0 11½ 0 12½

Figs—
Elemes, per lb 0 10 0 14
Tapnets, " 0 04½

Peaches—
Californian evaporated, " " 0 14 0 17

Pears—
Californian evaporated, per lb 0 13

Currants—
Fine Filiatras..... 0 06½ up Vostizzas 0 08 0 08½
Patras 0 07 0 07½
Cleaned ½c. more.

Raisins—

Sultana	0 10	0 13
" Fancy	....	....
" Extra fancy	....	....
Valencias, selected	0 07	0 07½
Seeded, 1-lb packets, fancy	0 10	0 10½
" 12 oz. packets, choice	....	0 08½

Dates—
Hallowees .... 0 05 Fards choicest.... 0 09 0 10½
Sairs .... 0 04 " choice..... .... 0 09½
Domestic evaporated apples..... 0 13

NUTS—Nuts of all kinds are firm at the existing prices. As high as 32c. is being asked for shelled Valencia almonds.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 26	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 26	0 28
Filberts, per lb	0 09½	0 10½
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

SPICES—Quotations are unchanged :

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

HONEY—The supply is very limited and, as expected, prices are considerably over last year. Honey, however, is a luxury and as prices advance the demand falls off and people turn to other things. This is recognized by the trade and prevents heavy buying when prices are high. Quotations for choice stock are :

Honey, strained, 5 to 10 lb tins	0 11	0 11½
" " 60 lb tins	0 10	0 10½
" in the comb, No. 1, per doz	2 00	2 25
" " No. 2, "	....	1 75

These prices are for strained honey 2c. to 3c. higher than last year, and for honey in the comb 50c. to 75c. a dozen higher. There is very little comb honey on the market.

RICE AND TAPIOCA—Prices are unchanged but firm.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	0 07½
" double goat	....	0 07½

DRIED FISH—Prices are unchanged.

Boneless fish, per lb	....	0 05
Cod fish, 1-lb. bricks	....	0 07
Quail-on-toast, per lb	0 05½	0 60
Flitched cod fish, cases of 100 lbs	....	6 50

WOOL AND HIDES—Rendered tallow is quoted ¼c. lower. Otherwise prices are unchanged. The market is quiet.

Hides, inspected, steers, No. 1	....	0 12½
" " " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
Country hides, flat, per lb., cured	....	0 11½
Calf skins, No. 1, city	....	0 13
" " No. 1, country	....	0 12
Lamb skins and pelts	....	0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	....	0 16
" washed fleece	....	0 26

N. B. MARKETS

St. John, N.B., Sept. 19.

The markets generally have not shown much change since last report. A fair volume of Fall trade is in progress. The root and grain crops in this province will be short this year, owing to the drought. The lumber trade continues active. In the wholesale trade there is considerable interest now in green and dried fruit and canned goods. In the fish market there is no change except that smoked herring are quoted higher at 10c. to 10½c. Cheese and butter continue at a high level.

OIL—There is no change in quotations in this line. The demand for burning oil is increasing as the Autumn advances. Gasoline is still in good demand and stocks light. In other oils business is quiet.

SALT—The price of coarse salt here is governed by the price in England. Last year the price was 53 cents ex ship here. Last Spring the combine was broken, with the result that the price

fell to 47 cents. It has for some time now been 49 cents, and this will continue for the present season. As the English combine has patched up its differences, higher prices are expected for next season. There is a fair volume of trade here.

CANNED GOODS—Corn is very low in stock and in few hands in this market. Tomatoes and peas are firmly held. Salmon are very strong, and prices are stiffer than in the Spring. Trade generally is fairly active. As before stated, sardines are a light pack this season and oysters also scarce.

GREEN FRUIT — Regarding apples, the fruit inspector here states that Nova Scotia Gravensteins and Pippins are not up to the mark this year, and it looks as if the proportion of No. 1 would be about one in four. Winter apples look well. Some Ontario apples have been received here. Ontario grapes, pears and peaches are now on the market. Ontario plums are rather high for this market, but Nova Scotia supplies a few. Some California grapes are still arriving, at reasonable figures. Oranges and lemons are in fair supply at firm prices. There is a good trade in bananas.

DRIED FRUIT—Higher prices are asked at the coast for California prunes and both loose and seeded raisins. Fairly good stocks had been purchased for this market before the advance. The currant market is reported decidedly strong. American Silverskin onions in bags are now on the market, and may be landed here almost as cheap as Canadian. The tendency is therefore a little easier.

SUGAR—There has been an advance in price in sympathy with other markets. Dealers here are well supplied.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Midsummer has long been known as the "silly season," the time for seaside flirtations which run their brief and passionate course, seldom or never resulting in matrimony, the time when the magazines are filled with the lighter class of fiction supposed to be suited to the literary tastes of the people during a foolish part of the year, the time when the newspapers are at a loss for news of interest and when as a consequence their otherwise dull pages are filled with improbable but interesting stories which masquerade as fact but are really the product of the fertile imaginations of reporters and news editors at their wits' end for "features."

With the beginning of September midsummer is a thing of the past, according to the calendars, but the hottest weather of the year came in the early part of the month, and it is therefore not surprising to find a Winnipeg contemporary still suffering from the effects of the "silly season."

In a silly editorial this contemporary goes out of its way to cast doubts upon the fact that this paper has been appointed, and is at the present time, the officially recognized medium for news of the Retail Merchants' Association of Western Canada. In a very foolish editorial which reveals considerable editorial excitement caused by the extreme heat, the assertion is made that our contemporary seeks no "puppet" title, but is best qualified to be given a "puppet" title. The rash remark is made by our contemporary that it has the authority of the leading officials of the association for the statement that they recognize no paper as their official organ. Evidently some of the officials have been testing the credulity of a credulous reporter during the "silly season," and this editorial is the result. The trade are too well aware of the relations existing between the association and The Canadian Grocer (and of the reasons which led to the establishment of this relationship) to be at all disturbed by the editorial in question.

During the hot weather and before the opening of the Fall trade association business has also been quiet. Secretary Coulson has visited several country points helping to adjust local differences and assisting in effecting local organization. Money is reported "tight" in all quarters and perhaps this is not the best time of year to press for the collection of fees; but it must not be forgotten that the association is helpless without the "sinews of war," and that the fees of many members are still unpaid.

* * *

A splendid example of the benefits which it is possible to derive from a strong local organization of dealers is furnished by the success of the association of the retail grocers in Winnipeg. Winnipeg grocers are now meeting regularly and giving each other information that is of great value. Poor pay customers are now pretty well known and the "delinquent list" is kept up to date. Members wonder now how it was that they did not have their association years ago.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 20, 1906.)

General business continues very active with few changes in price. Money is reported "tight," and it will be some little time before conditions will be much improved by the marketing of the crop.

CANNED GOODS—New season Goodwillie goods are now on the local market and quotations will be noted below. We quote:

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz.	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 [illegible]	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 [illegible]
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	....	4 20
2's, whole, " "	....	3 75
2½'s, whole, " "	....	4 60
2's, grated, " "	....	4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz	....	6 80

Goodwillie's Goods.

Strawberries, per case	3 10
Red raspberries, per case	2 60
Red cherries, "	2 60
Red currants "	2 60
Black currants "	2 60
Lawton berries "	2 60

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	1 98	1 93
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "	....	2 08
sliced, "	....	2 28
whole, 3-lb., "	....	2 64
sliced, " "	....	2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz	....	11 10
Asparagus per doz	....	2 89
Tomatoes—		
All groups, per case	....	2 80
Beans, golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 50
" Clover Leaf "	7 20
(Prices are for delivery in October-November.)	
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

MEATS

Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " 2's, "	1 90
" " 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups (Van Camp's), per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken (Aylmer), per doz	3 30
" (Delhi), "	3 20
" turkey (Aylmer)	3 30
" (Delhi)	3 20
" duck (Aylmer)	3 30
" (Delhi)	3 20
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's. "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf (Libbey's), ½ lb., per doz	1 25
" " 1 lb. "	2 50
Ham loaf " ½ lb. "	1 25
" " 1 lb. "	2 50
Chicken loaf " ½ lb. "	1 85
" " 1 lb. "	3 50
Lunch tongue (Clark's), 1's, "	3 45
" (Aylmer), 1's, "	3 00
Sliced smoked beef (Libby's), ½-lb. tins, per doz.	1 80
" " " 1-lb. tins, "	3 10
" " " 1-lb. glass, "	3 35
Chipped " " ½-lb. tins, "	1 45
" " " 1-lb. tins, "	2 50
" " " 1-lb. glass, "	3 05
Sliced bacon, " 1-lb. tins, "	3 10
" " 1-lb glass, "	3 25
Corned beef (Clark's), 1-lb. tins, per doz	1 50
" " 2-lb. " "	2 65

SUGAR—As noted last week in our telegraphic market corrections, sugar has been advanced 10c. per cwt. We quote :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" " in sacks	4 85
Berlin, granulated in bbls	4 90
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 85
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES—As noted last week, there has been a slight advance in Crown brand syrup. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Rios continue very firm in price. We quote :

Whole green Rio, per lb	0 11½ 0 12
" roasted " per lb	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
" Telegraph,"	4 95
" Telephone "	4 [illegible]
" King Edward"	3 65
" Head Light "	4 40
" Rising Star "	5 90
" Eagle "	2 05
" Victoria"	3 25
" Silent," 200's	2 30
" 500's	4 90
" Comet "	2 25

FOREIGN DRIED FRUIT—Muscatel raisins have been advanced ½c. per lb. for November delivery. Revised prices for present delivery from old stock will be found below. We quote :

Sultana raisins, bulk, per lb	0 09½
" cleaned, "	0 11
" 1 lb pkgs "	0 13½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb	0 08½
" " " 3 "	0 09
" " " 4 "	0 09½
" " choice seeded in ¼-lb packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 08
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

NUTS—As noted last week, almonds have been advanced. We quote :

Almonds, per lb	0 12½
" (shelled), per lb	0 30
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 8 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO — Tapioca is firmer and a further advance is not improbable. We quote :

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

BEANS—White beans, hand picked, are quoted at $2.05 per bus., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

NOVA SCOTIA MARKETS

Halifax, N.S., Sept. 18, 1906.

The grocery markets continue quite active, trade being good all around with prices steady. Dried fruits are very scarce and the prices high. Valencia layer raisins are quoted at 8c. and 9c., and the price of Sultanas is higher than ever before. New canned goods are very slow in arriving and jobbers are at some loss to understand the present condition of affairs. Poultry is not very plentiful yet, and the stock marketed brings high prices, chickens and ducks selling at one dollar per pair for fair sized birds. Fresh pork is also scarce. Beef is in fairly good supply, but lamb is scarce, being quoted at 10c. and 11c. The first shipment of Nova Scotia apples was made during the close of the week when the steamer London City took 3,500 barrels for London direct.

FRUIT—Native apples are coming on the market more plentiful, but the stock offered for sale is of very poor quality. It is thought that the late varieties will be better. Gravensteins will be scarce this season and it is expected that the best quality will bring very high prices. Dealers are still complaining of the high prices and the scarcity of oranges and lemons. Jamaicas are worth about $8 per barrel and Valencias $6 for 200 count. Lemons are $9.50 per case. California Bartlett pears are $5 per box, American Bartletts $5 to $7, per barrel and Nova Scotia the same. Cranberries are now on the market and are selling at $3.50 per bushel. Notwithstanding the early reports regarding the shortage in the plum crop, a great quantity was marketed this week. The cheap varieties, such as Moore's Arctic, are selling at 30c. to 40c. per basket, while the better varieties, like Lombards, green gage and egg plums are quoted at 50c. to 60c. per six-quart basket. Bananas are selling at $1.75 to $2. Potatoes advanced in price during the week, caused by the partial failure of the crops raised by local farmers who supply the market until the late crop arrives. They are quoted at 70c. per bushel.

BUTTER AND EGGS—Both butter and eggs are moving upwards and the prices are expected to go still higher before the close of this month. The receipts of both are very limited just at present, and with the approaching exhibition the demand will be heavy. There is very little good dairy butter on the market now and what there is available is quoted at 21c. to 22c. Creamery is quoted at 25c. and large tubs of fair quality are worth 20c. There will be very little local made dairy butter placed on the market while the exhibition is on. Eggs of fair quality are quoted at 20c. and guaranteed strictly fresh eggs are fetching 25c to 30c in small lots, the latter price being obtained by the market people who come to the city once a week to retail their stock.

FISH—There is considerable movement of fish just now and the market is a little unsettled. High prices are being quoted by those who hold codfish in stock. One firm has refused an offer of $6 per quintal for a thousand quintal lot.

W. H. Stone, Winnipeg, was in Toronto this week and called upon The Canadian Grocer.

.. TRIP FOR THE WORKERS.

Toronto Retail Grocers' Association Reward the Active Ones.

The Toronto Retail Grocers' Association cleared in the neighborhood of $200 on their annual picnic. This success was attained only by much painstaking effort on the part of some members of the committee. To show appreciation of the work done a resolution was passed at the last meeting of the association that $100 be devoted to giving the deserving members an outing, and Vice-Chairman Snow appointed a committee to name the deserving ones. The little company took their outing last week end. It consisted of a trip to Alexander Bay and return by the splendid R. & O. steamer Toronto. They left Toronto Saturday afternoon and returned Monday.

Those who went were: Thos. Clark, Fred Thorne, J. S. Bond, F. W. Johnston and Mrs. Johnston, President R. Van Loon, Vice-President R. B. Snow, R. H. Stewart, David Bell, D. Panter and D. McLean. H. D. Kelly and C. T. Cootes were among those selected to go but were unable to get away.

They all had a very enjoyable time and were enthusiastic in their praise of the comforts afforded on the steamer Toronto.

OVER THE 100,000 MARK.

Following is a copy of a letter received by the New York branch of the Salada Tea Co., and speaks for itself.

"Salada" is always forging ahead.

Toronto, Sept. 14, 1906.

Messrs. The "Salada" Tea Co.,
198 West Broadway,
New York, N. Y.

Dear Sirs,—You will be glad to hear that at last we have gotten over the hundred thousand pound mark for one week, including black, mixed and green tea. One week recently we put out 100,709 lbs., and every ounce of this was in "Salada" packets. We hope before very long to keep up to this rate every week.

As the total importations of tea into Canada during the past fiscal year, ending June 30, 1906, were twenty-five million pounds, we will do this year close on one-fifth of the entire tea business of Canada.

Yours truly,
P. C. LARKINS & CO.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
52	"	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

A GENTLEMAN with considerable experience in manufacturing business and manufacturers' agencies, and possessing a good connection among the grocers, druggists and confectioners of Montreal, desires to obtain the Montreal agency for one or more firms selling to the above-mentioned class of trade. A1 references as to character and ability. Address at once "Nagroch" care of CANADIAN GROCER, Montreal Office.

COMMISSION MAN—Headquarters Vancouver, requires some good agencies. BOX 123, CANADIAN GROCER.

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

POSITION WANTED.

GROCERIES, PROVISIONS—Foreign and Colonial—Patent medicines, wines and spirits. Englishman, having had seventeen years' first-class experience, wants position as traveler, manager, or head counterman. Age 32. Good address. Good references. Distance no object. Thomas Lee, Queen's Hotel, Vegreville, Alberta. [41]

Dunn Pork Factory For Sale

SEALED TENDERS, marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on WEDNESDAY, 10th October next, for the factory buildings, plant and premises of the F. B. Dunn Packing Company (Limited) situate on the line of C P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property; also a supply of ice now in store, sufficient for the ensuing seasons' operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Dated at St. John, N. B., 5th Sept. 1906

BARNHILL, EWING & SANFORD,
Solicitors

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

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SAUER - KRAUT
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Write TAYLOR & PRINGLE CO., Ltd.,
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Gold Standard Baking Powder

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Manufactured from the **purest high grade materials**, so **exactly proportioned** that its pure, wholesome strength **never varies.** The **best** of **cooking** is the **inevitable result** of its use. Let us send you a trial shipment.

The CODVILLE, GEORGESON CO., Limited, - Winnipeg, Man.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

Our last week's cheese puzzle is being rapidly solved by a substantial further advance in market prices. There seems to be no pressing demand to cause this new advance, but it seems quite evident that September made cheese have been sold "forward" and these contracts must be filled at any cost.

This has been truly a remarkable season. Prices have ruled high right along. Everybody engaged in the cheese business on either side of the Atlantic has been timid to operate for higher prices and many operators sold goods ahead, expecting declining prices in the near future. Instead we had steadily advancing markets and the "short sales" have been a losing game all along the line.

We have pointed out the real situation in these articles right along, viz., a very much decreased production of milk, on account of the unusually prolonged hot and dry Summer, and an increased consumption of cheese on account of the canned meats scare in the United Kingdom.

Recent cable advices report lower markets in Great Britain, but in the face of this our markets show a substantial advance in prices, which simply adds to the puzzling situation, and it means that if the cheese are really wanted in Great Britain, the importers there must pay current market prices here to obtain the goods.

On September 1 the stocks of cheese in London, Liverpool and Bristol were reported at 337,000 boxes against 222,000 boxes last year, showing an accumulation of 115,000 boxes, but the consumptive demand is still on and our stocks in Canada are fully that much less.

Our receipts in Montreal were last week 81,402 boxes of cheese and 21,914 packages of butter, against 90,775 boxes of cheese and 25,306 packages of butter for the same week of last year, or a total since May 1 of 1,623,116 boxes of cheese and 486,111 packages of butter, as compared with 1,581,381 boxes of cheese and 587,508 packages of butter for the corresponding period of last year.

Our exports were last week 61,467 boxes of cheese and 12,156 packages of butter, against 50,125 boxes of cheese and 26,599 packages of butter for the same week of last year, or a total since May 1 of 1,495,977 boxes of cheese and 293,368 packages of butter, as compared with 1,344,385 boxes of cheese and 428,545 packages of butter for the corresponding period of last year.

The above figures mean increased receipts of cheese in Montreal of 41,735 boxes, increased shipments of 151,592 boxes, leaving 109,857 boxes of cheese less in stock in Montreal than a year ago. In butter we find a decrease in receipts of 101,397 packages and a decrease in shipments of 135,177 packages, leaving 23,780 packages more in stock in Montreal than at the same time last year.

With approximately 110,000 boxes of cheese less in store in Montreal and 115,000 boxes more in store in the three principal centres in Great Britain, the statistical position regarding visible supplies is not much altered at present, but last year's Fall make of cheese was undoubtedly larger than what we can expect this year on account of the enormous shrinkage in milk, and adding an increased consumption of cheese this year, the situation seems decidedly "bullish" and higher prices seem inevitable.

Butter is also in a puzzling position. It has been cheaper, comparatively, than cheese the whole season, yet stocks have accumulated here over last year as prices have been above an export basis, in spite of a much reduced make, but the weather in European countries supplying Great Britain with butter has also been hot and dry this season, and our short shipments of 135,177 packages so far this season may soon be felt so that further orders will be sent here.

THE PROVISION SITUATION.

The quantity of Danish bacon being marketed in England at the moment is less than at the same time last year, and the indications are that for a few weeks they will run fairly light in quantity. After that the reports that come from Denmark are to the effect that there will be a lot of hogs marketed there, which will mean a lower price for bacon. In Ireland a larger number of hogs than ordinary are being marketed on account of the potato crop shortage. The tendency will be to get them off this to other feed. Ireland's output has been from 25 to 30 thousand hogs a week, of which 8 or 10 thousand were cured and the rest shipped live to Great Britain for slaughter. That means probably a million hogs in the island for which the owners will be seeking a new food.

Then, again, the quantities of bacon coming from Belgium and Central Europe are larger than usual. Trade conditions in England and the demand for bacon, all things considered, is good. The factor that has made the market disappointing and upset the calculations of Canadian packers, has been the increased supplies of American. The consumption of bacon over in England has been remarkably good, stimulated as it has been by the decrease in the consumption of canned meats, the sale of those products having fallen off almost entirely. The people have returned to bacon, and consumption has been greater than in any Summer in recent years. It has now, however, been sufficient to absorb the American bacon on the market. There has not been, as a result, what would be called a firm market this Summer. The Canadian packer has been steadily above the market in the cost of his raw material anywhere from one to ten shillings per cwt. during the past season.

There is, of course, an increased quantity of hogs being taken all the time for domestic purposes, which has materially helped to decrease the exports of Canadian bacon. The number of hogs utilized now for the domestic trade in Canada is now running about 5 to 8 thousand a week the year through. Six or seven years ago this number was only a thousand. The total killings in Canada have been running from 15 to 20 thousand a week, which means that a very important percentage of it is going into Canadian trade. The demand for Canadian meats has been active and has resulted in the price of hogs being unduly stimulated.

The immediate situation is that the packers are getting almost no hogs in Ontario. Conditions are probably natural, farmers not having had time since threshing to get hogs ready for market. Receipts at the packing houses have been less than ever before in September. Advices are, however, that, beginning next week, there will be more hogs to come out, but there will be no liberal supplies for 5 or 6 weeks to come. That would seem to indicate that prices will remain pretty nearly the same as they are for some time. For export the price of hogs is still too high, but the packers hope that the small quantity of Canadian bacon on the English market 6 weeks hence will lead to higher prices, but that depends on the supplies of Danish and American.

OUR LONDON, (ENG.) LETTER.

London, Sept. 5, 1906.

A large quantity of Canadian butter has recently reached this market in a very bad condition. This is a matter which calls for most thorough investigation, for if Canadians are determined, as they say they are, to build for themselves a reputation for their butter over here, they will have to do a great deal better than they are doing at present. There are, it is readily admitted, certain Canadian shippers, whose butter is of a very high standard, indeed a butter expert told the writer that he had handled Canadian butter equal to the best Danish, but this fact is far from being sufficient to establish a first-class reputation. There must be greater uniformity in quality. There are certain Canadian factories, who are persistently turning out mouldy butter, and it is such as these that are undoing the good work done by those Canadian factories whose reputation is favorably known in Britain. The names of the culprits are known, and, it may be said, their butters have been examined by the Canadian Government inspector here in London, and the matter will be taken up further in Canada. The Canadian officials will be do-

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

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Wholesale Produce Merchants,

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BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
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Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

ing neither more nor less than their duty in watching the defaulting shippers very closely, and in seeing that no mouldy butter is sent this way.

Canadians know best themselves how this evil can be prevented. In the first place, all factories should see to it that their refrigerating apparatus are cooled, not by ice, which damps the air, but by cool air, which can be regulated in temperature to suit occasion. Of course there will be those who will argue that this involves no small expense, but it is a question of reputation versus small expense, and as reputation means ultimate success it is not difficult to see which alternative to choose.

If Australia can sent to the British markets butter free from mould, why cannot Canada? The Canadian Government should have greater powers in the supervision of creameries, in the same manner as the New Zealand Government has control over its butter exportation, and nothing should be permitted to pass, about which there is any doubt. When a man in London buys No. 1 New Zealand grade he knows he is getting a first-class article.

A London importer of considerable standing and practical experience, has declared his opinion that in Canada the cream is not collected sufficiently frequent. It should be gathered at least three or four times a week. The difficulty of these frequent collections is not being overlooked but in an industry of such vital importance to Canada's commercial standing, details of this kind should be carefully studied. To mix Monday's cream with Wednesday's cream is, on the face of it, a very bad principle.

To quote once more a London importer, "We feel, as regards ice in the freight cars, that this is a mistake. The cars should be refrigerated in one way only—by cool air. Canadian butter deserves greater care both in transit and in making, for it is of an excellent texture."

CURE FOR MOULDY BUTTER.

Government Inspection—G. A. Putnam's Comments on London Letter.

When shown the letter of the Canadian Grocer's London, England, correspondent regarding mouldy butter, G. A. Putnam, Toronto, superintendent of Farmers' Institutes for Ontario, agreed almost entirely with the writer. He said:

"Yes, we should have Government inspection at the point of export. I don't see how we can be certain of uniformity in our goods and high quality unless we have some method of Government inspection either at central points throughout the provinces or at the point of shipment. Butter should be graded, and if the future is to be considered, a minimum standard should be fixed. Anything below that standard should not be allowed to be shipped out."

"We are doing all that we possibly can with our facilities, to better the quality, but since the introduction of cream separators, it seems impossible to get the quality as fine as it was a few years ago. The reason is that the creamery men are making butter at as low a price as they can and they are gathering the cream only a few times a week, in some cases only twice. What can you expect? Unless you get a raw material right you cannot expect to get your butter right. The real cause of the trouble is the lack of quality in the raw material. This is partly due to the producers not taking proper care and partly to not gathering the cream often enough. Blame, too, rests with some of the creamery men who are not clean and particular enough in the handling of their milk. It is not so much the case now, but at one time separator agents told farmers that separators need be washed out and scalded only every other day and that the rest of the time rincing would do. I believe it is possible to get all our creameries to put out a good quality of butter. Our Ontario butter is not as good as Quebec butter because down there they gather the whole milk, cream and all, just as we used to do here and the creamery has control of the cream from start to finsh."

"Is it possible to go back to the old system of collection in Ontario?" Mr. Putnam was asked.

"We could probably by that means, get a butter that would bring a cent or two more, but the farmers would rather take one or two cents less and have the sweet milk for his calves, and likewise save the increased cost of hauling the milk to the creamery."

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Clark's Sliced Smoked Beef

Because every can is guaranteed to be of the first quality.

Because of its fine Flavor and Texture.

Because it will please your customers and a pleased customer is the best advertisement you can have.

Because it is canned by the most perfect and cleanly method known.

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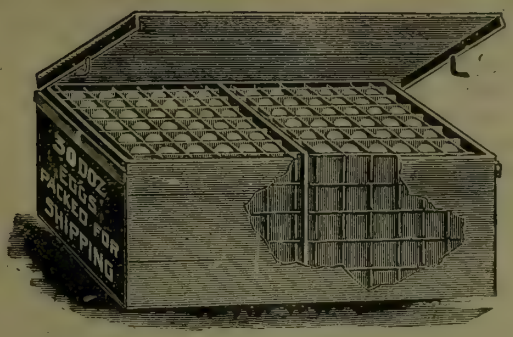

NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

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Board Mills and Filler Factory at GLEN MILLER, ONT.

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GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

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Sterilized
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TRURO, N. S.

Cut Book No. 57
Page No. 29

Oval Wood Dishes

Clean, Strong and Inexpensive

FOR

BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—With prices unchanged, the situation remains as it was last week. Locally there is some trade passing in a jobbing way, but otherwise things are inclined to be quiet. Export business is very small, where any is done.

Lard, pure tierces	0 11½	0 12
" " 56-lb. tubs	0 11½	0 11½
" 20-lb. pails, wood (10½)	0 11½	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12
" " 5-lb. "		0 12½
" " 3-lb. "		0 12½
Lard, Boar's Head brand, tierces, per lb.		0 09
" " ½-bbl., per lb.		0 09½
" " tubs		0 09½
Cases, 20 3-lb. tins, per lb		0 10
" 12 5-lb. tins "		0 09½
" 6 10-lb. tins "		0 09½
20-lb. wood pails, each		1 90
20-lb. tin pails, each		1 80
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb		0 15½
Hams	0 14½	0 16
Extra plate beef, per bbl	12 50	13 00

BUTTER—This week the market is quiet but firm, with unchanged prices. From England the demand is slow, particularly has it been so during the past two weeks. Until that market moves one way or the other, we shall not likely see much alteration in the prices here. Shipments have not been heavy, showing that export orders have not been numerous.

Choicest creamery, salt	0 23½	0 23½
Medium creamery	0 22½	0 23
Western dairy	0 19	0 19½

CHEESE—Another advance has occurred, and with the marketing of the September make, continued high prices are looked for. While stocks in England are accumulating, here they are less than usual, shipments having been very liberal right along this season. Present prices are expected to be maintained, if not improved upon, as the trade seem to think there is a lot of September cheese sold for forward shipment, on which orders will have to be filled. Shipments during the past two weeks have been on the light side, but this, apparently, has not been sufficient to curtail the upward movement in prices.

Ontarios	0 13⅜	0 13½
Townships	0 13	0 13½
Quebecs	0 12½	0 13

EGGS—During the past three weeks the market has remained practically without a change. This week is the third, and prices quoted are just about the same as were asked three weeks ago. Selects bring 20c. to 21c., while No. 1 will bring 17½c. to 18c. Consumption is just about equal to receipts.

TORONTO.

PROVISIONS—What changes in prices there are this week are downward and they are not very important. Long clear pea meal backs are somewhat easier. Short cut is $1 a barrel less. Lard in tierces has backed up 1-4c. The consumptive demand continues pretty good. Packers argue that even at the high prices pork products are cheaper buying than fresh meat.

Long clear bacon, per lb	0 12½	0 13½
Smoked breakfast bacon, per lb	0 15	0 17
Roll bacon, per lb	0 12½	0 13
Small hams, per lb	0 15½	0 16
Medium hams, per lb	0 15½	0 16
Large hams per lb		0 15
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 17
" pea meal	0 17	0 18
Heavy mess pork, per bbl		21 50
Short cut, per bbl	22.00	23 00
Lard, tierces, per lb	0 11	0 11½
" tubs "		0 11½
" pails "	0 11½	0 12
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 00	8 50
" front quarters	3 00	5 00
" choice carcases	6 50	7 50
" common	5 00	5 50
Mutton	0 07½	0 08½
Lamb	0 11	0 11½
Hogs, street lots	9 00	9 50
Veal	0 07	0 10

BUTTER—The situation this week is little changed, but the market is firm. Hot weather is drying up the pasture and conditions generally are unfavorable to milk production. The supply of choice dairy is limited. The domestic demand for butter continues good.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh	0 23	0 23½
Dairy prints, choice	0 21	0 23
" tubs, choice	0 20	0 21
Baker's butter	0 17	0 18

EGGS—Prices continue as a week ago except for bakers, which are cheaper. A run of that class of stock last week carried the price to near 12c. Receipts continue fair and quality has improved. Shrinkage also is less.

Eggs (new laid)	0 18	0 18½
" bakers'	0 14½	0 15

CHEESE—The demand is good and prices are merely following the lead of the cheese boards.

	Per lb.	
Cheese, large		0 13½
" " twins	0 13¾	0 14

FOWL—Deliveries are not large as yet. Prices are about as last week.

Old fowl	0 08	0 09
Young ducks	0 08	0 09
Spring chickens	0 10	0 11

ST. JOHN, N.B.

PROVISIONS — Barrelled pork and beef are steady, but fresh beef if easier, and the like is true of lamb and fresh pork. Smoked meats and lard are steady. Some western fresh beef is coming on the market. It is said by some farmers that because of short crops in some sections of the province more than the usual number of live stock will be marketed this Fall, but this may be far too gloomy a view of the situation.

Mess pork, per bbl	$23 00	$23 50
Clear pork, "	20 00	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 07	0 08½
Mutton, "	0 05	0 06½
Veal, "	0 07	0 08
Lamb, "		0 09
Pork, "		0 09
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—The high price is maintained and there is practically no cheap butter of any kind in this market.

Creamery butter	0 24	0 26
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20

CHEESE—The market is very strong and stocks light. It would be very difficult to pick up anything at less than 13½c.

Cheese, per lb	0 13½	0 14

EGGS—Henery eggs sell at a flat rate of 25c. The whole market is very firm.

Eggs, strictly fresh	0 25	0 25
" fresh	0 18	0 20

WINNIPEG MARKETS.

BUTTER—Creamery butter prices are unchanged from last week. Supplies are liberal. We quote :

Finest fresh creamery, in 56-lb. boxes		0 20
" " in 28-lb. boxes		0 20
" " in 14-lb. boxes		0 20
" " in 1-lb. bricks (eastern)		0 23
" " " (western)		0 21

Produce houses are paying 14½c. per pound for good dairy butter.

CHEESE—

Finest Ontario, large		0 14½
" Manitoba, large		0 13½
" " twins		0 13½
" " small		0 14

LARD—The tierce basis is now 12c. per lb.

Tierce basis, per lb		0 12
Small packages take the following advance :		
50-lb. tin cans, per lb		0 00½
20-lb. tin pails, in 80-lb. cases, per lb		0 00½
10-lb. " in 60-lb. "		0 00½
5-lb. " " "		0 00½
3-lb. " " "		0 01
20-lb. net white wood pails, per lb		0 00½

CURED MEATS—

Hams, selected stock, special mild cure		0 18
Bacon, " " "		0 22½
Backs, " " "		0 18½
Hams, light, 10 to 12 average		0 17½
" medium, 14 to 16 average		0 17
" heavy, 20 to 30, for slicing		0 15½
" heavy, skinned 20 to 30 for slicing		0 17
Picnic hams, light, choice, 6 to 8		0 13½
Shoulders light, choice		0 11
Breakfast bacon, clear, bellies, light, 8 to 10		0 18½
" " clear bellies 12 to 14		0 17
Clear backs, b bacon light		6 18
" b bacon 12 to 14		0 17½
Spiced rolls, long if in stock		0 [illegible]
" short		0 13
Dried beef ham sets		0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs	0 13½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 [illegible]
" hocks, " 0 05

EGGS—Produce houses are poying 17½c. per dozen for fresh eggs delivered in Winnipeg.

LIVE STOCK IMPORTERS.

The Canadian Live Stock Exporters' Association held their annual meeting in the Board of Teade Building, Montreal, last week, and elected the following officers : President, R. Ironside ; 1st vice-president, W. Levack ; 2nd vice-president, C. Coughlin ; treasurer, D. A. Campbell ; secretary, D. Munro ; R. Bickerdike, J. W. Dunn, W. W. Craig, E. Snell, W. H. Dean, H. Gilchrist, John Sheridan, Alex. McIntosh, Jos. Luness, A. C. Sparrow, F. Hunnissett, and John Brown.

NOTES.

Wilbur Gordon, Tweed, Ont., has secured a patent for a cheese vat support.

A capitalist has offered to put up $4,000 to start an abattoir and pork packing plant in Arcola, Sask., if five others will add $2,000 to amount.

With the object of meeting with the wishes of the members of the dairymen's association and of exporters, the Provincial Government of Quebec has erected the new dairy school building at St. Hyacinthe. It has been furnished with the most modern machinery and is claimed by the people in Quebec to be one of the finest and best fitted buildings of its kind in America.

GROCERY TRADE IN OTTAWA

Some Fruit and Vegetable Prices at the Capital—Proud of Cheese Quality—An Opening for California Raisins—Grocers' Association— The Exhibition—Trade Notes.

Business with retailers is reported quite brisk ever since the first of the month, quite a change having taken place compared with July and August.

At present there is a scarcity of butter; prices are ranging high. Creamery blocks, 25 1-2c., solids 25c., dairy in tubs 21c. to 25c. for choice. The cheese market is still firm, a shortage of the milk supply has been felt during the past week partly owing to the Exhibition and also a falling off in quantity received.

On the local market potatoes are selling from 75c. to 85c. this season, owing to so much dry weather the run is small. There is also a prospect of a shortage in vegetables for Winter use.

The past week has seen an over-abundant supply of peaches, receipts being beyond the regular demand, so that prices dropped on the local exchange from 75c. to 85c. to 50c. and 60c. for No. 1 Crawfords, and from 45c. to 50c. to 25c. and 40c. for No. 2. This week, however, the market is expected to become better. Grapes, both Concord and Niagara have been selling at 22c. to 26c. Rogers, 30c. to 35c. Apples, No. 1 stock, $2.50 to $2.75; No. 2, $1.50 to $2.00. Plums are very scarce and when offered bring about 55c. to 65c. Bananas are plentiful and prices very low according to quality.

The opening price for raisins is a quandary to retail buyers, and altogether will have the effect of dealers handling and pushing California package stock.

On the local cheese board, Friday last, some 2 011 boxes were boarded, 898 white and 1.113 colored; practically all were sold excepting some 200, which arrived late. The price at this sale was an advance on the previous week, being 12 5-8c. and 12 11-16c. against 12 3-4c.

Some 94 cheese that was on exhibition at the Fair was offered separately and brought 12 5-8c. for 56 packages and 12 11-16 for the balance. This goes to show that the quality of cheese boarded at Ottawa is of the highest grade.

The Retail Grocers' Association held its regular meeting last Wednesday, but owing to it being Exhibition week the attendance was small and nothing of importance was done. It was decided to take up the Saturday closing at the next regular meeting on the 26th inst., and with the whole of the grocery trade in the city to be present, whether members of the association or not.

There is talk of the Ottawa grocers holding a pure food show this coming Winter.

The Gilmour Hotel, Banks street, a house well known to the traveling public, was completely gutted by fire on Friday night last. So quick did the flames spread that nothing was saved, not even the hotel register. Up to the present time some five or six people are missing, but as it was impossible to start clearing the debris until to-day, owing to the smoldering ruins, the actual loss of life is unknown and it is doubtful if it will ever be found who perished owing to the records being destroyed. Hotel accommodation is fairly well crowded at all times in Ottawa so that this catastrophe makes matters worse.

The Central Canada Exhibition is over and the usual comments are to be heard. In one respect the attendance was all that could be desired. Every day was ahead of previous years. The changes made in the plan of entertainment satisfied most people, whilst others were disappointed. One feature that certainly was not what it might have been was the main building, and it is to this building that the crowds mostly go. Some of the exhibits were identical as they have been for years. It is unexplainable why more Canadian manufacturers do not take advantage of the opportunity of displaying their goods at so important a point as Ottawa is fast becoming, and whose exhibition ranks next to Toronto in attendance and attractiveness.

Messrs. Provost & Allard, wholesale grocers, received a carload of Salada tea last week, which was loaded on the Transport Co's wagons and carted through the principal streets to their warehouse. It proved quite an attraction to the public. It is getting to be a frequent occurrence for Messrs. Provost & Allard to receive Salada this way.

Bryson, Graham & Co. have taken over the grocery department in connection with their store, which was recently owned and operated by the late John A. Bryson.

W. H. Seyler, of the Montreal branch Canadian Grocer, was in the city for exhibition.

DISPLAY YOUR STOVE POLISH.

The hint of Fall in the air should be a suggestion to the wide awake grocer to get ready for the stove polish trade. Within a week or so hundreds of thousands of stoves will be set up throughout Canada and fresh stove polish will be required in the majority of cases. Stove polish is a small thing in itself, but the grocer who hustles can make it amount to a tidy sum. Care should be taken, however, that the polishes sold contain no explosives. Every Fall the newspapers contain accounts of disastrous results from using inflammable stove polishes. The manufacturers of "Rising Sun" and "Sun Paste" stove polishes have always made a strong point of the thorough safety and reliability of their polishes, and the increasing sales of these lines would go to show that the point is one that has weight with the public.

CALIFORNIAN GOODS HIGH.

Opinion of Representative of Packing House on the Coast.

"Owing to conditions out on the Coast, I think all Californian goods will be high this year." So spoke a representative of a large packing house in San Francisco, when interviewed by the Grocer.

"In the first place," he continued, "the markets in Canada and the States are absolutely bare, which is not often the case, and consequently are in a very receptive condition. Then, there is sure to be a strong demand for Californian raisins this year owing to the fact that Valencias opened at a high figure, and appear to be keeping up. With perhaps the exception of apricots, our crops this year have been good. Prunes have turned out wonderfully well, although there may be some little trouble about them owing to the scarcity of labor. Raisins are a good crop, and sufficient to take care of orders. Peaches are good but migtht have been better. Estimates of the raisin crop turned out to be too large and now the estimate generally accepted is about fifty thousand tons. Of this amount probably half is now booked. Demand for Californian raisins and prunes has been larger this season than for years. As I have already said, Valencias opened high and buyers naturally looked elsewhere for stock when this price continued held. More than one Californian house is completely sold up for September, October and November delivery, refusing to take any business at all for shipment before the end of the last named month. Prunes, I think, have been as low as they are going to be this season. Buyers were inclined to hold off at first, but are coming forward, now that prices have begun to climb."

"Nuts continue upward in tendency, and I can give you no better idea of the situation than by telling you I have been ordered to desist making bookings of walnuts although the firm has had prices out but ten days. As regards salmon, the pack this season is the smallest in years.

"Yes, the San Francisco earthquake naturally affected the trade out there very much. The packers felt it, too, but it is just now that the jobbers are beginning to feel its effect most. Having no warehouses or other place to store their goods, besides poor transportation facilities, the jobbers are in a quandary. Then, this block on the railways is a great nuisance which cannot be helped. From San Francisco to Los Angeles and to Portland the blockade extends. The railway companies are doing the best they can to solve the problem, and will succeed in time. As it is, many houses are loading cars standing on tracks laid alongside their temporary quarters. Business men are working under very adverse conditions. There are strikes on every hand, and these affect business very materially. Then the scarcity of labor is a problem which is giving those on the Coast much thought."

FLOUR AND CEREAL FOODS

Wheat is Higher and the Opinion is Held that the Bottom has Been Touched —Change in Flour Quotations—News of the Trade.

The opinion is held by some grain men that the lowest price for Canadian wheat this season has been passed. Western wheat is now coming east in considerable quantities, 200 cars or so a day leaving Winnipeg. But the farmers are not selling. Thousands of western farmers can now ship their grain by the carload. A car reaches Winnipeg, is graded, goes on to the elevator at Fort William ar Port Arthur. The farmer takes his bill of lading to his local bank and gets what advances on it he needs. He is still holding his wheat if the market doesn't suit him, and he has the money, too. This is modern business organization.

Within the week the Chicago market spurted up. Wednesday of last week the opening was 69¾c., and the closing the same. Thursday it opened at 70 and closed at 70⅝; Friday opened at 70⅞ and closed at 71⅛; Saturday opened at 71⅛ and closed at 71; Monday opened at 71⅛ and closed at 70⅝; Tuesday it opened at 70⅝ and closed at 71¾, ¼c. below the highest for the day.

MONTREAL MARKETS.

GRAIN—Oats are higher this week by one cent. The advance is caused by the scarcity of spot holdings. Trade is rather quiet at present, being just between seasons. No new grain has yet arrived in Montreal, while nearly all old crop has been cleaned up, leaving the export market practically bare.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 39
No. 3 white oats "	0 38
No. 4 white oats "	0 37
No. 3 yellow corn "	0 58
No. 2 peas, basis 78 per cent. points	0 71½

FLOUR—Since last report there has been an all-round decline in the price of flour. For some little time past there has been considerable cutting going on, so that the lower prices are not received altogether in the light of a surprise. Trade is said by millers to be picking up wonderfully well. Export inquiry is strong, while home consumption is increasing every week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 40
Glenora		3 90
Manitoba spring wheat patents		4 40
" strong bakers		3 90
Buckwheat flour	2 00	2 10
Five Roses		4 40

ROLLED OATS— Rolled oats has advanced thirty-five cents. Dealers say that buyers have been holding off in the hopes that something would turn up to their benefit. Owing to crop reports, however, it is thought they will come forward more readily now, especially since holders have put up the price, as if feeling that there is something in the current rumors about the crop this year not being as large as that of last.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 20
" 80-lb. bags		1 95
" bbls		4 65
Choice boiling peas	1 00	1 10

FEED—The situation this week presents no new features. Bran is in excellent demand, but millers cannot meet orders owing to the scarcity. Prices are steady.

Ontario bran		18 50
Ontario shorts	21 00	22 00
Manitoba shorts	21 00	22 00
" bran	18 00	18 50
Mouillie, milled	21 00	24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Locally the feeling is a little easier than last week. Farmers are willing to be tempted and in some cases have accepted prices a shade lower than formerly. The Montreal market is said to be practically the highest in America and for that matter in the world, at present. If the easier tone felt this week continues this will not long be the case.

The tone of the markets in the U.K. is firm, but prices are still too low for good export trade from Canada. Liverpool quotations average 70s., London prices rule from 72s. to 73s., while on the Bristol market from 60s. to 61s. is obtainable.

No. 1		11 00
" 2		10 25
Clover mixed		9 00
Clover, pure	6 00	6 25

TORONTO MARKETS.

GRAIN—The market is a shade higher but not a great deal of business is doing.

(F.o.b. Georgian Bay points.		
No. 1 hard		0 79
Manitoba wheat, Northern No. 1		0 78
" " " No. 2		0 75½
" " " No. 3, nominal		0 70
Red, new " per bushel. 78 per cent. points	0 71	0 71½
White new " " " "	0 70½	0 71
Mixed, new " " " "	0 70	0 71
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "		0 49
" No. 3x, "		0 47½
" No. 3, "		0 45
Oats, new "	0 32½	0 33
" " new "	0 31½	0 32

FLOUR—These quotations are upon a different basis this week in the effort to make them more useful to the retail grocer.

Pure winter wheat, per bbl in sacks	4 20	4 30
85 per cent patents " "	3 75	3 80
Straight roller " "	3 65	3 70
Blended	3 80	3 90

These flours are all put up in paper sacks if required, but for small sizes 10c. to 20c. additional is added. The export flour business is picking up.

CEREALS—Quotations are slightly lower than last week.

Oatmeal, standard and granulated, carlots, on track, per bbl	nominal	4 40
Rolled wheat in boxes, 100 lbs	"	2 25
" " 50 lbs	"	1 25
Rolled oats, standard, carlots, per bbl., in bags	"	3 75
" " " " " in wood	"	4 00
" " " for broken lots in wood	"	4 25
" " " broken lots in bags	"	4 10

CEREAL NOTES.

Chas. B. Keighley, former manager of Ogilvie's elevator at Treherne, Man., has accepted a position as traveler for the same company. John Ford assumes the position of manager at Treherne.

There is considerable talk "on the street" in Montreal about a supposed milling deal which is to be put through by two big milling companies and an elevator company in the west. Nothing definite has been given out, however, and it is probable that the talk is nothing more than rumor.

A company, formed by farmers in Western Canada with a view to mutual profit, has been organized under the alliterative title, Grain Growers' Grain Co. It is proposed to sell the stock to 8,000 farmers distributed from Port Arthur and Fort William to Edmonton. It is said that 3,000 farmers have signified their intention of taking stock.

T. J. Elliott, miller, Williamsford, Ont., has purchased the premises occupied by Liddingham & Corlett. As a result this enterprising firm has dissolved partnership. Mr. Liddington will continue in other premises in Williamsford, and Mr. Corlett has purchased the general store business of the late Hugh Wilson at Cannington, Ont. Mr. Elliott's general store manager will be M. D. McClure.

The big Fall rush of wheat to the east at Fort William and Port Arthur is on and it may be said without exaggeration that never before in the history of these ports has there been handled anything like the volume of freight traffic that is converging here at the present time. From the west approximately 200 cars of new wheat are arriving daily at Fort William alone, and to Port Arthur about 100 carloads.

Edmonton and Calgary are going to get the flour trade of China, says John MacDougall, a leading merchant of Edmonton, who has recently returned from a tour around the world. He also explains his preference for China over Japan as a possible field for the flour trade, because Japan is colonizing Manchuria with the idea of growing her own wheat. She is meeting great success in this line and in a few years there will be no market for foreign flour in Japan.

HAVE NOT DECIDED.

C. M. A. Executive Undecided About Exhibit on SS. Cambroman.

Last week the executive of the Canadian Manufacturers' Association held a meeting, and one of the chief topics of conversation thereat was whether or not it was advisable to exhibit on the S.S. Cambroman. This boat, as mentioned in The Grocer some time ago, will leave England in November for a tour of the British colonies throughout the world. It will be a practical show room containing samples of British art and manufactures. It has been asked of the C. M. A. that they take space for an exhibit. Space would cost £3 a foot, and £250 would be charged for a representative traveling with it. There was much discussion but no decision was arrived at, and so the matter stands.

HERE AND THERE WITH THE TRADE.

(Continued from page 26.)

Wm. A. Hill, a Toronto baker, has sold out.

D. Joron, a Montreal grocer, has compromised.

J. A. Shepherd, a Winnipeg grocer, has closed down.

Chas. A. MacSween, of Leamington, Ont., has sold out.

Crawford & McGarry, pork packers, Montreal, have dissolved.

A. M. Cowling, of Colborne, Ont., has sold out to Bradd Bros.

Elmer Titswort, baker, Lacombe, Alta., has been burnt out.

Martin Woodburn, a hotel proprietor in Nanaimo, B.C., is dead.

Deschamps & Fortier, grocers, Grand Mere, Que., have registered.

The bakery of Jas. Tapp, St. Thomas, Ont., has been damaged by fire.

E. H. Ruttan, general merchant at Tupperville, Ont., has sold out.

O. E. Webb, baker and confectioner at Ailsa Craig, Ont., has sold out.

Mrs. P. Fleischer, grocer, Montreal, has registered as P. Fleischer & Co.

The general store of A. M. Campbell, at Lacombe, Alta., has been burned.

O. Brochu & Co., owning a general store in Beauceville, Que., have sold out.

Julius Bros., confectioners, Winnipeg, Man., have advertised their business for sale.

M. Gaudet, owning a general store in St. Jacques L'Achigan, Que., has sold out.

Fred Campbell, general merchant at Lacombe, Alta., is retiring from business.

Charles Knight, a butcher in Calgary, Alta., has been succeeded by Hewer Bros.

J. Martel & Son, manufacturers of aerated waters, Montreal, have dissolved.

J. Abramovitch & Co., owning a restaurant in Montreal, Que., have registered.

The American Machine Telephone Co., of Brantford, Ont., have obtained a charter.

A. Poirier & Co., butchers, etc., at Montreal, have announced their assets to be sold.

W. H. Lucas, owning a general store and bakery in Shawville, Que., has been burnt out.

Mrs. Joseph A. Brunet, fruit dealer, Montreal, has registered as J. A. Brunet & Co.

M. H. Denton, general merchant at Camilla, Ont., has advertised his business for sale.

Strong & Dauphinais, general merchants at Belle River, Ont., have dissolved partnership.

S. A. McGaw, manager of the Western Canada Flour Mills Co., Winnipeg, was in Toronto last week.

D. B. Robertson, a joint proprietor with Mr. Rudge in a hotel at Fort Simpson, B.C., is dead.

Herbert C. Robinson, merchant at Postville, Ont., will have a meeting of creditors on the 21st inst.

Herbert Robinson, a merchant at Postville, Ont., has assigned his business to Matthew Clements.

F. J. Fenis, grocer, formerly of 271 Dundas street, Toronto, has moved to 721 King street west.

The death occurred at Cocagne, N.B., on August 20, of Louis Legere, of Goguen & Legere, general merchants.

The Stanford Market, owned by Joseph Stanford and O. Henry St. Onge, of Montreal, has been registered.

D. L. Chauvin, owning a general store at Comber, Ont., advertised his stock to be sold by auction on the 14th inst.

Thomas Thirsk & Son, general merchants, Ferry Point, Alta., have been succeeded by Campbell & Pennington.

McCabe & Stinson, groceries and provisions, at Haileybury, Ont., have assigned their business to Richard Tew.

The St. Lawrence Provision Co., of Lachine, owned by John H. Martin and George E. Chambers, have registered.

E. A. Schmidt, Montreal, has returned from a business trip to Renfrew and other points in the Ottawa Valley.

J. Esdras Martel and Theodule Martel, aerated water manufacturers, Montreal, have registered as J. E. Martel & Frere.

Alex. Fraser, Port Edward, Ont., contemplates going out of the grocery business as soon as he can dispose of his stock.

Goodwin & Finley, owning a general store in Point de Bute, N.B., have dis-

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at
WINNIPEG, GODERICH
and BRANDON

Toronto Office:
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Phone in your Orders at our expense.

"HOUSEHOLD"
CANADA FLAKES
25c.

A piece of Fine China in Every Package.

The China consists of bread and butter plates, cream jugs, etc. Each one would sell readily at 10c. and more.

THE BEST FOOD
THE BEST SELLER

"No Human Hand touches Canada Flakes"

solved partnership. Mr. Finley continues.

Fred Rollins, Sterling, Ont., has moved into larger premises to better accommodate his rapidly increasing business.

William Galbraith & Sons call attention to the special values they are offering in California seeded and muscatel raisins.

W. J. McDonald, Reserve, C.B., is building a new store which, when completed, will be one of the finest in that section of the country.

W. E. Chamberland & Co., tea merchants at Grand Mere, Que., have dissolved partnership. Mrs. W. E. Chamberland has now registered.

Hain & Co., general merchants, Midway, B.C., have assigned their insurance to E. B. McDermitt, of Nelson, for pro rata distribution to creditors.

Sylvester K, Fraser and Norman L. McDonald have formed a partnership to be known as the Fraser Co., to carry on a grocery business at Sydney, N.S.

Samuel Pierce, general merchant at Sturgeon Falls, Ont., has assigned his business to Jas. G. Strong. There will be a meeting of creditors on the 25th inst.

M. P. Richardson, who a number of years ago conducted a grocery business in Truro, N.S., but of late years has been in the employ of the I.C.R., is dead.

H. F. Baker, West India representative of Crosse & Blackwell, was in Montreal this week on his way back from a trip across Canada to the Pacific. A Grocer representative met Mr. Baker in the offices of C. E. Colson & Son.

Wm. Jones, confectioner, baker and fruiter, Ponoka, Alta., has sold his business on account of Mrs. Jones' indifferent health. The purchaser is L. B. Matusch.

Bezanson & Thompson, general merchants, Mahone Bay, N.S., have added to their equipment a delivery boat for the accommodation of their customers across the water.

Sibbald & Stewart, grocers, of Gravenhurst, have assigned to N. L. Martin. The liabilities are about $6,000, and a meeting of the creditors will take place on the 26th inst.

J. H. Dunlap, formerly traveler for J. H. Harris & Co., wholesale grocers, Moncton, N.B., has resigned his position and opened a mercantile brokerage agency at Moncton.

Frank Stennett, grocer, Queen street east, Toronto, was married to a Hamilton girl Monday, of last week. Their wedding trip was to a number of the American lake cities.

Clarence Smith, of Burbridge & Co., the London tea merchants, is now in Canada in the interests of his firm. He will go as far west as Winnipeg. Mr. Smith has been coming to the Dominion twenty years.

Archie Northmore, who has been connected with several establishments at Guelph, Ont., for several years, has gone to London, Ont., to accept a responsible position with the wholesale grocery firm of Scandrett Bros.

In Sydney, C.B., retail stores close two evenings in the week during July and August, but should pay day at the steel plant fall on one of those days the stores remain open. The clerks are agitating for three evenings a week.

Those looking for a good powder for the extermination of roaches and other insects will find Peterman's Roach Food as good as there is on the market. It is put up in ¼, ½ and 1 lb. packages. S. H. Ewing & Sons, Montreal, are agents.

In Brantford, Ont., on September 14, an incipient fire started in the basement of G. W. Series' grocery store on Colborne street. The firemen arrived promptly and soon had the fire extinguished. Beyond damage by smoke the loss was very slight.

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

H. J. STEVENS,
126 Board of Trade, Montreal.

Mill Feed always wanted.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

We'll supply you with the best grades of Flour at the fairest prices.

Write, Phone or Wire.

THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

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Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

Pot Pearl BARLEY—FEED

Right Quality, Right Prices

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

Are the result of fifty years experience in milling oats. You are making no experiment when you handle them.
Write for quotations.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

A BIG ADVERTISING CAMPAIGN

has brought the "**Battle Creek Idea**" before consumers. Our goods are the **original health foods.**

We Manufacture
Life Chips
Granose Biscuits
Granose Flakes
Granola
Caramel Cereal Coffee

Are *you* stocked?

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

—Ready to Ship Promptly—

AWAITING YOUR ORDERS

Aranda Chordi Spanish Onions

Crates, reputed 50 lbs., **75c.**

Terms : Net within 30 days, no discount, F.O.B. Montreal.

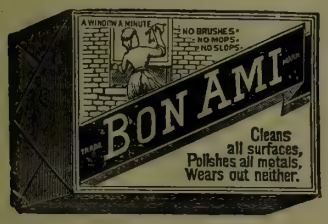
The Very "Finest" Fraser River Red Sockeye Salmon

Gazelle Brand

Cases 4 doz. 1-lb. tall tins, **$1.70** per doz.

Freight prepaid on 5-case lots to any Railway Station in Quebec and Ontario.

Terms : Net within 30 days, no discount.



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The Best Cleaner Known.

Cases, 3 doz., **$1.19** per dozen,
F.O.B. Wholesaler's Shipping Point.

Lots of 5 gross, **$13.40** per gross,
delivered to any Railway Station from Halifax to Vancouver.

HUDON, HEBERT & CIE., LIMITED

Montreal

THE MOST LIBERALLY MANAGED FIRM IN CANADA

CRANBERRIES
(CAPE CODS)
SWEET POTATOES
(JERSEYS)
JAMAICA ORANGES
(NEW STOCK)
VERDELLI LEMONS
(LAST CAR)
These are all new arrivals and Fresh Stock.
Valencia Onions
Canadian Onions
Write for our prices.

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Canadian Fruits in Baskets
PEACHES PEARS GRAPES

PEACHES
If you want Peaches of fine quality, write me for prices. All telegrams phoned out to our fruit farm.
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Night service.

BASKETS
We make them in all shapes and sizes. We have
Patent Strawboard Berry Box
Grain and Root Baskets,
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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to
THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Business Continues Heavy Without Unusual Changes in Prices—New Lines of Fall Fish Coming in, but Hot Weather is yet Against Demand.

Fruit has been passing into consumption in Canada in greater volume this season than ever before. This is the unanimous opinion of the leaders in the fruit trade. Next week at latest the peach crop will be on the ebb, though much good fruit is yet to come. The grape harvest in Ontario is just nicely under way and the crop promises well. The apple crop is still in the making, but the outlook is encouraging for a good average crop. There will be no such yield as in 1896, when the trees in Ontario averaged 9½ barrels of fruit. There has been no indication of it from the first. Plums have been the only real failure this season and it is not unlikely that some California fruit will be preserved in Ontario. They come in crates holding a basket and three-quarters and will sell at $1.50. The cranberry season is just opening. The crop promises well both as to quantity and quality. Jamaica and Valencia oranges are arriving freely.

The vegetable markets have developed no unusual features and prices have varied but little.

The fish market is still waiting for cool weather, though the oyster has made its appearance.

MONTREAL MARKETS.

GREEN FRUITS—Trade is brisk in most lines this week. There has been considerable business done with merchants in the country, while city trade is getting larger as people get home from the Summer resorts and their holidays. Lemons are lower this week, as are also bananas. The latter are more plentiful than they have been for some little time past. The quality of the stock offering is first class. The cool weather has made it necessary for dealers to use their ripening rooms to a certain extent. Spanish onions have been advanced, and are likely to advance again as the crop is short and the demand heavy.

Late Valencia oranges, per box		6 00
Dates, per lb		0 05
Bananas, fine stalk	1 25	1 75
" jumbos		2 00
Cocoanuts, per bag of 100		3 60
Pineapples	5 00	5 50
Apples, bbl	2 00	3 00
New apples, baskets		0 40
Crab apples, per basket		0 50
New lemons	6 50	7 00
Limes, per hundred		1 50
Peaches, per box	1 50	2 00
Plums, "	1 25	2 00
Pears per box	2 25	3 00
Canteloupes, per crate		5 00
Jamaica oranges, per bbl	5 00	6 00
Western melons	1 25	1 30
Spanish Onions, crates	2 50	2 75
" 56 lb cases		0 75

DRIED APPLES
HIGHEST PRICES PAID
FOR BRIGHT QUARTERS
THE W. A. GIBB CO.
7 and 9 Market Street,
HAMILTON

Blueberries, 22 quart boxes		2 25
Lawton berries		0 10
Jamaica grape fruit, box		6 50
Canadian plums, per basket	1 00	1 25
" pears, "	0 40	0 60
" peaches "	0 50	0 75
" grapes, champions, per basket	0 20	0 35
Almeira grapes, per bbl	4 50	5 00

VEGETABLES—Prices have been very steadily maintained throughout the week. Business passing is fairly large, dealers reporting good demand from most sections of the country. Corn is selling in good quantities at prices quoted, while there exists a good demand for cucumbers, carrots and beets. Some really excellent tomatoes are now offering at prices which are very reasonable, considering the quality of the goods. Fair trade is passing in cabbage.

Parsley, per doz. bunches	0 20	0 [illegible]
Sage, per doz		0 60
Savory, per doz		0 75
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 35
" " per box	0 65	0 75
Turnips, per doz	0 25	0 50
Water cress, per doz		0 75
Lettuce, per doz	0 15	0 50
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Potatoes, per bag	1 00	1 05
Sweet potatoes basket		2 00
" barrel		4 50
Beets 3 doz		0 25
Carrots, per 3 doz		0 25
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Corn, per doz	0 07	0 12½

FISH—Dealers report continued improvement in the state of trade. Orders from points in the country are larger in volume than they have been for some time past. City trade is also beginning to be noticeable in its improvement. In looking over the quotations it will be seen that several lines are out of the market this week, while new stock is being quoted to take their places. Fresh salmon is scarce, but orders in frozen fish are easily filled as stocks are large. Lake trout is arriving in good quantities and trade is brisk. Dore is also coming in. Pike has not yet appeared but supplies are expected next week. New Labrador herring in barrels and half barrels are now offering. Skinless cod is lower this week. In smoked fish kippers may be said to be arriving freely. Haddies continue in small supply.

Fresh haddock, express, per lb		0 04½
Fresh steak cod " "		0 06
" halibut " "		0 08½
Lake trout " "		0 08½
Brook trout, " "		0 20
Sea trout, " "		0 12
Dore, per lb. " "		0 11
Flounders, " "		0 10
Small sturgeon, "		0 08
Fresh frozen fish—		
B.C. salmon, per lb		0 09
Gaspe (chilled) salmon		0 16
Dore, per lb		0 09
Smoked fish—		
New kippered herring, per box		1 25
New haddies, in 15-lb boxes, per lb		0 07½
Smoked herring, in small boxes, per box		0 12
Oysters and Lobsters—		
Standards, per imp gal		1 50
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Boneless cod, " Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 25
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
Labrador herring, per bbl		6 00
" " per half bbl		3 25
" " per pail		0 80
" salmon—		
" " in bbls		13 00
" " in ½ bbls		7 00

Mackerel, per pail		1 75
No. 1 green cod, per lb		0 03½
Small, " "		0 02½

TORONTO MARKETS.

FRUIT—Among commission men the impression prevails that the height of the peach season was passed last week. This week the market here is a little firmer and the price, according to size, color, quality, quantity and pack, varies from 30c. to $1.25 a basket. They might be divided this way: Small Crawfords, 30c. to 40c.; good whites, the same; good medium Crawfords, 50c. to 70c.; fancy Crawfords, 85c. to $1.25. Grapes are coming forward in fair quantity, but the maximum does not appear to have been reached. The market for all fruits is keeping up well in Toronto this year. Last week at Leamington grapes were selling for 15c. that in Toronto were bringing 25c. Jamaica oranges are now coming to hand.

Oranges, late Valencias, 96's, 112's, 288's	4 00	6 25
Lemons, Messina, 300's, 360's, per box	7 00	8 50
Limes, per crate		1 50
Apples, Duchess and Astrachan, per basket	0 25	0 35
" Fall, per bbl	2 00	2 50
" Spies XXX, per bbl		
" " XX, per bbl		
" Baldwins, XXX, per bbl		
" " XX, per bbl		
" other Winter varieties, XXX, per bbl		
" " XX, per bbl		
" farmers', per bbl		
Bananas, per bunch	1 25	2 25
Red bananas per bunch	2 20	2 50
Plums, per basket	0 75	1 00
Peaches, per basket	0 35	1 25
Pears, per basket	0 35	0 75
Watermelons	0 25	0 30
Cantaloupes, Canadian, per basket	0 35	0 40
" Canadian, per case	0 40	0 75
" Rockyfords, per basket	0 55	0 60
Grapes, small baskets	0 25	0 35
" large baskets	0 45	0 60
Crabbs, per basket	0 30	0 40

VEGETABLES—Valencia onions are arriving freely. Sweet potatoes of very good quality are coming to the market and the demand is good. Prices are about normal with a natural downward tendency just now. Growers of Canadian onions are said to be holding back for higher prices because for a year or two back they sold too cheaply. The commission men think the growers will miss it again this year. Tomatoes continue to arrive at the market in large quantities. Citrons and spinach are added to the list.

New potatoes, Ontario, per bag	0 90	1 00
Sweet potatoes, per barrel		3 75
" large bbls, 3 bush		4 50
Onions, Spanish, per large case		2 75
" silver skins, pickling, per basket	0 75	1 00
" Canadian, per bag	1 00	1 15
Cabbage, new Canadian, per doz	0 30	0 40
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
" gerkins, per basket	0 50	1 00
Mushrooms, 1-lb. boxes, per lb		0 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Canadian, per basket	0 25	0 30
Watercress, per doz. bunches		0 25
Egg plant		0 25
Peppers, green, per small basket	0 40	0 60
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 40
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery, Michigan, per doz. bunches	0 40	0 50
" Canadian " "	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 10	0 12
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz		1 25
Spinach, per bushel		0 50

FISH—Under the influence of the warm weather the fish business hesitates about launching out upon the Fall trade. Prices are unchanged. Labrador herrings, finnan haddie and oysters are added to the

OYSTERS AND FINNAN HADDIE

Long Island Native Oysters are in a class by themselves. Used by all first-class restaurants and best retailers. **Large, clean and solid.**

Syda & Cousins' Haddie. Scotch cured. Known for years as the best on the market. Sought after by competitors.

We control the above two lines—if you want the best try them. **Just as cheap as poorer quality.**

WHITE & CO., LIMITED
TORONTO

Branch at HAMILTON

GROCER!

You've heard about ***23*** and that it means ***SKIDOO!*** Well, ***ST. NICHOLAS*** Homeguard Kicking or Puck Lemons never have to take a back seat, let alone skidoo, when compared with other brands.

W. B. STRINGER & CO., Sole Agents - Toronto

We have the first choice car

LABRADOR HERRINGS

in half barrels, No. 1 stock, $3.25 per half barrel.
Write us for quotations on other lines.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders — ***TORONTO*** — *76 Colborne St, 33 Church St.*

Now is the time to order your

CANNING PEACHES

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO
Cor. West Market and Colborne Sts.

BANANAS, WATER MELONS, ORANGES AND LEMONS
And all kinds of
FOREIGN AND DOMESTIC FRUITS
Send us your order

HUGH WALKER & SON

ESTABLISHED 1861 — GUELPH, ONT.

PEACHES GRAPES

Guaranteed Uniform.

Car Lots A Specialty. Small Orders Promptly Filled.

AUBURN ORCHARDS, - - Queenston, Ont.

list. All the new lines show fine quality and about normal prices.

Fresh halibut	0 11	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 08
Oysters, per gal	....	1 75
Labrador herring, per half bbl	....	3 25

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

FISH EATING HABIT.

To increase the consumption of fish in Canada is essential to the development of the industry. It could easily be done if there were more men like the Toronto traveler who when on the Atlantic coast gave the following interview to a Maritime paper:

"A thing that has surprised me very much as I travel through the provinces is the large amount of meat and the small amount of fish served to traveling men by the hotels. I expected when I came down here that, in a fish country, we would get fish as often as we felt like it, but instead I find that it figures small, except in certain houses. One of the latter is the Royal at St. John, another is the King Edward at Halifax. I had a boiled kippered herring at the latter a few days ago that was better than the best piece of beefsteak I ever tasted. It was nicely cooked, and I couldn't help thinking at the time that if every hotel man in the country would go in for similar dishes, the public who live at hotels would be healthier and the consumption of fish, as a diet, would be greatly increased. Occasionally I hear traveling men say they don't like fish, but I can tell them that had they tasted that kippered herring I got at the King Edward their opinion would undergo a change."

NEW LINES OF FISH.

An opening has been made in the Fall and Winter fish business. The F. T. James Co. have received a car of Labrador herrings. They are No. 1 stock in half barrels and will sell at $3.25. They report also the opening of the season on oysters. The quality is good and prices are much the same as last year. Some finnan haddie are already on the market and they and other smoked fish will soon be in full swing.

FRUIT NOTES

LeMoine Bros., fish merchants, North Sidney, C.B., have purchased a property there for $16,000.

Owing to a shortage in fruit baskets it is feared there will be a heavy loss in peaches this year, the Crawfords being ready. This is due mainly to the Williams Co., in Thorold, Ont., closing down their basket forge.

It is announced by the Department of Marine and Fisheries at Ottawa that as a result of the work of the Scotch herring curing expert, J. J. Cowie, a new industry will be established in Nova Scotia in the curing of Spring herring, heretofore used only as fertilizer. It is said $10 to $12 a barrel can be had for them in New York, cured as Mr. Cowie cures them.

Because of the small pack of sockeye on the Pacific Coast this year, dog salmon, which are running very freely, will it is said, be packed in considerable numbers. Until a few years ago dog salmon were thrown away, then a few were packed for the South African market and the Japs took to salting them for shipment to Japan. This year, because of the high Japanese protective tariff since the war, for the protection of the home industry, they will pay only 5c. The average price obtained by the fisherman thus far has been 8c.

A St. John's, Nfld., exchange says: The Atlantic Fish Co., a Canadian concern, the manager of which is Mr. W. Duff, of Lunenburg, son of W. Duff, of Carbonear, has recently established a branch at Bay of Islands and intends packing 7,000 barrels of herring there this Fall, for export to Canada and America. This will be a big factor in the question of the disposal of the catch of herring taken by gill net fishing, from which the Americans are virtually excluded, and it is said that some other mercantile concerns there and in his city will also go into the business.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C. LONDON, ENG.

J. V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE
Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

"E. D. S. BRAND"
JAMS
are declared PURE by the best authority in the land—the Government analyst. Bulletin 119 (June, '06) which you can get from the Inland Revenue Department, Ottawa, proves my assertion.
Will You Write for a Copy and Read It?
My agents are W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.
E. D. Smith's Fruit Farms, Winona, Ont.

"NOT-A-BONE-IN-IT."

"ACADIA" CODFISH

PUT UP IN
ACADIA

2-lb. Non Porous Wooden Boxes, 2 doz. to crate
1-lb. Tablets, 20 lbs. to case
English Strips, 30-lbs. to case
Selected Skinless (whole cut), 40-lbs. to case

THE MOST POPULAR LINE OF PURE BONELESS COD-FISH ON THE MARKET.

Sold by leading Wholesale Grocers and fish dealers.

SEND FOR FURTHER PARTICULARS

THE ATLANTIC FISH COMPANIES, Limited

Head Offices: LUNENBURG, N.S., Can.

A. H. BRITTAIN & CO., Agents Quebec and Ontario, Montreal

H. S. CONNOR, Agent, N.W.T., Winnipeg, Man. **CHAS. MILNE, Agent, B. C., Vancouver, B.C.**

FINNAN HADDIES

THE FAMOUS
"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited
Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK
Horse Shoe Salmon

Secure Supplies
While Obtainable

J. H. Todd & Sons
Victoria, B.C.
PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

AFTER THE BANANA TRUST.

The United Fruit Co., of Boston, through whom the bulk of the Canadian trade gets its bananas, is being sued by the American Banana Co., under the Sherman anti-trust law on a $2,000,000 damage claim. Under the Sherman law the injured party may collect triple damages, so that the alleged liability of the United Fruit Co. is $6,000,000. The complainants received a large tract of land between Costa Rica and Columbia and started growing bananas, but their large force of workmen was forced to quit work by Costa Rican soldiers, at the instigation, it is alleged, of the United Fruit Co. The crop was ruined. In addition, it is alleged a shipload of bananas were seized and the company were discriminated against by the United Fruit Co., who operate a line of steamers between Central America and the United States.

FLORIDA ORANGES.

Florida oranges have commenced to move from the state in carloads and a conservative estimate of the season's crop of oranges and grape fruit would be between 3,500,000 and 4,000,000 boxes.

Mr. High, a well known fruit dealer of Jacksonville, Fla., reports that the grape fruit are much larger than last season, and of a better quality, that the oranges are mostly brights, but later will rust and will then be known to the dealers as the golden russet, which is as good as the brights in flavor. This season's crop is ten days earlier than last year and the fruit is all in fine condition and will be moving rapidly by Oct. 15.

PRUNES CLIMBING, TOO.

Advice to J. L. Watt & Scott Indicates Strong Market.

The J. K. Armsby Co., Chicago, in an advice to J. L. Watt & Scott, Toronto, under date of Sept. 10, says:

Gentlemen,—The prune market in California is considerably stronger, owing to the heavy increased demand from American buyers and the unusually heavy demand from foreign buyers. Our foreign agents cable us that the French prune crop is running from 25 per cent. to 30 per cent. short of the early estimates; that the market is from 10 per cent. to 15 per cent. higher and is advancing very fast; consequently, prices on California prunes are out of line in comparison with French prices; in other words, much cheaper, which explains the heavy foreign demand.

Possibly some of our American buyers do not realize that the prices of French prunes dominate the European market, when the French crop is short or prices high, the foreign buyers all look to the California article to supply their wants and year in, year out, big or little crops abroad, the foreign buyers take more California prunes than the American buyers. Furthermore, the shorts in California who figured that the market would never stop declining, are tumbling over themselves to buy goods. Many of the eastern buyers had the same opinion as the California shorts, with the result that they are coming in fast. The whole situation indicates a gradual advancing market during the Fall. There is a large crop in California this year but it has not been gathered and curing conditions during the Fall may play a very important part in the deal. We have had bad weather before and it is not impossible for the present California crop to be cut in two. The bulk of the operators have sold their full shipping capacity to a finish. We are practically at a point where it is not a question of price but simply ability to get goods out. There is shortage in California of box shook, owing to the sailors' and water front strike in San Francisco. There is a shortage of labels, owing to the destruction of the lithographer's plants. There is a tremendous shortage of help; consequently the California operators are doing business under about every difficulty it is possible to put up against them.

The people who procrastinate much longer will get their prunes about next January, as December delivery will be the earliest that any operator will take their business.

SPECIAL OFFERING NEXT WEEK

Boneless Cod. In 25-lb. boxes; assorted 1 and 2-lb. blocks.

Pickled Herring. Large bright Nova Scotia fish; brls. and half-brls.

Golden Rule Sardines. Old and new style, also patent opening cans.

All Guaranteed New Stock. *Right Prices.* *Wholesale Only.*

J. W. WINDSOR, - MONTREAL

HANDLERS OF LARGEST ASSORTMENT OF CANNED GOODS IN CANADA

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. HALIFAX, Nova Scotia

EFFECTIVE ADVERTISING

Some of the Essentials—The Writing of an Ad—Much Depends upon the Printer—Individuality Counts——Harmony With Store Policy—Value of System.

A good deal has been said and written about preparing advertisements, but to the retailer, in the small town especially, looks and addresses do not always appeal. When the capital is small the methods are necessarily small. It is principally to the merchant of small capital, therefore, that these remarks will be addressed.

You are not going to spend much money on advertising because you have not got it to spend, and you are going to be solicitous about results. Also you have no time to look into "reason why" styles except that you hope to develop along this line by persistent practice.

Any person who has a knowledge of the English language can write, though there are a number of people who write without that knowledge. The number of words necessary for everyday conversation has been placed at 3,000. Ostensibly this means plain language, but the number or size of words is never as important as the way the words are formed into clauses, then into sentences. And clarity of statement is so essential to a successful interpretation of an advertisement that it is well worth some study. By "study" I do not mean the perusing of books or the probing into theories, but simply working with a consciousness of weakness, holding to the task with the conviction that "anything will not do."

If you can, in your store, convince people that your goods are meritorious, you can convince them of the same thing through the press and reach an infinitely larger number of people. It is a matter of presenting what you have for sale in the best light.

Must be Well Set.

The value of artistic typography has been both over-estimated and underestimated. The writer who goes to the trouble of marking type names all over his copy puts too high an estimate on typography, and the writer who never asks to see a proof puts too low an estimate on it.

A good deal can be entrusted to the average compositor. He knows more about type and display than the average ad writer. When a writer has served his time in the composing room and made good use of the knowledge gained he is able to talk authoritatively.

But the real trouble arises not so much from leaving the choice of type to the compositor, but from leaving everything to him. Perhaps he gets a piece of wrapping paper on which is scrawled some names, some prices and general statements. The compositor has first to size the copy up, next to make it out, and last to display it advantageously.

Now, the fact is an ad writer can map out his advertisement as he wants it to appear in print. When he does this he gives the compositor a good chance to select suitable type faces and to devote his talent towards getting balance, chasteness, etc.

Advertisements in manuscript look a hundred per cent. better when written within a ruled space. The edge of the paper is clear and the rudiments of a design is suggested. It does not matter what size of an advertisement you are going to write, rule off a space with your lead pencil (larger than the space you are going to have in the paper because your writing will "spread" more than type) and write within that space. Of course, when the compositor is helped in this way, and the particulars are legibly written, a proof is not absolutely necessary.

Must Have an Individuality.

Make your advertisements distinctive. Do not take too much notice of what competitors are saying, for then their expressions are apt to get intermixed with your own. It would be impossible for me to suggest to you ideas that would be individuality. The moment they left me they would cease to have an individuality. I cannot talk through you and neither can you talk through your clerk. But a theme satisfactory to you can be taken up by a clerk and it is surprising how much of your individuality can be wrapt around it.

You never take much notice of how other merchants talk to customers. Each merchant has his own way. Why shouldn't it be the same when it comes to advertising in a newspaper? If you approach your patrons in an off-hand way in the store adopt an off-hand style of writing. If you employ clear-cut business tactics as a store salesman let the same characterize your advertisements, and so on.

From having seen some half dozen of their advertisements I believe I could select certain merchants' announcements even if their names were not on them. Nothing but the individuality of the advertiser pervading his writings could enable me to do that. It is because writers select first one style and then another that their advertisements are robbed of impressive characteristics. And it is because other merchants choose to be themselves always that the people entrust their confidence to them.

Must Agree With Store Policy.

There is a great tendency in modern-day publicity, to misrepresent goods. It grows upon a writer to exaggrate virtues and gild weaknesses. But while plausible statements read nicely, truthful statements usually get the business. By being moderate in your newspaper enunciations you keep in better touch with your store—maintain harmony between your outdoor and indoor policies, as it were. Did you ever notice how certain goods have been advertised with tremendous enthusiasm and how the clerk who sold them was lifeless: The enthusiasm of the advertising was not misplaced, but some of it might have been engendered into the clerk.

It is absolutely necessary that salesmen should follow the wording of the advertisement to the letter. I have gone into a store where a clerk has confessed he didn't know certain goods were being advertised at a certain price. Imagine the amount of business such a clerk would personally gather in!

Must Follow Up Systematically.

That sounds like mail-order house phrasecology, doesn't it? But by "follow up" I mean that you should form some estimate of sales made from advertising and should always be preparing to push another line of goods "next week."

What you will principally be governed by is reason, and while this somewhat limits your scope, you can accomplish a lot by being timely. The moment it is opportune, advertise certain lines, then pass on to others. Articles that sell at a very low price, and sell quite frequently, will not have to be advertised to any great extent unless your competitor makes some move.

If you are announcing a special sale through the papers you can form some estimate of what the announcements did for you by looking into the orders. If you think the patronage extended to you was not representative, then it is time to get out a circular.

You cannot perfect your advertising policy, but you can and ought to know if you are appealing to the people by way of "needs," if you are presenting your case in the best light, and, most important of all, if you are gradually but surely building up a permanent list of customers.

ADLETS.

Don't wait till to-morrow. Put your ad in to-day.

Rhyme and reason—be sure of the reason.

Remember, all's well that begins well as well as ends well.

Don't forget consistency is a jewel in advertising.

Follow the lead—but be sure it's the right lead. A.A.B.

SOME FANCY ADVERTISING.

Some first-rate specimens of the printing, embossing and writing arts are being mailed to their friends and customers by the Copeland-Chatterson Co., Limited, Toronto. J. S. O'Higgins, advertising manager, prepared both the composition and drawings. A fly-leaf in brown and green extends an invitation to visit the company's offices, where paper and ink and the services of a stenographer will be at guests' disposal. An ivory white embossed card is devoted to an analogy between the mosquito—cause of uncomfortable nights; small worries—cause of uncomfortable days. A folder is given over to Grocer's Salesman's Creed, and a coverlet boasts one or two of the "C.C." phrases. As has been noted before in this paper, Copeland-Chatterson's advertising matter is well worth preserving. If you didn't receive a batch send in a request for them.

However it may be with other Cocoas, you can make a fair profit in selling **Lowney's**, and we promise you that we will create a larger and larger demand for **Lowney's** every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In **Lowney's** dealers have a guarantee against any cause for criticism by Pure Food officials.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You don't have to make comparisons when selling

MOTT'S Chocolates

"DIAMOND" and "ELITE" brands

All brands of Chocolate sold in Canada are compared with

MOTT'S

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

WEBB'S

CHOCOLATES

High-class goods for High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

SOMETHING IN A NAME.

A bill in equity has just been filed in the Chancery Court of New Jersey by Walter Baker & Co., Limited, of Dorchester, Mass., the old chocolate manufacturers, against a recently organized New Jersey corporation—the Walter E. Baker Chocolate Company—and Walter E. Baker, of Newark, one of the incorporators.

The bill alleges that Walter E. Baker has been engaged in the hotel and liquor selling business on the outskirts of Newark, and that the company incorporated under his name is engaged in a scheme for selling chocolate upon the reputation of the well known house of Walter Baker & Co., and the reputation it has established for the name "Baker" in that line of business.

EASTERN APPLE CROP.

A gentleman from the Annapolis Valley, Nova Scotia, states that the apple crop this year, while not exceptionally large in quantity, is of fine quality. And the quantity will be greater than last year's.

The Boston Chamber of Commerce, in its annual preliminary report of the apple crop, says that a canvass of the New England States shows that Fall varieties, are in excess of last year; Winter varieties, however, do not promise to be quite as plentiful. The supply of Baldwins will be smaller than last season.

In Western New York the crop will be 50 per cent. greater than last year, while in the Hudson River district the crop will be one-half of last year. The Michigan crop will be heavy, and in the middle west the crop will be exceptionally large and mostly of the Ben Davis variety. West Virginia and Virginia will produce 25 per cent. of last year's crop, and California and Oregon will turn out about the same as in 1905. The Canadian crop will be somewhat in excess of last year, and Fall varieties will be plentiful, but Baldwins will probably be in no greater supply than last year. Great Britain will produce a moderate crop, while Europe's crop will be decidedly in excess of last year. With scarcely an exception, the quality of all the apples this season promises to be fine. Sections reported as producing less than last year are unimportant when compared with other localities, and the total harvest is expected to be greatly in excess of last year.

TWENTY YEARS OF PRUNES.

Growth of American Industry—Crop and Curing.

More then 100,000,000 lbs. of prunes are eaten yearly in the United States. Prior to 1886 the supply came almost wholly from France and the Danubian provinces, and sold under the designation of French or Turkish prunes.

According to What to Eat, most of the American prune supply is from the southern part of California. In Santa Clara County alone there are 3,700,000 trees growing on 37,000 acres, 100 to the acre. The quantity of prunes raised there exceeds 110,000,000 lbs., more than enough for the requirements of the whole country, but the excess is needed to supply the export demand.

In September the fruit ripens and is gathered by spreading sheets under the trees and shaking the branches. The green fruit is taken to the warehouse, where it is graded in size and passed through a boiling hot liquid, in which process it is cleaned and the outer skin softened. It is then spread out in trays eight feet by three feet in size and exposed to the heat of the sun for three to eight days, depending upon weather conditions.

Ten thousand trays of fruit spread out in one unbroken tract may be seen in Santa Clara in the drying season. When sufficiently cured the prunes are stored in separte bins and there allowed to sweat, this process taking from 10 to 20 days, when they are ready for marketing.

MALAGA CROP SHORT.

Cables received last Saturday, at New York, from Malaga stated that a regular panic prevailed in the raisin market there on account of the discovery of a heavy shortage in the crop. The reports stated that a large portion of the expected output had been destroyed by rain and named prices so high as to be hardly understandable by the trade here.

GRAPES AND PEACHES.

The grape output of the Niagara district this year will be about 4,000 tons, says the St. Catharines correspondent of the Toronto News. He continues:

At present there are about one thousand acres of land in Lincoln, Welland and Wentworth counties planted in grapes, each acre yielding an average of about four tons. The acreage and yield have doubled in a few years, and there is no telling what the possibilities of the future may be.

A good percentage of the grapes grown around here are used for immediate consumption, and for transforming into jelly, but the biggest part of them are shipped to Quebec Province to be converted into wine.

The grape crop this year looks splendid, and as in the case of every other fruit but plums, which are scarce, the yield will perhaps break all previous records.

A gentleman who travels extensively through the district told the News correspondent last evening that there is a tremendous peach crop this year. Though the dry weather kept back growth of the fruit, leaving peaches smaller than usual, the trees are fairly loaded down, the quantity more than making up for the discrepancy in size.

"The Cost Takes Away the Taste"

We were the first people who were able to get the desirable highness in soda biscuit quality without taxing the people for the ascent.

are democratic in price, aristocratic in quality.

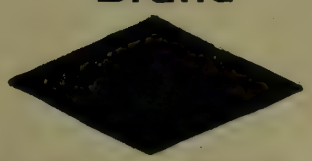
My, if other makers could only say this!

When you sell Perfections you will not have customers saying "The biscuits were all right, but what an outrageous price!"

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

W. & R. JACOB & CO.

LIMITED

DUBLIN, IRELAND

HIGH CLASS BISCUIT MAKERS

For Over Fifty Years.

SPECIALTIES

King's Own Mixed
Puff Cracknel
Veda Oatmeal
Kiel Fingers
Glacier Wafer
Milk Chocolate Finger
Butter Cream
Polo
Macaroons
Marie

OUR PRODUCTS rank high among the

BEST BISCUITS IN THE WORLD

and are distinguished for their good keeping qualities. We have such variety that no taste is left uncatered for—no biscuit need forgotten.

BISCUITS IN HALF-POUND PACKETS. (Packed in large tins). We wish to draw your special attention to these packets. By this method of packing, the biscuits are preserved in much better condition than if loose in the tin, and any handling of them is avoided. You can serve out at once a correctly weighed packet without loss from breakage, and your customer benefits by obtaining fresher and crisper biscuits.

OUR AGENTS will be happy to send you samples with full particulars regarding prices, etc.

AGENTS:

WILSON BROS.,
Wharf Street,
VICTORIA, B.C.

C. & J. JONES,
424-5 Union Bank Buildings,
WINNIPEG.

KENNETH H. MUNRO,
324 Coristine Buildings,
MONTREAL.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Shirriff's Extracts

Are the kind any grocer can sell with pride. Hadn't you better take a pride in your sales?

MANUFACTURED BY

IMPERIAL EXTRACT CO.
TORONTO

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE INCOMPARABLE "CAMP."

There was a time—and that but a few hundred years agone—when the English Parliament levied a ta[illegible] pence per gallon on all coffee m[illegible]de t[illegible] be sold. Let who will bewail the passing of these good old days; we, personally, are glad to be quit of them.

Coffee is undoubtedly growing in the public favor, growing fast; but, even yet, we are but half awake to the possibilities that lie within this cup of cups.

The fact that so much coffee is marred in the making accounts, to a great extent, for our sleepy appreciation of the beverage, which, under ideal conditions, stimulates the flagging nerves, cheers the drooping spirits, does us all manner of good and no vestige of harm.

Housewives do not generally grasp the fact that boiling utterly spoils coffee. To boil coffee for an indefinitely long period—say ten to fifteen minutes,—is almost as bad as to boil tea leaves, throw away the liquor, and eat the leaves minced up with butter, pepper and salt, as did that bewildering old lady who lived in the days of our great grandmothers.

The careful housewife of to-day is apt to stew her coffee, thinking, good soul, that she is drawing out the flavor. How little she knows that the essential volatile oil, which gives to coffee its delightful aroma and exquisite flavor, is vanishing up the chimney or diffusing itself upon the air of the kitchen all the while the coffee is boiling.

Messrs. R. Paterson & Sons, coffee specialists of Glasgow, have long had upon the British market, and have now introduced into this country, a really delicious coffee—a revelation of ease and economy to all true lovers of this delightful beverage.

"Camp" coffee, as Messrs. Paterson name their specialty, retains its full fragrance and freshness for any length of time in any climate. Not the least advantage of this most highly enjoyable "Camp" coffee is that it requires no cooking whatever, merely the addition of boiling water.

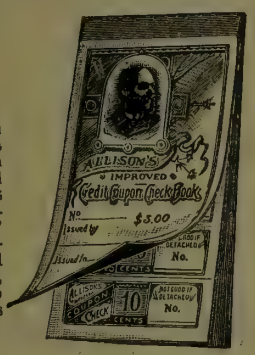
Prepared from the purest and finest coffee berries, under the most approved modern processes; of guaranteed uniform strength, flavor and quality, it is impossible that those who try a bottle of the incomparable "Camp" should be other than delighted with it.—Contributed.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

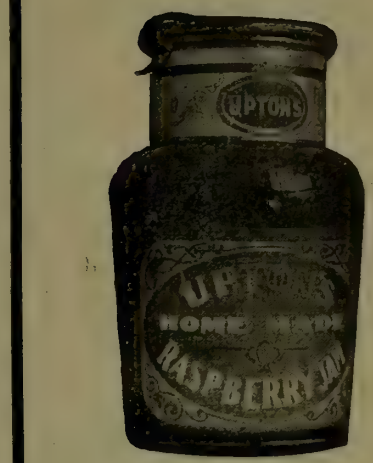


IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.



Why do you buy imported

Orange Marmalade or Jams

when you can buy

UPTON'S

just as good, if not better, than most of the imported. **UPTON** is the old reliable and the oldest established Marmalade maker in Canada.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS **COCOA**

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

'Tis Sixty Years Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

My Record

for fairness in cigar dealings is national in its scope.

Wherever you see cigars, knowledge of J. Bruce Payne and his ***Pebble*** and ***Pharaoh*** is not far off.

It has taken me years to get "close" to the grocery man but now I am there for good—if right treatment of my customers and good old-fashioned honesty will keep me there.

I want to add you to my list of friends. I want to gain your confidence.

Let us talk the Cigar question over!
You start.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

FALL IS A GREAT TIME FOR THE PIPE

It's an absolute truth that over eighty per cent. of your townsmen will have pipes going about this time.

The hot weather has passed and any smokers who quit for the "heat" reasons will now be back on the job and as happy as larks.

The tobacco used by these smokers must be bought somewhere—will that be over your counter?

T. & B.—That's Right
Orders—That's Right

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, CANADA

TOBACCO EXHIBITION.

Some Interesting Features of the Show Now on in New York.

The Tobacco Exhibition in New York would be an interesting place for every handler of tobacco. The New York Commercial says of it :

Smokers will have an opportunity of judging which is the better and best of tobacco, by visiting the Tobacco Trades Exposition at the Madison Square Garden, where 108 exhibitors will try to prove the superiority of their goods in the ensuing fortnight.

This is the first exhibit of independent tobacco growers, manufacturers and dealers, and if the crowd that filled the garden last night is any criterion, the show will be a success. As the visitor enters the garden and pays 50c., he immediately makes money. Attached to his ticket are seven coupons, each one entitling him to a package of 25c. cigarettes, a 10c. cigar or a package of smoking tobacco. On the whole he gets $1.35 worth of smoking material, ranging all the way from "Mrs. Miller's Best Chewing and Smoking" to cigarettes, such as are said to be smoked by the King of England.

One finds entertainment on every hand. An Indian band from the Government reservation at Onondaga plays excellent music, while Turkish girls, Parisienne girls, and cigarette-making girls from other countries strive for the prize in the cigarette-rolling race. A Virginia tobacco plantation, with genuine southern darkies, attracted a great deal of attention, particularly when the negroes stopped working to indulge in singing and buck-dancing.

The ideas in the booth building are all clever. A large English cigarette firm has built a reproduction of Windsor Castle, a native Sumatra hut has been imported for a tobacco house of that island; Cuban and Porto Rican houses are plentiful. The most artistic work of the whole exhibition perhaps, is the large meerschaum pipe, the carving representing the landing of Columbus. This is a magnificent piece of work.

Finally the cigar-smoking contest, that is held three times every evening, is worth the price of admission itself. This is held on a raised platform and is open to all, the contest lasting one hour, and the prize of a box of cigars goes to the man who can smoke the greatest number in that time.

Many of the old men can smoke like an engine burning soft coal, while the beardless youth knowing only his pallid cigarette strives to his utmost to cope with the black Havannas, only to grow paler with each puff until the perspiration comes and the cigar drops from his trembling fingers.

TOBACCO LEAVES.

Uncle Sam's smoking outlay last year was nearly $300,000,000. It included over 7,689,337,207 cigars. The United States have led in tobacco-growing since the day when tobacco was used as currency in Virginia. To-day they raise just six times as much as their nearest competitor, Russia, and one-fourth the world's whole crop.

THE STREET DUST NUISANCE.

A novel street-cleaning appliance is at present in use in the City of Washington. It consists of a hand sweeping machine, which is worked somewhat on the principle of the carpet sweeper. The city employs 115 men, who work with hand-brooms, while 75 men operate hand-sweeping machines.

Each man handling one of these sweepers is required to sweep 10,000 square yards of pavement, going continually over the area during the day and depositing the sweepings at stated distances along the curb. To every sweeper there is a bag carrier, equipped with a pick-up machine, gathering the sweepings in bags.

This device is a two-wheeled vehicle, holding a bag upright, and fitted with a scraper attached to the handle resting on the ground, and when filled inverted into the sack. The sacks, when filled, are collected by the 10 wagons owned by the department, and hauled to the public dumps, of which there are eight.

Each sweeper is also provided with a sprinkling pot holding five gallons, with which he is required to sprinkle the area before sweeping. The force is divided into six districts of about equal extent, with 35 men in each. Every district is in charge of an inspector, provided with a bicycle, whose duty it is to see the work properly done and make a daily report of men employed, area covered and number of loads of sweepings removed.

The Industrial Transport & Storage Co. has been incorporated by Ontario charter with share capital of $25,000. The provisional directors are Geo. Cleaver, C. E. Rowell, Geo. Thurlow, and H. B. Sproat, Woodstock; Scott Gillespie, Toronto.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.
QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FREIGHTS AND CHARTERS

Shipping Business Pretty Good at Present—Movement of Grain Scarcely Begun as Yet—Some Apples in Outgoing Cargoes—Low Water Still Causing Inconvenience.

This week has brought forth few changes in the shipping situation. Business generally is very good, cargoes leaving the port of Montreal being of fair size.

Low water in the harbor and rivers, of course, prevents boats being loaded as they have been in previous seasons when such conditions did not exist. The end of last week the water in the harbor was 26 feet 6 inches deep. This necessitated the restriction of outgoing boats, according to size. Take the Victorian, of the Allan line, which cleared September 14, for instance; this vessel was restricted to 24 feet 6 inches.

Cheese has not been moving out very well recently owing to market conditions Butter has been somewhat the same. Although prices on the latter are a little lower, demand has not been any larger on that account. Nevertheless, there are some shipments going forward in both lines which are fair to good in size.

There is not a great deal of grain being shipped at the present time. Wheat, which may be called the staple line, is just between seasons. The amount in the elevators of the port is not large. Old crop wheat is almost cleaned up, although there is still some held. It is yet a little too early for the new wheat, which will not begin to arrive for shipment in earnest until about the end of this month. Barley, oats and other grains are moving out to a certain extent, but trade is not large.

Apples are commencing to occupy a place in outgoing boats. Several shipments have been made during the past week or two, which show that there is some inquiry from the other side. The crop of apples in England, however, is sufficient this year to take care of all trade until the time our Fall apples are ready for export, which will not be for some little time yet.

There have been no changes in the rates this week.

The Egwanga, of the Elder-Dempster line, with a cargo of sugar from the West Indies, docked at the St. Lawrence sugar refinery last week.

It is remarked in shipping circles that the number of sugar boats arriving in Montreal this season is larger than last year, considerably. To date, according to reports from McLean, Kennedy & Co., and Elder-Dempster & Co., whose boats are engaged in this trade, the number of boats, and the tonnage, entering the port this season are in excess of last year.

The Sarmatian, of the Allan line, cleared for London and Havre, with a general cargo on September 14.

The Manxman, of the Dominion line, with a general cargo, left for Bristol on the same day.

BEATING THE PEDDLER.

At the recent annual meeting of the retailers of Pennsylvania a speaker, Mr. Bloom, of Sunbury, on the peddling question said :

"Years ago when any man took an active interest in anything they called him an enthusiastic worker ; later on they called him a crank, and to-day they call him a fanatic. That is what the Sunbury people call Bloom on the question of peddling. The business of your town belongs to you, not by right of possession or inheritance, but because you pay your tax on occupation as a merchant, you pay your tax or license for being a merchant. You are expected to head the list on all subscriptions for any and all charitable purposes. You are the financial backbone of your town. You have invested your money in merchandise and are giving your time to serve the people. Is it right for peddlers to come in and do the business that belongs to you ? There is a remedy. Have your borough or city council pass an ordinance that carries a penalty without a license for each and every one, including your own merchants. Make the fee high enough that it will not pay the peddler to take out a license. Go to your county courts, have a man licensed as a county detective. By having this officer, the cost of suits outside of attorneys' fees, if you lose the case, will fall upon the county. Get your merchants together and agree to stop soliciting orders from house to house. Cut down your expenses of this employe. Notify your customers of this change and have them come to your store. Educate your people to this new order of business, and in two years' time you will not have a peddler where you now have thirty. This is the experience of the Sunbury merchants. And what we have done you can do. By doing this you protect yourselves and protect the unwary or the "easy mark."

Mr. Bloom here gave an illustration of where a peddler had come into his store, purchased a lamp and sold it at a considerable profit. Continuing he said : "There are thirty-five merchants in Sunbury doing business who were there when I went there, but of all that vast number but two quit business, retiring with a competency. I attribute that to the fact that you sell your goods without a profit."

ALLSPICE GROWERS COMBINE.

Herbert L. Northey, of Kingston, Jamaica, told an interviewer in Montreal recently that the growers of allspice, or pimento, had formed an association to secure themselves an increased share of the price paid by consumers for their product. Allspice is grown almost exclusively in Jamaica.

"Though substitutes for allspice," said Mr. Northey, "have been and can be manufactured—chiefly by the combination in proper proportions of pepper, cloves and cinnamon—none of them can compare with the real article. Foreign consumers will therefore be always ready and will even be compelled to purchase pimento, unless the prices are run up to an unnatural figure.

"Although very little pimento has been sold in New York of late, the manufacturers drawing upon their reserve supplies instead of buying more, they will soon be compelled to follow the market in Europe, and buyers are even now preparing to pay 5 and 5 1-4c. a lb. instead of 4 and 4 3-8c., as was the custom before the formation of the syndicate. This is proof conclusive of its good effects, and the advance will not stop there. Before long the price will go to 5 and 5 3-4c. per lb., and even 6c.

QUALITY and PRICE!

These are the two points to consider when buying your cigars.

HOGEN-MOGEN and ROYAL SPORT

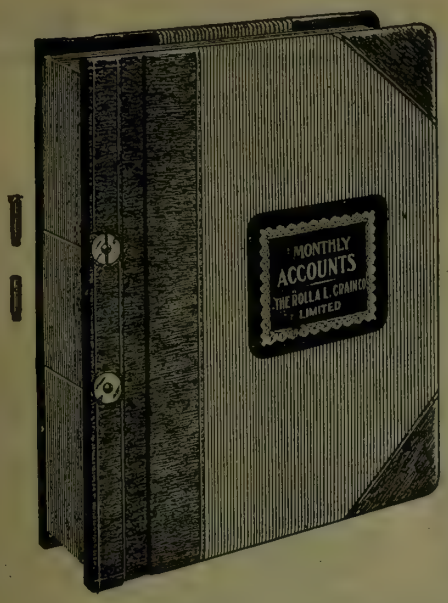
FIVE CENTS TEN CENTS

These are the cigars which will give the greatest satisfaction.

QUALITY—The very finest. PRICE—The very best consistent with the quality.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.



$17.75

This is not a special price. It is the price we have always charged for our

Monthly Account System

never more, never less. It is the same to every person. An outfit consists of

1 Current Binder, size 14 x 11, in Corduroy and Leather
1 Set of Index with Leather Tabs
1 Canvas Day Book Binder
1000 Sheets in Duplicate, size 14 x 11

The above price includes sufficient pen or pencil carbon for the number of sheets ordered and allows division of sheets with one, two and three billheads as desired.

This system will save a retail merchant one-half his book-keeping time.

Write us for further information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : ***18 Toronto St.***
Montreal Office : ***74 Alliance Bldg.***
Winnipeg Office : ***11 Nanton Block, Main St.***

DEALERS

tell us we give too good value in our

Wall Papers

for the price we charge. Well, perhaps we do. It's characteristic of the **STAUNTON LINE.** We give value so you can make good profits.

See our samples. You will find them better than ever.

STAUNTONS LIMITED

Wall Paper Manufacturers

TORONTO, ONT.

What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

Thats the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited
PRESTON, - - - ONTARIO

A MODERN GROCERY
FITTED WITH "WALKER BINS"

GEO. A. VICK & SONS, ORILLIA, ONT.
Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.
There is no way to so effectively display goods as with

"WALKER BINS"

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Representatives .
Manitoba:—Stuart Watson, Winnipeg. Saskatchewan and Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

DO YOU PREFER AN
Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON
is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to
THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works
MONTREAL

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

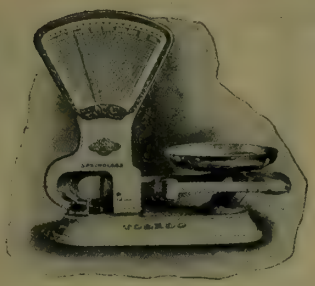
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

. . Deceived . .

is the Grocer who imagines that the "one-color" counter check book is the latest thing out.

We make a

Counter Check Book

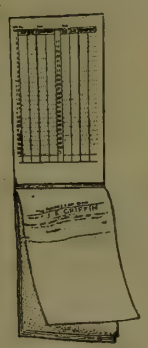
SPECIAL DUPLICATING

Two Colors of Paper

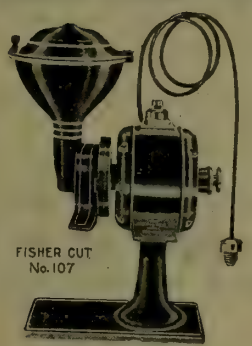
Shall our Representative Call?

The Carter-Crume Company, LIMITED

TORONTO and MONTREAL



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TRADE MARK

"LION" BRAND

PUTZ TRIPLE EXTRACT

Metal Polish

LIQUID AND PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Put up in liquid and paste form. Has a ready sale

Exceptional terms to retail grocers. Send us a postal.

SOMETHING THAT WILL GIVE YOU LARGE PROFITS

English Embrocation Co.

MONTREAL, QUE

Show Cards

Have you ever realized the valuable advertising space you have in your show window—that you can talk to thousands of passers-by by attractive show cards and price tickets?

We invite your inspection of the finest line ever made in Canada. Suitable for any business.

Our 72-page Catalogue, giving illustrations, is free to all interested.

The Martel-Stewart Co., Limited

Montreal, Canada

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

HERE IT IS

The Best Corn Meal Made.

The kind your customers have wanted for years.

It is made of the choicest yellow corn by the most perfect milling processes known. It is uniformly granulated, absolutely pure and free from hulls and specks. Such is

QUAKER BEST CORN MEAL

It is sold only in sealed 3-lb packages.

This is the kind of meal it will pay you to sell, Mr. Retailer. The beautiful carton in which it is packed attracts your customers and saves you the time and trouble of weighing our bulk meal—saves paper, twine and loss, too, but best of all

IT YIELDS YOU A GOOD PROFIT

Don't delay but order a supply of Quaker Best Corn Meal from your Jobber to-day

The Quaker Oats Company

Successors to

The American Cereal Co.

PETERBOROUGH, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 20, 1906.

Baking Powder.

Cook's Friend—	Per doz
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 45
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ½ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" " in pepper boxes, according to size	0 02	0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz
Reckitt's Zebra paste, ½-gro. boxes, per gross. $10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat 08, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 25
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
6's, "	0 22
8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes per lb.	0 30

Icings for cake—

Chocolate, white pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case	per doz.,	$	.90	
1 " " 4 " "	"		2.40	
½ " " 2 " "	"		4.75	
¼ " " 1 " "	"		9.00	

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 14

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

5-lb screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1 lb pkgs 22c.
6-lb. " 12 " " ¼-lb. " 22c.

Go'd Medal chocolate powder—

5 lb. tins 10 tins in case ..... 36c.
10 lb. tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb tins, 10 tins in case ..... 35c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Birdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

ADVERTISING.

Have you noticed our large and effective advertising beginning in September issues of papers like Ladies Home Journal, Woman's Home Companion, Good Housekeeping and a lot of others of the same class? We help you sell **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins. You make a good margin of profit on both. The goods have earned a deserved reputation for merit at the head of the list. There you have it—goods of highest merit, affording good profit, backed with liberal and efficient publicity.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"EAGLE" brand Condensed Milk

More people have been told about the merits of

BORDEN'S BRANDS

Are you looking for a share of this trade? Stock the goods and be ready for the call.

"PEERLESS" brand Evaporated Cream (UNSWEETENED)

WILLIAM H. DUNN, Montreal and Toronto,
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

For Sale by all jobbers

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children acro s the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to s ll.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per ear.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents.
53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth. which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

he Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal " Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	10

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06¾

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08⅝
½-bbls.	0 09⅛
Tubs	0 09½
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 4-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

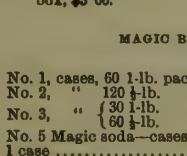
Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.



Case or 1-lb. containing 60 packages pe box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

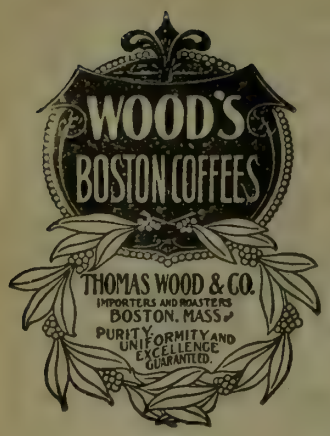
MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20



Character—Personality

One may develop "character" which is shown in his personality. He becomes a marked man—one possessing distinctive traits.

Distinctive qualities also mark the sucessful commercial commodity, as in

WOOD'S COFFEES

These reach the high-water mark, and invite the most searching criticism from the best posted Grocer.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL,

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 07½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 07½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05
A me Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 40 lb.	0 05½
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
4-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 400 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	2 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05½

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb	0 05½
" 3-lb. cartons, 36 lb	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	

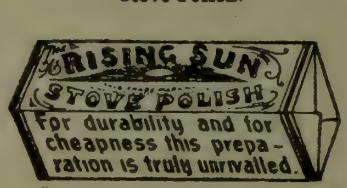
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 45
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 36
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 56

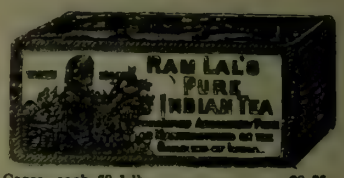
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.

THE CANADIAN GROCER

10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND

BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Fruit Jars

Lots in Stock

IMMEDIATE SHIPMENT

GET PRICES NOW

GOWANS, KENT & CO. LIMITED
TORONTO

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY, LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade
1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams
1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON
10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 28, 1906. NO. 39.

TRUE BLUE— With all that that implies is the verdict of users of

Keen's Oxford Blue

—The paying Blue for you to handle, year in year out, is Keen's Oxford Blue—

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

You can make a paying feature of your SYRUP trade by suggesting to your customers a trial of

CROWN BRAND

Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

"Crown" brand table syrup is made from selected corn and is delicious, rich, nourishing and healthful.

EVERY JOBBER SELLS IT.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 21 Bonsecours St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

"Thistle" Finnan Haddies

Distinguished from all others because **REAL HADDIE.** Many times better than any other packed because not cheap mixed fish. An honest production from best material. Palatable, wholesome. Keep perfectly in any climate. "The Haddie that draws trade and holds it."

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Hannah's Pickles

Sold by leading wholesalers.

A. P. TIPPET & CO., Agents.

Montreal. Toronto.

Fry's Cocoa.

Absolutely Pure Cocoa with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

Sold by leading wholesalers.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

J. H. MAIDEN
425 St. Paul Street, MONTREAL
Manufacturers' Agent and Commission Broker.
Domestic and Foreign Agencies solicited.
Special attention to introducing New Lines to the Trade.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

Ask us for prices on
EVAPORATED APPLES
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON
Manufacturers' Agent and Wholesale Commission Broker.
Winnipeg, - Man.
Highest References. Correspondence Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

Getting Ready for Fall Business——

We have just passed into stock a shipment of French Canned Goods from the well known shippers, P. M. Loubrie & Co., containing the following——

FRENCH PEAS— Petit Pois, Magons, Fins, Ex. Fins

FRENCH MUSHROOMS— Hotel, Bon Choice, 1st Choice, Extra, Extra—in glass

MARISCHINO CHERRIES— In glass—Hf. pint bottles, " Pint "," Quart "

MACEDOINES— Fruits in glass, Vegetables in glass

ANCHOVIES— In oil, glass

These are quite equal in quality to other higher priced packs.

New Sultana Raisins——

Our first shipment is due to arrive here about Oct. 10th. Advance samples show these to be very desirable fruit, and we are quoting prices under the market.

You had better place your order for shipment upon arrival.

Domestic Pickles—— 16-oz. Bottles 5-gal. Pails

We have a snap in both these lines. Put up by a reliable manufacturer, and while the stock lasts will sell them at considerably less money than it would cost to replace them to-day. ***Better order NOW.***

We now have a complete stock of

WAGSTAFFE'S SEALED FRUITS

In Rich Heavy Syrup.

RASPBERRIES, CURRANTS, PEACHES, PEARS, LAWTONBERRIES, LOMBARD, EGG and GREEN GAGE PLUMS, NIAGARA and CONCORD GRAPES

Cases 1 doz. glass.

The EBY, BLAIN CO., Limited WHOLESALE GROCERS TORONTO

Manufacturers' Agents—Continued.

WINNIPEG.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

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This design a guarantee of quality.

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IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

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CANADA PAPER CO.
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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
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The best money maker in your store—
Write for particulars—
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A BOILER, ENGINE OR MACHINERY?

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STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

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Canadian Canners LIMITED

The Autocrat of the Dinner Table

is

RIVERDALE BRAND.... Canned Goods

When you see this brand you see an enjoyable repast

FULL QUANTITY ***TOP QUALITY***
PACKED FRESH ***PROCESSED RIGHT***

Specify "RIVERDALE" on your order sheet.

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC **Montreal** OTTAWA

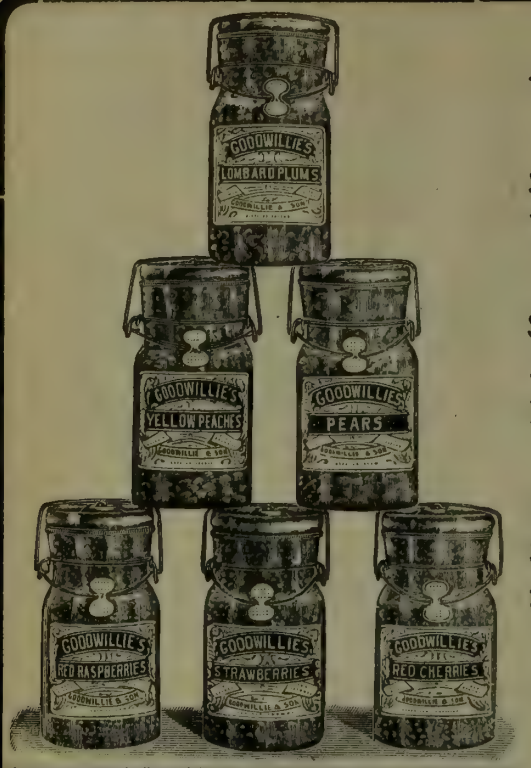
Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the Continent.

For the last four weeks we have been buying tons and tons of the very finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz screw-top bottle, with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED
MONTREAL



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Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

ROSE & LAFLAMME, - - MONTREAL

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest **Garden Strawberries** England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every **Good Grocer** in Canada can sell to his customers, knowing that it will give the **satisfaction that builds up trade.**

ROSE & LAFLAMME

MONTREAL and TORONTO

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

OUR MOTTO:

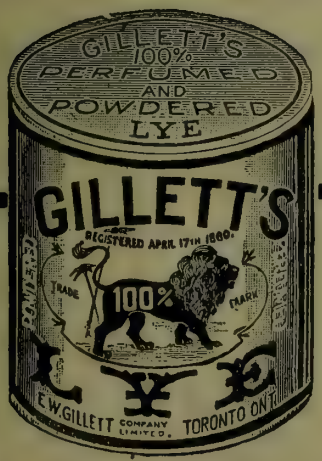
"Quality Regardless of Price"

This motto peculiarly applies to our **Cream of Sugar Corn,** which in selection, careful handling, ingredients of syrup, is made to cost much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.



GILLETT'S LYE has many uses.

It makes soap, it cleans baths, sinks, dishes, pans, cans, refrigerators and everything about the home.

The Grocer who knows the uses of

GILLETT'S LYE

knows the great demand there is for an all 'round good cleaner.

E.W.GILLETT COMPANY LIMITED
TORONTO, ONT.

Gillett's Chemical Works, Established 1852.

—Made in Canada—

From the Atlantic to the Pacific the famous

"STERLING" BRAND PICKLES

have their customers. In all quarters grocers who are leaders in the trade know the wisdom of keeping well stocked with these goods.

—Ask your jobber or
—order direct.

THE T. A. LYTLE CO. Limited

TORONTO, CAN.

WINNIPEG and CALGARY

The distributing centres of Western Canada

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS,—

What **are you** doing to secure a foothold in the rapidly increasing trade of **Western Canada.** Do you want to establish **your name** and **your Brands** now in this **Great West.** If so, do not put it off till to-morrow and allow your competitors to take advantage of your delay, but write us at once. We offer you our services as wholesale commission merchants and brokers, and can also distribute and store cars of general merchandise at reasonable rates.

We will be pleased to quote any firm in Canada, Great Britain or foreign countries prices of Rolled Oats, Oatmeal or Mill Feed, cost and freight or c.i.f. any point.

We are, Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Now that Prices Have Been Made

You can figure out just about how many cases of

Corn and Tomatoes

you can handle in the coming season----supposing you get them.

You can also figure on doing about 25 per cent. more canned goods trade with

Old Homestead Canned Goods on Your Shelves

than with any other brand or brands.

The reason for this is simple. Old Homestead Canned Goods are incomparably the best on the market any way you take them.

The public are quick to recognize quality, especially when combined with an attractive appearance. Old Homestead Goods have both.

You can't boom your canned goods trade in any better way than by making Old Homestead Brand your specialty.

Don't delay. Get your order in right away.

If your wholesaler can't supply you, write us direct.

The Old Homestead Canning Co.

Picton, Ontario.

Expert cultivation in the most successful tea-growing districts in the world have made

Japan Teas

positively the most perfect teas for consumer and dealer alike—

The Grocer handling Japan Teas handles the Best

Our advertisements are telling your customers all about

'CAMP' COFFEE

and we shall esteem your assistance in introducing it into the homes of Canada. "CAMP" is a liquid Coffee of exceptional quality; it saves time, waste and worry and satisfies all who try it. *It pays the distributor a handsome profit* and means increased business. More about it next week.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents:
ROSE & LAFLAMME,
MONTREAL.

REASONS

FOR YOUR ORDERING

IVORINE STARCH

It yields you 60% profit.

It is a labor-saving Starch.

It gives the full measure of satisfaction.

It is selling faster every day.

A case of 40 pkgs. at $2.50—there's what to order.
The Jobber—there's who to order from.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties :

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

YOU WANT Something that will bring you trade.

"MELAGAMA"

MOTHER'S FAVORITE TEA

Brings constant repeat orders.

WRITE US TO-DAY

Close Prices - - - - - - ***Prompt Shipment***

We carry a full line of bulks—Will be pleased to send you samples.

MINTO BROS., Tea Importers

F. J. WHITE, Manager **TORONTO, ONT.**

STOVE POLISH

For a Stove Polish that will please every time that it's used, get

JAMES' DOME BLACK LEAD

Gives a lasting brilliant shine. No dust, no dirt.

W. G. A. LAMBE & CO., Canadian Agents.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organi ation and experience necessary to gain and hold the marketfor first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

CAPSTAN BRAND

High-Grade Tomato Catsup

Put up in 10-oz. and 20-oz. bottles of a new design, and is very attractive.

This Catsup is far superior to many others and is giving perfect satisfaction.

We guarantee this Catsup to give perfect satisfaction.

Ask your wholesale Grocer for it or see our travellers' samples.

The CAPSTAN MFG. CO., Toronto, Ont., Can.

No Point Slighted
None Overlooked

Essentials to Perfect Mince Meat are Perfect Methods, Pure Constituents, Right Packing. All these essentials are incorporated in

NICHOLSON'S, HENCE ITS SALES!

Speak up concerning

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

"SALADA"

Ceylon Tea

Once upon a time, in years gone by, we were vain enough to express the belief that the superior quality and value of "Salada" would cause it to dominate the sale of all other Teas, some of the "knowing ones" smiled and pitied our presumption; that our belief was well founded is attested by the fact that the output has now passed the enormous quantity of one hundred thousand pounds per week or equivalent to

FIVE MILLION POUNDS PER ANNUM

RICE RICE RICE

RANGOON
PATNA
JAVA
Just Arrived
JAPAN
CAROLINA

Write for Samples and Quotations

WARREN BROS. & CO. Limited

Wholesale Grocers

35 and 37 Front St. E., Toronto

The Best Argument we can offer you that

Our Matches

are in the favor of the trade is that those merchants who have tried them are repeating with increased orders—

Their advantage lies in

larger profits and better goods ——

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

PRUNES

FOR PROMPT SHIPMENT

THE DAVIDSON & HAY, LIMITED

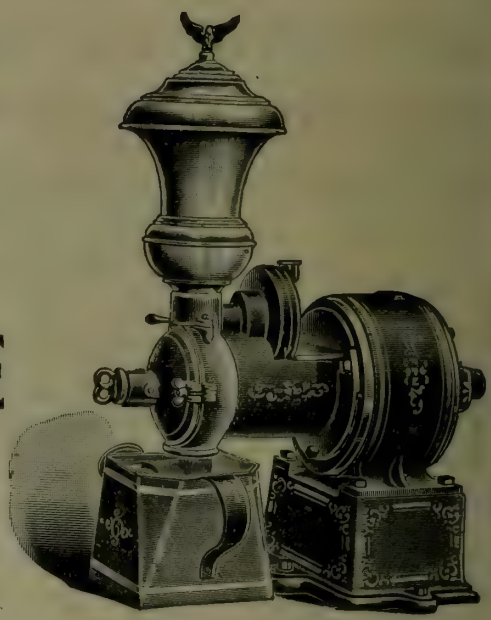
WHOLESALE GROCERS, TORONTO

Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE



Electrically Driven Coffee Mill

The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

HORSESHOE SALMON

NEW GOODS. 1s tall, 1s flat, ½s flat.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

FIRM ESTABLISHED 1750

Purnell's
PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.
Quality guaranteed. Profits good. Sales always increasing.

PURNELL, WEBB & CO., Ltd., Bristol, Eng.

Sauce and Pickle Makers

Apply to Agents for further particulars:

J. W. GORHAM & Co. - -	HALIFAX, N.S.	J. WESTREN, - -	630 Ontario Street, TORONTO
R. JARDINE, - - - -	ST. JOHN, N.B	BICKLE & GREENING, - - - -	HAMILTON, ONT.
H. HAZZARD, - - -	CHARLOTTETOWN, P.E.I.	J. CARMAN, - - - - -	WINNIPEG, MAN.
A. J. HUGHES, -	1483 Notre Dame Stree., MONTREAL	C. E. JARVIS & Co., - - -	VANCOUVER, B.C.

VALENCIA RAISINS
SULTANA RAISINS
CURRANTS

For Import—
Write for Quotations to

THOS. BELL, SONS & CO.,
MONTREAL

The Season for Coffee

If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "**CLUB**" and "**PRINCE OF WALES**" brands. These brands of coffee will do for you what they have done for others—increase your coffee trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 55.
" Merchants 523.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Cleanliness is a mighty important factor with the Napanee Canning Co.

All the floors in our factory are made of cement. The ceilings in our factory are very high. A first-class sewer runs direct from our factory to the river.

These virtues cannot do other than this one thing : produce perfect sanitary conditions for putting up

"CANADA'S PRIDE"
CANNED FRUIT and VEGETABLES

Have you ordered our delicious Tomatoes, our delicious Corn ?

WM. GALBRAITH & SON,
Sole Agents for Montreal.

NAPANEE CANNING CO., Limited
W. A. CARSON, Manager - - Napanee, Ont.

WILLIAM GALBRAITH & SON

Wholesale Grocers **MONTREAL**

—Have received consignments of **GENUINE LABRADOR HERRINGS**, the first and best of the season. Quality guaranteed.

Have also secured **2000** boxes California loose Muscatels, **1000** boxes seeded, 1 lb. packages choicest brands offered at low prices. Write for quotations.

These Raisins were secured prior to the recent advance and our customers can secure benefit by ordering promptly.

To Make Good Pickles
USE
Tartan and Red Feather
SPICES
Imperial VINEGAR

Tartan BRAND
SIGN OF PURITY

Stock Now
WAGSTAFFE'S Sealed Fruits, in glass
WAGSTAFFE'S Jams, in glass
ALL PURE FRUIT and SUGAR

If You Want the First FIGS in Canada

send us your orders for shipment on arrival, four row, five row boxes, and 2½-inch and 3-inch Figs in 24s, and 48s. We also have earliest new Sultanas, Shelled Almonds, and a large assortment of Malaga Table Raisins, all descriptions. These come by fast steamer. New Prunes arrive October, new Seeded Muscatels arrive October. We got in right on these goods. See our travellers before placing your order.

When in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., Wholesale Grocers, HAMILTON

TERMINAL STORAGE WAREHOUSE

THE most modern, best equipped, absolutely Fireproof Public Storage Warehouse on the continent. Bonded and free. Heated throughout by the hot blast system.
Now in course of construction in the centre of the city. Will be ready to receive consignments August 1st, next. Railroad siding direct into building;
Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.
Special facilities for the storage of Canned Goods, Wines and Spirits, Tea and Coffee, Flour and Grocers' Sundries.
Lowest rates of Insurance. Ratage and deterioration reduced to a minimum.
Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one company, by one Letter.
Less worry for merchants and manufacturers when dealing with a company of large financial responsibility.
For information please communicate with the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.
12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

JUST RECEIVED—

Dalidet's Celebrated OLIVE OIL, in tins and glass

ALSO THEIR

French Peas, Mushrooms, Macedoines, Asparagus, Cherries in Maraschino, etc.

LUCAS, STEELE & BRISTOL
Wholesale Grocers,

HAMILTON, - ONT.

GREIG'S WHITE SWAN CAKE ICINGS

All true fruit flavors—high grade and dependable in every respect.

THE ROBERT GREIG CO., LIMITED
WHITE SWAN MILLS
TORONTO

"ANTITIS PEPPER"
The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

BUY

Brand Star
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

CANDIED PEELS

BEAVER

Our new Peels are now in store :
The Finest goods on the market.

Drained Lemon, Orange and Citron Peel in boxes or tins.

BEAVER Candied Lemon, Orange and Citron Peel in boxes.

Prices are right.
Market is advancing,

JAMES TURNER & CO., HAMILTON, ONT.
LIMITED

ESSEX CANNING & PRESERVING Co. LIMITED.

The Brand of FINE QUALITY

Call for them NONE BETTER

NATURAL FLAVOR RETAINED.—NO CHEMICALS USED.

MANUFACTURERS IN WINNIPEG

Notes on the Annual Convention of the Canadian Manufacturers' Association Held in the Western Metropolis—President's Plea for Higher Protection.

In many respects the recent convention of the Canadian Manufacturers' Association held in Winnipeg was the most successful in its history. The attendance was much larger than a year ago at Quebec and a vast amount of business of an important nature was disposed of in the businesslike style of the best business men of Canada. It was decided to open a permanent office in London, Eng., to act as a commercial intelligence agency for the association members, to assist in securing skilled labor for the members, and in other ways to promote the interests of the organization. Important steps were also taken in promoting the scheme for the mutual fire insurance of association members, and, taken as a whole, the meeting was remarkable for the new departures which were decided upon.

For the first time in the history of the association the annual convention was held west of the Great Lakes and the event was looked forward to with keen anticipations by the citizens of Western Canada, who, rightly or wrongly, united in considering it a most important epoch in the history of the newer Canada. The west wants manufacturers and is determined to have them, her citizens being thoroughly convinced of the unwisdom of shipping raw materials east and bringing in the manufactured product. The west wants manufacturers and preferably Canadian manufacturers, and hence the keen interest excited by the visit to the west of the Canadian Manufacturers' Association. Winnipeg received them with open arms and everything possible was done to show the visitors the advantages offered them by the metropolis of the west. In the excursion westward which followed the convention the principal western towns have been visited and in all an effort has been made to show the visitors what the west has to offer them. It may be confidently expected that one result of the western visit of the manufacturers will be the establishment in the west of many branch factories and the opening of many more branch warehouses.

* * *

The manufacturers' special train arrived in Winnipeg late on Sunday night, September 16. The visitors were met by the officers of the Winnipeg branch and were at once escorted to the palatial Royal Alexandra, the convention headquarters. Winnipeg's new palatial hotel challenges comparison with the King Edward in Toronto, the Windsor in Montreal or the Chateau Frontenac in Quebec, and the visitors were delighted to find themselves in such pleasantly luxurious surroundings. The sessions of the convention were all held in the Royal Alexandra.

* * *

The recently appointed secretary, J. F. M. Stewart, was a busy man during the stay of the manufacturers in Winnipeg. Ex-Secretary R. J. Younge, now sales manager of the Canadian Rubber Co., was a familiar figure at the convention and it was evident that he appreciated to the full his freedom as compared with other years.

At the opening session a hearty welcome was extended the visitors by Mayor Sharpe, Hon. R. P. Roblin, Premier of Manitoba, and E. L. Drewry, the Manitoba vice-president. C. C. Ballantyne responded with the president's annual address, which was in part as follows :

When our good friend, Mr. Drewry, at our Quebec convention, extended an invitation to the Canadian Manufacturers' Association to meet this year in Winnipeg, there was no dissenting voice. Perhaps the invitation was accepted so unanimously because of Mr. Drewry's oratory, or perhaps it was the pressing messages he brought from the Manitoba branch of the Manufacturers' Association, His Worship the Mayor of your city, the Board of Trade, and the Builders' Exchange ; or again it may have been the inducements held out by the Canadian Northern for a trip to Edmonton, or by the Canadian Pacific to occupy their fine new hotel. No matter what the reasons, the members of the association were deeply grateful, and I think the large number who have traveled two, three and four days to be with you is sufficient evidence of their appreciation. My own opinion is that the impression is firmly installed in every one of us that Winnipeg has already reached the threshold of greatness, and that this whole western part of our country is advancing by such momentous strides that we have to see for ourselves before we can understand, and we are here to see.

National Development.

The growth of your city is marvellous, the extent of your business transactions amazing, but on every side we are given the assurance that this wonderful development has but begun. We, your fellow-countrymen, wish you all success. You cannot be prosperous without permitting us to share in your prosperity. Our country has become so immense, our prosperity has made us so contented, our aspirations have so steadily developed along national rather than provincial lines, that we have assumed the task of working together for the good of our vast heritage, with nothing on the horizon to interfere with a continuance of united and successful advancement.

Opportunities for Canadians at Home.

The growth of this country is so rapid that we must guard against the possibility of becoming engrossed with the enormous work of to-day, without placing a proper estimate upon the future.

Agriculture is the corner-stone of Canadian industry. All our provinces are more or less agricultural. With the development of our farms, we have built railways, established banks, and opened trading houses, all of which are most necessary. We thought at one time that certain of our eastern provinces were destined to be chiefly agricultural provinces. We improved the land and grew larger and better crops year by year. This was all well and good.

After a few years we discovered that we were lacking in big cities, in consuming centres ; we discovered that our sons and daughters born on the farm would not all be farmers, some would not because of their temperament, others would not because they saw greater opportunities elsewhere. The result was that Canadians went south by the thousand. Most of them went to the cities, not the farms ; to where there were factories ; they had seen enough of the fields. This continued for a number of years. In 1900 there were 1,180,000 persons of Canadian birth living in the United States. I feel safe in saying that the most of these Canadians were lost to our country because we had not the towns or the factories—in other words, the inducements and the opportunities.

To-day the situation is completely changed. We have begun to study our own resources. What do we find ? Not only that nature has fitted us to be a great agricultural nation, but that our mines, our forests, our streams, and our waterfalls destine us to stand in the front rank of the manufacturing countries of the world ; that here, within our own borders, we have all the raw materials for the world's great industries, the necessary industrial opportunities for all our sons and daughters, and the greatest and best market for the products of our farms. Our neighbors to the south have recognized this even sooner than we ourselves. To-day they are returning to us our own.

It is for us to say whether we will continue to purchase our manufactured goods in the United States, or put just a little more tariff on certain lines, and make the factories in the States build plants in Winnipeg, Saskatoon, Moose Jaw, Calgary, Medicine Hat, Regina, Edmonton, or any other of the many centres in our great western prairies which have advantages to offer, and by this means keep the population we are getting. Last year our dutiable imports from the United States amounted to $94,200,167, the large percentage of which was manufactured goods, and might just as well have been made in Canada. As it is the United States farmers, workmen, manufacturers and other citizens have just that much of our money that should have been kept at home.

Canada's Opportunity.

It is only within the last decade that we have begun to properly appreciate our rich resources, but now we are all full of confidence in the future of our vast Dominion, and the outside world is beginning to learn what great opportunities we have to offer. Sir Wilfrid Laurier's striking phrase, "Canada is the country of the twentieth century," has gained wide currency because it gives apt expression to the growing belief that no other country contains such great resources of natural wealth ready to be developed. It is very important, then, for us to adopt a policy that will assure to our own people, to those who settle in the country and thoroughly identify themselves with its interests, the full benefit of this coming development. Many millions of dollars will be realized annually from the crops produced in our rich soil, many millions more will be taken from our forests and our mines. Shall this wealth remain in the country, shall the money which represents it circulate in the Dominion for the benefit of the people who develop these resources, or shall we by a mistaken fiscal policy allow it to go abroad for the enrichment of other nations ?

The future of Canada largely depends upon the way our statesmen decide.

Canadian Tariff Attitude.

It must be a matter of gratification to all patriotic Canadians that the fiscal policy has ceased to be a matter of partisan controversy. The leading politicians of both political parties now recognize the necessity of protecting Canadian industries of all kinds, and we may hope that when the members of our Dominion Parliament are called together in November to consider the revision of the tariff they will set aside all old prejudices and look at the question from the broad standpoint of Canadian interests, that they will consider what policy will best develop the varied resources of our country, give profitable employment to all classes of our people, and maintain and advance the prosperity that now exists.

Imperial Preference.

When a number of members of the Canadian Manufacturers' Association visited the United Kingdom last year the leaders of the party took pains to make our position regarding the question of a preferential tariff clear to the British people. We told the merchants and manufacturers of the United Kingdom that it was our ambition to make in Canada everything which we could advantageously produce, and that, while we did not desire a prohibitive tariff against Great Britain, we would insist upon sufficient protection to at least put our Canadian manufacturers on an equivalent footing with those of Great Britain, but that we were anxious to divert into British channels, as far as possible, the trade we now did with foreign countries. In other words — that when we must go abroad to buy goods we would prefer to buy them from our fellow-citizens of the British Empire. The leaders of the tariff reform movement in England expressed approval of our attitude, and I am glad to be able to say that when the Chambers of Commerce of the Empire assembled in London in July of this year a resolution in favor of mutual preference within the Empire, moved on behalf of the Canadian Manufacturers' Association and the boards of trade throughout the Dominion by our ex-president, Mr. Geo. E. Drummond, was carried by a vote of 104 in favor to 41 against. This is very significant when it is known that Mr. Drummond was very explicit in his statement of the Canadian attitude in the speech which he made in moving the resolution.

The true preferential policy has been aptly expressed by two little stamps, one of which bears the words, "Keep your money in circulation by buying goods made in Canada," while the other says, "When you can't get what you want at home buy within the British Empire."

An Equalizing Tariff.

We are sometimes asked what we mean when we say Canadian manufacturers do not demand a prohibitive tariff against the United Kingdom, but that we must at least have sufficient cient protection to put our Canadian manufacturers on an equivalent footing with those of Great Britain. Perhaps our meaning may be better understood when I cite the case of one of the members of our association who had large factories in Montreal and London, England. The difference in the wages paid in these two great factories of England and Canada is remarkable. Figures taken from the pay-rolls, and strictly accurate, show that:

Common labor is 82 per cent. higher in Canada than in England.

Gang leader or sub-foreman, 70 per cent. higher.

Boys (16 to 18), 85 per cent. higher.

Machinists, 64 per cent. higher.

Carpenters, 40 per cent. higher.

Girls (by the hour), 33 1-3 per cent. higher, and girls (piece work), 66 2-3 per cent higher.

Are not these figures alone sufficient to show the necessity of maintaining an equalizing tariff against British goods? But if, while giving our manufacturers fair play in competition with British manufacturers, we make our tariff so high against all foreign countries that our surplus requirements, above what our own factories can supply, will be obtained from British manufacturers, a vast amount of money which now goes to enrich foreign nations will be turned into the pockets of British manufacturers and their workingmen.

The Value of Foreign Trade.

During the past eight or nine years the world at large has been enjoying a period of extraordinary prosperity. Never before was business so generally good throughout all civilized countries and Canada has been getting its share of the good times. Indeed, the country has been so prosperous that many of our people have failed to see the necessity of providing for future years when the world's commerce may pass through a period of stagnation as it has so often done in the past after periods of great activity and general prosperity. They have failed to see that, by sending abroad annually many millions of dollars for manufactured goods which could be made just as well in Canada, we are draining the country of wealth which will be sorely needed when the bad years come. We all take a certain pride in big trade figures. For the fiscal year ending June 30, 1906, Canada's trade with the world at large amounted to $552,000,000, an increase of over eighty millions over the previous year. Ten years ago it was only a little over $239,000,000. Canada per head of population has a greater commerce with the outside world than the United States, but we should not be too ready to congratulate ourselves on this fact. A writer on this subject has pointed out that if the Americans would buy all the iron and steel and all the cotton now manufactured in the United States the figures of foreign trade would be enormously increased. If the raw cotton and the iron ore used in American mills and furnaces were shipped abroad to be used in the cotton mills and blast furnaces of Germany and Britain the total exports of these raw materials would bulk largely in the trade returns, and when the finished products were brought back to the United States they would swell the figures of imports. Yet no one will argue that it would be better for the people of the United States to close their cotton factories and shut down their iron and steel works, in order to thus increase the foreign trade per head of population.

If the United States manufacturer was not permitted to dispose of his wares quite so easily in Canada, our foreign trade might not be so great but our home trade could be very greatly increased. During the fiscal year ending June 30, 1905, imports from the United States for consumption in Canada, exclusive of gold and silver, amounted in value to $152,431,626, while Canadian exports to the United States, exclusive of gold and silver amounted to only $53,498,642. We hope that the tariff which the Government will bring down at the coming session of Parliament will effectually prevent future annual importations from the United States amounting to three times the value of our exports to the United States. The Canadian west is getting thousands of American farmers as settlers every year. Why not, by means of our tariff invite American manufacturers to follow them in and build factories in the towns of Manitoba, Alberta and Saskatchewan? I am convinced that the great majority of Canadians in the great west would approve of a policy that would bring this about. Why should the Canadian farmer be regarded as antagonistic to a policy which would develop the great Canadian west? Is it not much more reasonable to assume that his ambitions are identical with the ambitions of the farmers in the Western United States? These farmers declared for a policy of all-round protection, and they got it. Now there are hundreds of manufacturing and consuming centres throughout the great west, and western farmers have markets at their doors for their enormous harvests. I read in the Winnipeg Free Press of December 16, 1905, a memorial presented to the Dominion tariff commission by the board of trade of the town of Medicine Hat. This memorial says:

"The demand for manufactured goods throughout the Northwest is already very large, and is increasing every year in an amazing way. We think, therefore, that if the Canadian tariff were made high enough to shut out the American goods that flood this country, many of the manufacturers of the United States would start branch factories in Medicine Hat. In asking for a high tariff against the United States we are not moved by any feeling of hostility to that country. Many of our best settlers come from the United States, but they came here to better their condition because land is cheap in a new country, and they will be glad to have a home market near at hand such as will be created by the establishment of manufacturing industries in the Canadian Northwest. We think that the American settlers generally will be pleased to see the tariff raised as high as that of the United States, because they know that the development of the United

States has been greatly assisted by high protection, and they naturally desire the country in which they have settled to grow and prosper."

Medicine Hat is only one of the towns in the west which would secure factories if the tariff were raised. It would be difficult to exaggerate the possibilities of Winnipeg as a manufacturing centre when cheap electric power is brought here from the rapids of the Winnipeg River. This enterprising and ambitious city, with its splendid geographical situation at the gateway of the Canadian west and its unrivalled railway facilities, will not be content to be simply a distributor of foreign goods to the people of the west. It can never attain the importance to which its geographical situation and the enterprise of its people entitle it, unless the factories are as numerous as the warehouses. I believe that in the very near future the great bulk, if not all, of the manufactured goods that are required in these western provinces will be manufactured in Winnipeg.

Some of our members who are large manufacturers in the east are building branch factories here now, and a great many more are contemplating doing so. If manufacturers wish to take full advantage of the growing trade in the west, it will be necessary for them to establish branch factories in Winnipeg and the other enterprising western centres.

To accomplish this we want a strong Canadian policy that will benefit both east and west. What action the Government will take at the coming session of Parliament, we cannot say, but we believe that the Government will give us the best and strongest Canadian tariff that we ever had, and one that will give thorough protection to every Canadian industry.

At our last annual banquet, held in Quebec, the Right Honorable Sir Wilfrid Laurier, in the course of his eloquent and patriotic speech, made this striking announcement, when referring to the coming revision of the tariff. After the premier had referred to these great western provinces as being the "Garden of Canada" and to their great future, he went on to state that he hoped before long, with our great farming population, which is increasing rapidly each year, that every shoe that would be worn in these prairies would be a Canadian shoe; that every yard of cloth marketed there would be a yard of cloth produced in Canada, and so on and so on.

This is the policy of our worthy prime minister; this is the policy of the Canadian Manufacturers' Association, and it is the policy that the people of Canada demand to-day. "Made in Canada" is popular and this association has done its share in bringing this happy state of affairs about. The manufacturers of Canada will admit that twenty-five or thirty years ago their products may not have been equal to the manufactured products of older and more experienced nations, but that is not so to-day—"made in Canada" products are equal to the best in the world, and this strong, patriotic desire on the part of all to demand goods that are "made in Canada" is one of the most promising features for the further development of this great country. Remember, that every workman employed in the factories of Winnipeg and other western cities will eat food grown by the farmers of Manitoba, Saskatchewan and Alberta, and thus the farmers of the west are as much interested in the growth and prosperity of the cities as the townsmen themselves.

Water Transportation.

The great development of our foreign commerce naturally leads us to the consideration of Canada's water transportation facilities. This great west, although far removed from our ocean ports, is nevertheless vitally interested in improvements to steamship lines, and the many routes, rivers and harbors of our great country. To get the best price for our products, whether of the farm or factory, we must have easy access to the world's markets. As a signal improvement we welcomed, a year ago, the new Allan turbines, and this year we point with pride to the two grand Empress boats put into commission by the C.P.R. The service from Canada to Great Britain is now just as comfortable and fast as from New York.

Another great improvement has been made by our great national transportation company, the C.P.R., of which we are all so justly proud, and that is that the mails are now carried from London to Hong Kong and from Hong Kong to London in twenty-nine days by the inauguration of the over-seas special mail train connecting with the magnificent Empress boats on the Atlantic and the Pacific. The building of a second great transcontinental road —the Grand Trunk Pacific—and the extension of the Canadian Northern, which we hope before long will make a third transcontinental line, together with double tracking of the C. P. R. line from Winnipeg to Port Arthur, and increasing the fleet on the Upper Lakes, and the vast improvements the Dominion Government have made by deepening the channel and improving the waterways in the St. Lawrence, transportation facilities are being rapidly improved, not only for the benefit of the west, but of the country as a whole.

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Probably the greatest need of manufacturers at the present time is skilled help. The association has not hesitated to express its disapproval of the immigration policy of the Dominion which discourages skilled mechanics from coming to Canada. In addition to this the alien labor law is designed to prevent manufacturers from bringing such men to Canada; and further, no steps are being taken to train such men at home. The technical education committee presented a memorial to the Dominion Government, asking for the appointment of a commission for the purpose of indicating a national system of technical training. This is greatly needed in Canada, and if we are to keep pace with the United States and European countries we must give our people every opportunity to attain skill.

Insurance.

The investigations conducted by the insurance committee throughout the year into the cost of fire insurance protection, is of the utmost importance, and their suggestions that in mutual fire insurance there is to be found economy and safety are appealing with force and power to our members.

During the year the committee has reported fully to the executive council the conclusions they have reached in this matter, and I am safe in saying that in no case has a recommendation been made without a most exhaustive investigation and full and careful consideration. As a result there is now filed in the insurance department records of great value; they are open to inspection at any time, and the more clear and convincing will be the conclusion that a remedy for existing evils and burdensome rates is to be found in a well-organized system of mutual insurance of and by the manufacturers of Canada, just as the success of the same principle has been demonstrated beyond the slightest doubt by the manufacturers of the United States.

Railway and Transportation.

The value to our organization of an expert in transportation matters has been emphasized more during the past year than ever before, and I know that the report of the department will bear testimony to this fact.

The members of our association must be gratified to note that the Government has taken action along the lines of the resolutions passed at the Quebec convention, by bringing express companies under the railway act and making more adequate provision for the interchange of traffic between railways.

The officers elected for the ensuing year were as follows:

President—Harry Cockshutt, of the Cockshutt Plow Co., Brantford.

First Vice-President—Hon. J. D. Rolland, Rolland paper mills, Montreal.

Provincial Vice-Presidents—Ontario: L. Harris, Brantford; Quebec, G. A. Vandry; British Columbia, John Hendry, Vancouver; Manitoba, L. C. McIntyre, Winnipeg; New Brunswick, Chas. Macdonald, St. John; Nova Scotia, T. M. Cutler, Halifax; Alberta, A. E. Cross, Calgary; Saskatchewan, E. J. Brooks, Regina. Treasurer, Geo. Booth.

The convention was brought to a fitting close by a brilliant banquet at the Royal Alexandra, on Wednesday night, Sept. 19. At its close the special excursion train left for the west carrying the manufacturers on their western tour.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to The Pacific—News of Your Brother Grocer in all the Provinces.

Ledroit & Frere, grocers at Quebec, have registered.

Bonneau & Hunt, confectioners, etc., Rossland, B.C., have dissolved.

Wm. T. Rich, of Chase & Sanborn, Boston, was in Montreal last week.

Last week the Foxboro cheese factory, Foxboro, B.C., was destroyed by fire.

R. J. Semple, a Toronto grocer, has sold his business to James Morrison.

Foulston Bros., general merchants at Birnie, Man., have removed to Hiestler, Sask.

W. M. Jones, confectioner, at Ponoka, Alta., has been succeeded by L. B. Matusch.

A. Vipond & Co., general merchants, at Hudson, Que., have dissolved partnership.

R. A. McKellar, grocer and confectioner at Pilot Mound, Man., has been burnt out.

L. Rosenthal, general merchant at Morden, Man., has sold his business to N. Korman.

Arthur Hammond, general merchant at Spring Hill, N.S., has assigned to C. H. Newton.

D. A. Scott, general merchant at Souris, Man., has sold his business to W. C. McShare.

Owen Baker, general merchant at Vermillion, Alta., has been succeeded by O. Baker & Sons.

Leslie & Wilson, millers at Saskatoon, Sask., have been succeeded by the Saskatoon Milling Co.

M. Quesnelle, general merchant at Wauchope, Sask., has sold his general stock to A. Bernuy.

Bitker & Wyld, general merchants, at Lemberg, Alta., have been succeeded by Krienke & Thompson.

Geo. P. Tisdale, confectioner, etc., at Cranbrook, B.C., has been succeeded by Campbell & Manning.

R. H. Struthers & Co., general merchants at Bassano, Alta., have sold their business to F. H. Berry.

F. D. Cockburn, manager of the Montreal office of Comfort Soap, was in Ottawa for a few days this week.

H. G. Walker & Co., general merchants at Oak River, Man., have been succeeded by Crearer & McTavish.

Mrs. Napoleon Ostigny, of St. Hyacinthe, Que., has registered her bakery under the name of Napoleon Ostigny & Co.

A. H. Brittain, Quebec and Ontario agent of the Atlantic Fish Companies, was a caller on the Toronto trade this week.

Charles Thompson, of the Canada Sugar Refining Company, Montreal, has left for a couple of weeks' holidays in the Laurentians.

The cheese factory at Melrose Abbey, near Peterboro, Ont., owned by Andrew Matheson, was burned on Tuesday. The loss is about $1,500.

A. H. Brittain, Montreal agent for the Atlantic Fish Companies, on Monday left for a week's visit to Canso and other points in the fishing district.

Robert Neilson, of the Lake of the Woods Milling Company, who has been ill for some time past, has returned to his desk, and is rapidly getting into old form.

A complete new roasting plant, including a 7-foot Burns roaster with gas burner and valve cooler and stoner, has been installed by the Club Coffee Co., Toronto.

Hugh J. Hickey, of Mason & Hickey, Winnipeg, went east last week to consult with the various eastern firms represented in the west by Mason & Hickey.

Steer Brothers, of St. John, N.B., for the past two months have been making improvements to their grocery store on Water street. Now their store is unsurpassed by any in the city.

The S. F. Bowser Co. are issuing to the trade a series of seven halftone illustrations on fine ivory cardboard of their oil tanks. The work is in colors and each illustration is a sample of modern art printing.

According to a private letter received from Thomas Whitwell, the officer in charge of the Skeena River salmon hatchery says that the hatchery is full of sockeye ova of which they collected 4,000,000 eggs.

The Spencer Seedless Apple Co., of Toronto, have been incorporated with share capital of $100,000. The provisional directors are C. P. Fell, Buffalo, N.Y.; T. A. E. World and S. P. Grosch, Toronto.

J. A. E. Lanthier, assistant secretary of the Beach Calculating Machine Company, Montreal, was married to a Montreal girl September 24. They left for a honeymoon trip to New York the evening of the same day.

Lewis P. Mason, of Mason & Hickey, Winnipeg, has returned home from an extensive business trip west to the coast. He reports business very brisk in all the towns of the "Far West," particularly in Edmonton and Calgary.

W. S. Harrison, for some years traveling representative of the J. K. Ormsby Co., San Francisco, and now manager of the firm's industrial department, is now in Canada acquainting himself with the market here. At present he is in Montreal.

The Exeter Canning & Preserving Co. have been chartered with a capital of $40,000. The provisional directors are Jos. Snell, J. G. Jones, S. Martin, Chas. Sanders, T. Harvey, A. Marchand, J. Hunter and W. Sanders, all of Exeter, Ont.

Geo. Deisenroth, G. H. Halberstadt, and J. H. Mitchell, Toronto; A. Bauer, Jno. Letter, Waterloo, Ont., have been issued a charter for the Toronto-Waterloo Office Furniture Co. The share capital is $75,000, and the head office will be in Waterloo.

"Sunny Monday" is the name of a new laundry soap which has been put on the market by the N. K. Fairbank Company. It is an excellent soap, and so far has sold very successfully. The retail price is 7c. Grocers will receive prices on application to the company.

A New Orleans molasses firm sold, subject to sample, 100 barrels of molasses to a Philadelphia firm and is now suing to recover the price. The defence is that the molasses was heavily loaded with sulphites and could not legally be sold, also that it was not up to sample.

From the entire tobacco-raising region of Connecticut come reports of a banner crop, and already the growers are beginning to congratulate themselves on having one of the all round seasons in the history of the leaf. Old growers say they cannot remember a year in which the season has been as favorable as the present one.

The Northwestern Packing Company has been incorporated at Winnipeg, having a million dollars capital. The primary object of the company is the establishment of a stock yard and the carrying on of a general commission business, also the building of grain elevators and the conducting of retail stores.

The Board of Trade of Wawanesa, Man., has elected these officers: President, F. D. Barclay; vice-president, R. J. Neithercut; secretary-treasurer, A. Eason; council, A. F. Kempton, C. L. Atkinson, C. M. Vanston, M.D., D. A. McVicar, E. L. McDonald, C. Crothers, J. J. Story and A. W. Snider.

H. C. Harrington, Sydney, N.S., has remodelled and greatly improved his grocery and crockery store. The new 40-foot frontage has plate glass. Modern show cases and Walker bin counters have been installed, a thoroughly up-to-date butter room and the side devoted to crockery has been refitted throughout.

Edward Archibald Hoyt, traveler for the wholesale grocery firm of Hall & Fairwether, St. John, N.B., was married in St. Luke's Church at St. John on Tuesday, September 11, to Miss Helen Beattie MacKnight, daughter of the late William S. MacKnight. After the ceremony the bridal couple left on a two weeks wedding tour.

Cereals, Limited, is the name of a newly incorporated company to manufacture and sell food products of all descriptions. The share capital is $200,000, and the head office at Kingston, Ont. The provisional directors are R. A. McLelland, Kingston; W. H. Comstock, Brockville; Geo. Schmidt, Pembroke; W. G. Craig, Kingston; G. I. Mallory, Brockville; M. E. Galvin, Detroit.

The Lindsay Poultry & Pet Stock Association elected their officers for the current year: Hon. president, D. C. Trew; president, Johnston Ellis; vice-presidents, W. Flavell, A. Horn; secretary-treasurer, C. Frost; assistant secretary, W. Hunter. Directors, C. Hughan, John O'Reilly, J. P. Riley, T. Hader, Geo. Calvert, G. A. Jordan, Capt. Hamilton. The show will be held Jan. 15, 16, 17, 1907.

Up to last Monday, according to Southern Pacific freight officials, 4,000 carloads of green fruit had been sent from California to points east of the Rocky Mountains. They expect an additional 1,500 cars before the season ends. In their opinion these 5,500 cars of deciduous fruit represent a market value of $5,500,000, or an average of $1,000

per car. Each car sent contains 12 tons of fruit. So far this season the total shipments east will aggregate 66,000 tons.

H. Heitman is building for himself a large general store in Feversham, Ont.

R. A. Dalton, Peterboro, Ont., attended the Oddfellows' gathering in Toronto.

Mrs. J. F. East, of Kleinberg, Ont., who has been ill some time, is recovering.

W. Ellison, of Penville, Ont., was in Toronto last week calling on the wholesalers.

J. Saddler, Wiarton, Ont., has sold out his grocery and flour and feed business.

Sulphur has been advanced materially, and is now costing 10c. to 12c. above Spring rates.

Fred Urstadt, of Waterloo, Ont., was in Toronto last week calling on the wholesale trade.

F. A. Haddie, Bowmanville, Ont., was a grocer I.O.O.F. who was in Toronto for the big meeting.

Major Orchard, Toronto manager of the American Tobacco Company, was in Montreal during the week.

Frank Brown, of Port Hope, Ont., wound up the trout season with a nice catch of twenty-two of the best ever.

Six grocery travelers found themselves sitting in a row in the Brown House, Lindsay, Ont., Thursday of last week.

Peels are also climbing in the English market. Citron peel is particularly scarce and the price consequently higher.

Jack White, of Midland, Ont., a foremost grocer and prominent in the I. O. O. F., was at the demonstration in Toronto.

T. A. Fisher, of Lindsay, Ont., was in Toronto last week with the I.O.O.F. and figured large as life in the big procession.

Geo. Winters, Sr., of Geo. Winters & Sons Co., grocers, Brantford, has been enjoying a six weeks holiday among the Muskoka Lakes.

Alphonse Archambault, a Montreal grocer, dropped dead from his delivery wagon while driving down St. James street on Monday.

W. H. Denton, Camilla, Ont., has opened a store in Horning's Mills and will reside there. He is continuing the business in Camilla.

Leonard Wallace, of Wallace Bros., Woodbridge, is highly pleased with the general condition of business. He looks for a fine trade this Winter.

Geo. Mills, of Lindsay, Ont., was in Toronto last week visiting his daughter and swelling the attendance at the I.O.O.F. Sovereign Grand Lodge.

Mrs. H. Armstrong, 18 Eastern avenue, Toronto, has sold her grocery business and is retiring. She and her mother have had the business 23 years and it has paid them well.

A. L. Vanstone, of Brantford, Ont., has put new plate glass fronts in both his grocery store and china store. They adjoin, and the improvement adds greatly to the appearance of the premises.

Ald. Wm. Potter, grocer, Chatham, Ont., was a visitor to Toronto last week. Ald. Potter, besides being a progressive grocer, is an energetic member of the city council and prominent also in politics.

J. B. Egan, formerly of Ceylon Station, Ont., has gone into the grocery and flour and feed business at Dundalk, in the store formerly occupied by Colgan & Wilson.

J. J. Clark, who for years has conducted business in Wiarton, Ont., has removed to Toronto and started in the grocery business there. For the time being he continues his store in Wiarton.

John Goyne, formerly an Ontario traveler for Mathieson Bros., Montreal, is now a member of the traveling staff of Warren Bros & Co., Toronto. He is on the Grand Trunk east and the Midland.

E. C. Clark, of Orangeville, has just returned from a trip to the west. He was greatly pleased with mercantile prospects out there and is thinking of transferring his stake to the land of wheat.

J. H. Ringer has purchased G. H. Robinson's grocery business at Bloor street and Dovercourt Road, Toronto. Mr. Ringer has been a clerk at W. J. Gill's high class fruit and fish store, Yonge and College streets.

Mount Forest's recent fair was the first held there in a number of years, but it was a great success. The merchants worked enthusiastically for it. J. S. Ireland, G. P. Bateman and others made fine exhibits of their goods.

Bracebridge pretty nearly closed up last week and came down to see their team win the lacrosse championship in Newmarket. Mr. Hutchinson, of Hutchinson Bros., and Mr. Hockins were among those who came down to cheer "our boys" and help carry home the championship.

Geo. T. Morris, Oshawa, Ont., came to Toronto Wednesday of last week in an automobile, did business on the fruit market and with the wholesale grocers, and was home in good time that evening. We're not saying anything about the time he made—there are speed laws in this country.

Phil Brown, city traveler for John Sloan & Co., Toronto, lives in Mimico, and Friday of last week entertained his three confreres at his home. He killed a duck or two from his own flock—you see, it was in Mimico—and he and his friends made merry while the day lasted. The entertainment was so good they're going again soon.

Frank Britton, representing the Imperial Extract Company, Toronto, was a caller upon the Montreal trade during the week, in company with the local representative, W. S. Silcocks. Mr. Britton has just returned from a trip through the Province of Quebec, and reports very satisfactory business all along the line.

W. G. A. Lambe, one of Toronto's leading grocery brokers and commission merchants, passed through Montreal on his way home to Toronto this week, after a visit to Atlantic coast points, where he spent a few holidays. Mr. Lambe was accompanied by Mrs. Lambe. A representative of The Grocer had a short talk with him while he was in the city.

While getting into his buggy last Sunday to go for a drive, Joseph Ethier, of the firm of Laporte, Martin & Cie., Montreal, fell backward onto the hind wheel of the vehicle, owing to the horses unexpectedly starting. Mr. Ethier was severely injured internally, and is confined to his bed. The doctors expect to have him around in ten days, however.

Titerington Bros.' large fruit warehouse at St. Catharines, Ont., was totally destroyed by fire on Tuesday. There was a large quantity of fruit and baskets, among which the fire spread with lightning rapidity. The loss is about $2,500, of which $800 is insurance. As soon as new premises are secured business will be continued as usual.

Dan Bohlander, who up to a short time ago was manager of the Co-operative Bakery Co., Guelph, Ont., has gone to Berlin to go into partnership with his brother-in-law, August Schneidel, who conducts a successful grocery business in that town. Mr. Bohlander is a man of good business ability and he has the sincerest wishes of success from his friends.

Mr. Charles Hartman, grocer, Brantford, has decided to sell out his entire grocery stock. It is Mr. Hartman's intention to go into the cigar and tobacco business on a large scale and devote his whole attention to it. After extensive alterations have been made in his present store, he expects to have one of the finest tobacco stores in Brantford.

Charles Grand, a Canadian traveler known to many of the trade throughout the Dominion, has identified himself with Beeman & Co., Winnipeg, as sales manager, and will have general supervision of sales for the entire Dominion. Beeman & Co. are manufacturers of a very convenient style of office files and they are meeting with success on this side of the line.

The first cargo this season of currants and raisins for Montreal left Patras, Greece, Saturday, September 8, by the Thomson Line steamship Bellona. On her way through the Mediterranean she will call at Denia, Spain, to complete her cargo of raisins, sailing from that port on September 18. According to Grecian laws currants are not allowed to be shipped until after September 1.

Geo. Dawson, of Dawson & Co., Sault Ste. Marie, Ont., has returned from his annual Summer outing. George is one of the wide-gauge, big-hearted chaps whose chief pleasure is in seeing others enjoy themselves and joining in the sport. He has acquired the habit of organizing each Summer a party of young folk and taking them off on a camping expedition to some favored spot in the north country. He never had a better time than this Summer, and pleasant rumors of it have reached even to Toronto.

Torrence & McPeik are a new grocery firm in North Bay, Ont. They are just now fitting up their store with fixtures that will be the finest in Northern Ontario and probably means in Ontario. A good many men in the trade in the older parts of the province would be surprised at the size and elegance of some of the grocery stores in the northern towns. Both members of the firm are thorough grocers. Mr. Torrence was in the business in North Bay some years ago, but retired to direct his energies along other lines for a time.

TRADE ON THE PACIFIC COAST

Big New Abattoir at Vancouver—The Salmon Hatcheries—The Fall Pack of Fish—Whale's Tails a Delicacy—Potatoes for Australia—Market Notes.

Vancouver, B.C., Sept. 22, 1906.

The abattoir and packing plant being erected by the P. Burns Co. in this city to handle their big trade, is to be the most complete of its kind in the west. It is also to be a very extensive plant, as a review of the dimensions will show. The site covers ten acres, and on fully five acres, the buildings will have no spare space. Nearly all these buildings are to be fireproof. The dimensions in detail are: Boiler room, 80 x 40 feet; ice factory and cold storage, 130 x 90 feet; four storeys and basement; killing floors, 90 x 100 feet, four storeys and basement; rendering house, sausage making and refining sections, each of the three, 50 x 50 feet, three storeys and basement. There will also be a fertilizer building three storeys and basement, and a bone house of the same dimensions. All these buildings will be connected by covered corridors, and in the centre is a vestibule 20 x 30 feet, in which will be located the stairways, elevators, drops, and conduits for pipes and wires. A big reservoir capable of holding 25,000 gallons, will be placed above this building. In connection with the offices and other buildings there will be an elaborate provision of bath and dressing rooms for employees. On the waterfront side of the property will be the stockyards and wharves. The foundations for all the buildings are most substantial, being set five feet below the surface of the ground and rising 17 feet above, while they are so wide that two men can easily walk abreast on them. The brick walls are now being erected on these foundations, from brick supplied by the Vancouver Clay Co's new yards at Clayburn. The sanitary arrangements for the new plant are most elaborate and well-nigh perfect. A septic tank of large dimensions has been installed. Every portion of each carcase handled will be utilized to the last extremity, as in the big stock yards of the United States, and the plant is designed to facilitate this. Geo. A. Binney, formerly of the Kansas City stock yards and a man of wide experience in such work, is the designer of the plant, while J. S. Pearse, specialist in the same line, is architect of the buildings. Mr. Binney will superintend the erection and completion of the whole establishment. Its capacity will be 250 head of cattle, 500 sheep and 500 hogs per day, caring for all by-products.

* * *

The salmon hatcheries of the Fraser River have had an unfortunate experience through heavy rains just at this time, when the spawning beds and pounds were full of fish. A large quantity of the fish were liberated through the breaking of the pound fences. The three Dominion hatcheries at Harrison Lake, Bon Accord and Pemberton will likely be able to repair the damage sufficiently to secure a catch of the late run of fish. But the Provincial Government's hatchery at Seton Lake, on the upper waters of the river. There a regular cloudburst damned up the creek and the weirs broke, letting out thousands of impounded fish, which will spawn in the upper waters, but the hatchery will have no spawn, unless perhaps a few from late runs which may make their way up to Seton Lake.

On the other hand, the reports from the Lakelse hatchery, Skeena River, show that that farthest north establishment has had a splendid season. The spawning is earlier there, and the hatchery is full of ova, over 4,000,000 eggs being the estimated amount. The manager of the hatchery remarks that the fact of sockeyes from a new spawning ground being ready three weeks earlier than on the usual grounds, indicates that there were two distinct runs of salmon this season.

* * *

The Fall run of salmon is keeping up well, and the ending of the close season on sockeyes is marked by re-establishment of prices, 20c. per fish for sockeyes and cohoes being set. There will be ten or eleven of the canneries on the Fraser and tributary waters packing Fall fish. Some of these have been kept running during the close season of sockeyes, on cohoes, humpback and dog salmon.

* * *

The joint sessions of the International Fisheries Commission are being held this week in Vancouver, behind closed doors. The situation on the Fraser River is the chief topic of discussion, but reports of the sessions are being handed out.

* * *

Several hundred tons of potatoes and a large quantity of onions formed part of the cargo of the setamer Miowera, sailing for Australia this week. It is, of course, the opposite season in the Antipodes, and while the new crop is being sold here as low as $10 and $12, so large is the supply, there chances to be such a shortage in the southern commonwealth, that the price is away up to $30 per ton and over. That leaves a handsome margin of profit, provided the spuds reach their destination in good order. The long sea voyage across the tropics is hard on them, and unless the stock is good to begin with, and carefully selected and packed, the percentage of loss in transit is likely to be large.

* * *

Onions are frequently imported from Australia in our off season, so that the present exports are but a return of the compliment. Large shipments of apples were also sent out, but unfortunately most of these were from the States of Washington, Oregon and California, fully 3,000 cases being sent. It is possible that further shipments of potatoes may go on the next steamer. The last to sail, the Maheon, had a small lot, but it was rather too early to have the potatoes ready after digging.

* * *

Pickled whale's tails are a delicacy produced as a by-product from the whale fishery established on the west coast of Vancouver Island. A recent shipment of 40 barrels was made o Japan, where the odd article is in demand. The steamer Otter brought the consignment from the whaling station at Sechart, and at the same time 600 barrels of whale oil for shipment to England was also delivered. The whole consignment went on the Blue Funnel steamer Telemachus, which sailed this week.

* * *

At New Westminster weekly market last week, prevailing prices of beef were somewhat lower than usual, 4 1-2c. in quarters being the range for front quarters, 8c. for hind quarters. Mutton was scarce, selling readily at 10c. Veal in large carcases sold at 7c. and in small carcases at 9c. Poultry offerings were liberal. Prices were, for broilers, $3.50 to $4 per doz.; roasters, $5 to $6; hens, $6.50 to $8 per doz; ducks, $7 to $8 per dozen; geese, $1 to $1.45 each.

* * *

Dairy supplies from local sources are fairly liberal yet, but in butter the demand is not met from local sources. Eastern and Northwest receipts are light and prices are going up. It looks as if butter would be a fancy price this Winter. Local creamery is worth 30c. now, and dairy is quoted at nearly as much, though the supplies do not as a rule pass through the hands of jobbers, going direct to the retail trade from the producers. Eastern creamery is quoted at 27c. to 28c. Eggs are scarce as to local fresh supply, which are quoted at 40c., while eastern case stock brings 24c. to 26c.

* * *

Fresh fruits are plentiful as to range, though the supply of plums, pears and peaches is not large. Quotations are: Peaches, Okanagan, $2 to $2.25 per crate, Washington $1.20 per crate; pears, local, $1 to $1.25 per box; Bartletts, $1.25 to $1.50 per box; apples, Gravensteins, Wealthy and Greening, $1 per box; plums, 60c. to 75c. per crate; oranges, late Valencias, $5.50 per case; pineapples, ex SS. Miowera from Honolulu, $4 per dozen.

* * *

Potatoes are coming in very plentifully. prices having gone down in some cases to $10 and $12 per ton. Shipments to Australia have caused a little activity in the market for potatoes, but the supply is not yet as large as it will be, and prices are likely to remain low for some time. Tomatoes are still very plentiful, ripe ones selling at $1 to $1.25 per crate. Onions are 2c. to 2 1-4c. per lb., cabbages 1 1-2c., carrots, etc., 85c. per hundred.

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BARRED FROM THE MAILS.

Many a doubtful enterprise has masked its obliquity behind a fair name. At length deeds speak louder than words — but there are the profits. A fraud order has been issued by the U. S. Post Office against the McLean Publishing Co. of 88 Walker street, New York, barring them from the use of the mails. The story is told by the New York Times as follows :

The concern advertized in the cheaper magazines, offering large prizes for the solution of a puzzle. These puzzles were always easy to solve, and many persons sent in the answer and demanded the prize. Instead, they received a circular announcing that "the present which will be given you is a very beautiful set of table silverware, consisting of an A1 silver plate flatware coffee set, including sugar shell gold bowl, carefully packed in an elegant double-sealed box, all fully warranted."

The prize winner was also informed that he was to receive four volumes of the Arlington Edition, a series of cheap reprints. The winner was requested to send "shipping directions, with a remittance of $1.35 to cover boxing and packing charges."

Many persons took the bait, and it is said that the McLean Publishing Company was overwhelmed with mail. However, the outgoing expresses were not taxed to anything like the same extent in carrying books and coffee sets to the persons who had sent in their $1.35. As a result, many letters of inquiry were sent to the post office Moreover, in Canada there is a MacLean Publishing Company, which is a thoroughly reliable concern. It publishes seven trade newspapers in Montreal and Toronto. Its president, J. B. MacLean, was for some years commanding officer of the Duke of York's Own Canadian Hussars, the crack cavalry regiment of Montreal. His company found itself accused of its namesake's derelictions. When a Canadian sent his $1.35 to New York and failed to receive the articles he had expected he called the Montreal firm to account. So it, too, began to make complaints.

The post office authorities made an investigation. The manager of the company admitted some of the goods had not reached their destination, but put it down to insufficient addresses. That didn't satisfy the inspector and the company was barred from the use of the mails. To the reporter of the Times all the manager would say was that it was "a dirty mean piece of business."

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer has decided to hold a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is practically a chance for the clerk. An illustration of this is shown in the case of J. M. Thom, of Gibbons Bros., Toronto, referred to in another column. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

TECHNICAL EDUCATION.

Throughout Great Britain a propaganda is being carried on in favor of technical education for grocers' assistants. It is a very promising development for the trade. At a recent meeting in Leeds of the National Association of Grocers' Assistants, an address on the need for technical education was delivered by the general secretary of the association, J. Aubrey Rees. In introducing him the chairman said the system of apprenticeship was non-existent, and they did not find one assistant in twenty who had gone through the proper form as assistants did years ago. He joined the trade in 1873, and served for a term of years with a man who was the soul of integrity and who explained every detail of trade, which, unfortunately, was not done to-day. There was, he said, too much handing of goods from under the counter or off shelves all ready packed. Referring to the course of classes to be held in the city, Mr. Wood said the Leeds Grocers' and Provision Dealers' Association had helped them nobly to get these classes arranged.

Mr. Rees' address is thus reported in part : "The grocer's shop had been the dumping ground for all kinds of extraordinary specialties. Mr. Rees referred to the way grocers of this country had suffered by the recent scandals and scares. They wanted to change the condition of affairs and say to the grocer that he should be able to inform his customers that goods were full weight and of good quality, but behind that simple knowledge they should be able to also tell their customers what was a suitable human food. They should also see that the goods sold were a credit to the salesman and the trade. Dealing with the period over which the technical education to entitle assistants to submit themselves in the national examination for the big prize was carried, he added that technical education was going to have a distinct bearing on the assistants and would bring about much better conditions in the trade. In concluding, Mr. Rees said his ambition was to see every grocer's assistant and qualified man master of his trade and proud to be connected with it, and receiving in return for efficient service such remuneration as would enable him to lead a happy and comfortable life, and able to take his place as an honored and respected citizen in this England of ours. Technical education was one, and certainly not the least, means towards this end being brought about."

REFUSE THE BONUS HUNTER.

The bonusing of wildcat industries has loaded a good many Ontario municipalities with debt. This anxiety of towns and villages to get factories is played upon, and wily promoters pursue the game of pitting municipality against municipality. A recent glaring example was the hawking about of a proposition to start a sugar factory in Western Ontario. A statement submitted in court indicated that the company had a good deal more vigor and assurance than money. Bonus hunting has proved in many cases a very profitable amusement. With favorable terms and municipal backing in some form a concern gets going. It keeps going till the term of its bonus expires then asks another. If the people seem to hesitate, visits are paid to other places and it is judiciously noised abroad that this and that municipality are likely to get the industry. Of course, the folk in the home town wake up and pass over their money. There are very many instances most of them differing in detail where municipalities have practically furnished the funds to operate industries. It's time the bonusing system was stopped. It is bad for business in general and bad for the municipalities. Municipal councils will do well to give no heed to the appeals of crafty bonus hunters.

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Markets and Market Notes

QUEBEC MARKETS.

ABBREVIATIONS—
Fish—Revised.
Currants—Advanced.
Canned goods—New prices.
Honey—Advanced.

Montreal, Sept. 26, 1906.

Fall business is reported satisfactory by the jobbing trade, who find that, while conditions might be improved, nevertheless they are satisfactory. The feature of the market this week is the new price lists which have been issued in canned goods. Tomatoes are quoted at last, and it may safely be said that the new prices will surprise nearly everybody. According to the canners we must pay now $1.15 and $1.17½ for our tomatoes. Corn is also higher, 90c. and 92½c. being asked. Plum prices show an advance pretty nearly all along the line, while apples are on about the same basis as last year. Sugar is firm. There is not so much business passing now that the preserving season has about finished. In teas there is nothing particularly new. As grocers know, the market is bare of Indian and Ceylon greens. Ceylon blacks are up again this week. Japans are firm. Coffee and spices are not changed. Currants are still upwards in their flight and raisins are little better. In fact, the tendency of the market in all lines is upward. Not much is being done in evaporated apples, while molasses is quite unchanged. Rolled oats has been again advanced.

Jobbers are satisfied with the manner in which collections are coming in.

CANNED GOODS—Price lists on tomatoes and corn are out at last, and feeling in the jobbing trade is of several kinds. Said one merchant to The Grocer: "There is no reason in the world why the canners should have made the price of tomatoes $1.17½ and $1.15. They cannot claim that the pack was small this year, because it was a large one. I hear that in some districts farmers are talking of suing the canners for not taking their tomatoes from them according to contract. It seems to me that there is no justice in these prices. There is no room for an advance later in the season, so that it is just a question of the jobber and the retailer making practically nothing worth speaking of on tomatoes this year." Perhaps this jobber expressed himself a little strongly, but there is certainly a feeling that the situation in tomatoes did not justify such a high opening. Last year tomatoes opened at 95c. Corn is also higher, the prices asked being 92½c. and 90c. In fruits, plums are higher in all lines except two, in the green gage variety prices being slightly lower. Apple prices are also out and compare favorably with last year's. These new prices go into effect at once, of course, but orders taken will in most cases be filled with new goods, since old stock is practically cleaned up.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 2 ½	1 25
Gallons	2 67½	2 65
Perserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 87½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	....	1 17½
3's " "	....	1 67½
2's " heavy syrup	....	1 22½
2½'s " " "	....	1 62½
3's " " "	....	1 92½
Gals. " " standard	....	3 22½
2's " Lombard, light syrup	....	1 22½
3's " " "	....	1 72½
2's " heavy syrup	....	1 37½
2½'s " " "	....	1 67½
3's " " "	....	1 92½
Gals. " " standard	....	3 42½
2's " Green Gage, light syrup	....	1 27½
2's " " heavy syrup	....	1 47½
2½'s " " "	....	1 67½
3's " " "	....	1 97½
Gals. " " standard	....	3 45
2's " Egg, heavy syrup	....	1 70
2½'s " " "	....	1 97½
3's " " "	....	2 27½
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, 5 cases and over, per doz.	....	1 55
1-lb. " less than 5 cases, "	....	1 57½
1-lb. Flat, 5 cases and over, "	....	1 67½
1-lb. " less than 5 cases, "	....	1 70
Arrow brand, 7½ cents less.		
½-lb. " 5 cases and over, "	....	1 00
½-lb. " less than 5 cases, "	....	1 02½
Low Inlet.		
½-lb. Flat, 5 cases and over, "	....	0 95
½-lb. " less than 5 cases, "	....	0 97½
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz.	....	1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Business this week was not so brisk as it has been lately. The preserving season is just about over and demand is consequently lighter. Prices are firm, and any change is not looked for at the moment.

The situation in sugars in Cuba, according to Willett & Gray's report, owing to the political situation there at present, is decidedly stronger. It is considered by planters that the intervention of the United States Government is the only solution for favorable crop prospects. The market is very strong, and it is expected that at any moment the conditions will be still further strengthened.

Granulated, bbls.	....	4 40
" ½-bbls	....	4 45
" bags	....	4 35
Paris lump, barrels	....	5 05
" " half-barrels	....	5 05
" " boxes, 100 lbs	....	4 95
" " boxes, 50 lbs.	....	5 05
Extra ground, bbls.	....	4 80
" " 50-lb. boxes	....	4 90
" " 25-lb. boxes	....	5 00
Powdered, bbls	....	4 60
" 50-lb. boxes	....	4 80
Phoenix	....	4 40
Bright coffee	....	4 20
" yellow	....	4 25
No. 3 yellow	....	4 25
No. 2 "	....	4 10
No. 1 " bbls.	....	4 00
No. 1 " bags	....	3 9

SYRUPS AND MOLASSES—In this market there is nothing new to report this week. Everything is unchanged since last week.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 03
" ¼-bbls.	....	0 03½
" 38½-lb. pails	....	1 40
" 25-lb. pails	....	1 00
Cases, 2-lb. tins, 2 doz. per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 55
" 20-lb. " ¼ doz. "	....	2 25

TEA—Japans are very strong locally, and are scarce. Some tea men claim

that there are a few odd lots of Japans arriving but the prices are high and the teas are poor values, the drawing quality being very poor. Buyers are coming forward now since they are realizing that lower prices are out of the range of possibilities. Japan siftings, which last year most people would not look at, sold this week for 10c. China greens are unchanged. Ceylon greens are up again, this time a penny. The market, as is known, is bare of Ceylon and Indian greens. This fact is more plainly indicated when it is understood that one of the largest import agents in Montreal, who usually carries several thousand packages, is at present without a package.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 28
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

COFFEE—The coffee situation is unchanged since last report. Business is reported very good with no special demand for any particular line.

Jamaica	0 10½	0 11
Java	0 18	0 22
Mocha	0 19	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SPICES—Spices show no change this week. Reports from the primary market do not contain any interesting information. Prices are steady.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS—In this market the upward tendency in prices continues a feature. Currants, according to latest advices, have been steadily advancing in Greece, and the price here has gone up in consequence. The figure asked for barrels is now 7¼c. It is not thought that currants will be lower in price until after the arrival of the two direct steamers, when there may be a slight easing off in the market. Owing to conditions since the opening, and considering the fact that the crop was short in the first place, it is thought by many that Malaga raisins are as low as they will be. This remains to be seen. Steamers have left the Persian Gulf with new crop figs which are now on the way here. They will probably reach Montreal about October 25. New crop figs are now half a cent higher than at the opening, and are advancing. The Turkish Government has control of the situation and will allow the shipment of not more than 100 camel loads a day, which has had the effect of stiffening the market. Early shipments of prunes are now on the way to this market and are expected to arrive in about a week. Advices state that in some districts prunes have been considerably damaged by the rains, so that buyers should exercise care in purchasing the cheaper lines of this fruit. The tendency of the market is still upward. Raisin shipments from California are expected to begin in a week or ten days. While it is difficult to obtain shipment for October, yet many of the larger houses are booking orders for November delivery. In peaches, pears and apricots prices continue to advance. Conditions are bad in California and packers are working under great difficulties. Labor is very scarce, as has been stated before this, while there is a shortage of supplies. This is particularly noticeable in boxes, which this year will add to the price of prunes by 1 to 2 per cent. This illustrates existing conditions on the coast as well as anything could. There has been practically no change in nuts since last report. Tarragona almonds now cost 14½c. to 15c.; Grenoble walnuts, 14c.; marbots, 12½c., and French dried walnuts, 10c.

Valencia Raisins—		
Fine off-stalk, per lb		0 05
Selected, per lb		0 05½
Layers, "		0 06
Dates—		
Dates, Hallowees, per lb		0 05
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters,"		4 50
" " " ⅛s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs.	0 08½	0 09¼
" " 2 crown	0 07½	0 08
" " 3 crown	0 08½	0 09
" " 4 crown	....	....

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Sept. 27, 1906.

BUTTER—Market about strong. No change in prices.

CHEESE—Prices steady. No material change in situation.

EGGS—Receipts continue only fairly heavy. No new feature.

PROVISIONS—Demand fair to good. Prices firmly maintained. Dressed hogs quoted $9.50 to $9.75.

ROLLED OATS Another advance. Quotations now read: 9-lb. bags, $2.40; 80-lb. bags, $2.20; barrels $4.90.

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06¼
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05
Currants—		
Filiatras, uncleaned, barrels	....	0 06½
Fine Filiatras, per lb., in cases	....	0 07
" " cleaned	0 07	0 07½
" " in 1-lb. cartons	....	0 07½
Finest Vostizzas "	....	0 08
Amalias "	....	0 07
Sultana Raisins—		
Sultana raisins, per lb	0 06½	0 08
" " 1-lb. carton	....	0 09
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	....	0 10
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

EVAPORATED APPLES—Business is reported as being rather slow in this line. Fall fruit is now offering, the price demanded being 7¾c. to 8c.

BEANS—Prices are unchanged since last report. Advices received about the crop tell different stories, some saying that the drought will affect the crop, while others say to the contrary. It is generally thought, however, that there will be a fair average yield.

Choice prime beans	1 55	1 60
Lower grades	1 50	1 55

HONEY—Honey is higher this week, stocks being light. Business at ruling figures is fair to good.

White clover comb honey	....	0 15
White clover, extracted tins	0 10	0 10½
Buckwheat	....	0 08½

MAPLE PRODUCTS—Inquiry for Fall is now beginning to come in, say jobbers, and trade is expected to brighten up considerably within the next two or three weeks.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07½	0 08
Pure Beauce County, per lb	....	0 08½

RICE AND TAPIOCA—In this market the state of trade remains quite unchanged. The demand for tapioca, which was very strong at one time when the market was bare, is not so noticeable now that supplies, although small, have come to hand. A few more lots are understood to be on their way to Montreal also. Rice is normal.

B rice, in 10 bag lots	....	3 25
B rice, less than 10 bags	....	3 35
C C rice, in 10 bag lots	....	3 15
C C rice in less than 10 bag lots	....	3 25
Tapioca, medium pearl	0 07½	0 08

ONTARIO MARKETS.

ABBREVIATIONS—

Prices on new dried fruits.
Prices on canned corn, tomatoes, apples, plums, etc.
Sugar market firm.
Rolled oats higher.
Dried fruits still rising.

Toronto, Sept. 27, 1906.

Trade in all grocery lines continues good and collections are satisfactory. The interesting feature was the new prices on canned corn and tomatoes and a number of canned fruits. Tomatoes are $1.15 and a good many people thought that comparatively high price was not justified. But the pack is still at a precarious stage. At the end of last week the canners had packed only 55 per cent. of their requirements. If the weather continues favorable the packing will go on until November, but that's a large "if." Then again, the extremely warm spell of a few weeks back ripened the tomatoes so rapidly that the canners could not handle the tomatoes brought to them and many thousands of bushels rotted in the field. Then again, the can factories have been unable to keep abreast of their orders. Solder and labor are both costing more, solder a great deal more. These considerations submitted by the canners convinced some wholesalers that the price was not unreasonable. Sugar continues firm, but consumption is not as lively as it was. Dried fruits are still an interesting feature, though getting so high as to be almost out of reach. The trade is taking hold of the new crop very gingerly. Tapioca is a little easier.

CANNED GOODS—The new prices are the feature. They have been given on corn, tomatoes, apples, plums, peaches, pears. Corn at 90c. and tomatoes at $1.15 are regarded as high. The ex-

planation is given above. Plums in view of the crop failure are naturally higher than last year. Peaches and pears are unchanged.

The only canned goods on which new pack prices have not been issued are cabbage, carrots, cauliflower, parsnips, pumpkin, squash, succotash and turnips.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 67½	2 65
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals, red pitted	....	8 75
" " not pitted	....	7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack	....	7 25
Gals., red, standard	....	5 00
2's preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard	....	5 50
Gals. " solid pack	....	8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 00
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 17½	1 15
2's, heavy syrup	1 32½	1 30
2½'s, heavy syrup	1 62½	1 60
3's, heavy syrup	1 92½	1 90
Gal., standard	3 22½	3 20
Plums, Lombard—		
2's, light syrup	1 22½	1 20
2's, heavy syrup	1 37½	1 35
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 92½	1 90
Gal., standard	3 42½	3 40
Plums, greengage—		
2's, light syrup	1 27½	1 25
2's, heavy syrup	1 42½	1 40
2½'s, heavy syrup	1 67½	1 65
3's heavy syrup	1 97½	1 95
Gal., standard	3 72½	3 70
Plums, egg—		
2's, heavy syrup	1 70	1 67½
2½'s, heavy syrup	1 97½	1 95
3's, heavy syrup	2 27½	2 25
Raspberries, Red—		
2's, L. S. (Shafferberries)	....	1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard	....	5 50
" solid pack	....	8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard	....	5 25
" solid pack	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard	....	6 25
Gals. " solid pack	....	9 00

VEGETABLES.		
Asparagus, California—		
2½'s	....	3 90
2's, Canadian	....	2 75
Beets—		
2's, sliced, sugar and blood red	....	1 00
2's, whole, " "	....	90
3's, sliced, " "	....	1 20
3's, whole, " "	....	1 10
Beans—		
Fancy brands	....	....
2's, golden wax	0 85	0 82½
3's " "	1 30	1 27½
Gals. " "	....	3 75
2's, refugee or Valentine (green)	0 85	0 82½
3's (green)	1 30	1 27½
Gals	....	....
2's, crystal wax	0 95	0 92½
Corn—		
2's	0 92½	0 60
Gal., on cob	4 52½	4 50
Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4	....	3 75
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Tomatoes		
3's, all kinds	1 17½	1 15
Gals, all kinds	3 52½	3 50

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	....	0 78
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal	....	4 50
" jugs	7 70	12 00

FISH.		
Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Northern River Sockeyes	1 70	1 67½
Cohoes, per doz	....	....
Humpbacks, "	....	....
Sardines, French ¼'s	....	0 14
" ½'s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼'s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haudies, per case	4 25	4 75
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 35
" 2s, "	....	2 40
" 6s, "	....	7 20
" 14s. "	....	16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 65
" 1½'s "	2 40	....

TEAS—The market seems generally to be getting into a better position. Ceylon prices especially are developing the hardening tendency. A mail advice from London under date September 13 says: "The exceptionally heavy re-exports of low priced leaf during the past few months are gradually beginning to have some effect on the stocks held by the trade and this week a distinctly better inquiry has been noticeable, which may develop into an upward movement later on. Arrivals of Indian tea last month were some 6 millions ahead of 1905, otherwise the statistical position would not be unsatisfactory, for deducting this increase, an expansion of 10 millions in imports since the beginning of the year has been met by a similar advance in deliveries, whereas last year the decrease of 1 million lbs. in shipments to this country was followed by a falling off of some 5 millions in consumption." Supplies of Ceylon are on a diminishing scale and of better quality.

COFFEE—The actual position of coffee at present prices, say Willett & Gray, remains sound and healthy, one of the strong features being the heavy short interest, while it is pretty certain that there has been a good cleaning up of tired long holdings. But apart from the expected practical outcome of valorization, the strongest element is the dangerous outlook for the growing crop, and in relation to the influence this must have upon the present crop.

The long continued fine, dry weather in Brazil has offered greatest possible advantages to the farmers in picking and drying out the present crop, the unprecedented heavy movement so far being partly attributable to these good harvesting conditions, combined also with the fact that many planters have sent their coffee to the seaboard as soon as possible, hoping to avail of the advantages of Government purchases under the valorization scheme.

The necessities of consuming countries are worthy of the closest consideration, the purchases so far made in Brazil this season representing the close requirements as indicated by the deliveries.

Considering the price of the article has been forced down to an absurdly low basis by discounting over and over everything construed to be adverse to the market, ignoring everything else, the time is ripe for a healthy reaction on the price itself, on the very unfavorable reports about the growing crop and the nearness of the application of the valorization law.

SUGAR—The market continues strong but there is no talk here to indicate expectation of an immediate advance. The Cuban situation is probably responsible for the fluctuation in European beet prices. Willett & Gray at last week end said: "The markets of the world for raw sugar are now directly under the influence of Cuban news from day to day. Europe, which is highly speculative, is particularly effected by the Cuba situation, beet quotations rising during the week to 10s. 3d. and falling at the close to 9s. 6d. for prompt with corresponding decline for futures."

A movement of 4d. or 5d. in a day seems easy for beet now. A year ago it was 2s. higher than now and refined in Canada is 30c. lower than a year ago, showing a differentiation of about 75c.

Visible supply.—Total stock of Europe and America, 1,366,176 tons, against 1,111,388 tons last year at the same uneven dates. The increase of stock is 254,788 tons, against an increase of 446,312 tons last week. Total stocks and afloats together show a visible supply of 1,596,176 tons, against 1,486,388 tons last year, or an increase of 109,788 tons.

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28
Bright yellow	4 33
No. 3 yellow	4 23
No. 2 "	4 18
No. 1 "	4 08
Granulated and yellow, 100-lb. bags 5c. less than bbls	

SYRUPS AND MOLASSES — Prices are unchanged.

Syrups—	
Dark	....
Medium	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl., per lb.	.... 0 02½
" ½-bbls "	.... 0 03
" kegs "	.... 0 03½
" 3 gal. pails, each	.... 1 40
" 2 gal. " "	.... 1 00
" 2-lb. tins (in 2 doz. case) per case	.... 1 45
" 5-lb. " (in 1 ") "	.... 2 40
" 10-lb. " (in ½ ") "	.... 2 35
" 20-lb. " (in ¼ ") "	.... 2 25
Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	.... 0 87½
1-gal. cans	.... 0 95
5-gal. cans, per gal	.... 1 00
Barrels, per gal	.... 0 75
5-gal. Imp. brand, per can	.... 4 50
1-gal. " per case	.... 5 10
½-gal. " "	.... 5 60
Qts. " "	.... 6 00

DRIED FRUITS—All the quotations given below are on new fruit to arrive. Fine Filiatras currants would cost to import to-day more than the lower quotation given, so it is pretty evident that the price must advance from the lower level anyway. There has been a further advance in primary markets of 2s. on natural Turkish figs. The price of Sultana raisins also has gone still higher. The Valencia market continues very firm and no concessions are obtainable. Crop estimates are now as low as 800,000 boxes, while an average crop is 2,500,000 boxes. Prices of California seeded raisins on the coast have advanced ¼c. to a cent above the opening prices and holders are firm. Currants are now from 6s. to 7s. above the opening of the market and merchants who hesitated to buy then are hesitating still. The spot quotation for Valencias in Toronto is 8c.

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	....	60-70s, 50-lb boxes	.... 0 06½
80-90s "	.... 0 05½	50-60s "	.... 0 06½
70-80s "	.... 0 05½	40-50s 25-lb "	... 0 08
		30-40s "	.... 0 09
Austrian prunes, 950's			0 (6½ 0 06½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	....	Citron	....
Orange	....		
Figs—			
Elemes, per lb	0 10	0 14	
Tapnets, "	0 04	0 04½	
Peaches—			
Californian evaporated,	....	....	
Pears—			
Californian evaporated, per lb	....	....	
Currants—			
Fine Filiatras	0 06½ 0 7½	Vostizzas	0 07½ 0 09½
Patras	0 07½ 0 08		

Uncleaned, ½c less.

Raisins—			
Sultana	0 09	0 11	
" Fancy	0 10	0 14	
" Extra fancy	0 15	0 16	
Valencias, selected	0 09	0 09½	
Seeded, 1-lb packets, fancy	0 09½	0 10	
" 16 oz. packets, choice	0 08½	0 09½	
" 12 oz. " "	0 07½	0 08	
Dates—			
Hallowees	....	Fards choicest	....
Sairs	....	" choice	....
Domestic evaporated apples			....

NUTS—Sicily filberts are higher on the primary market, probably in sympathy with the general situation. Advices just received state that this year's French walnuts are only medium sized nuts.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 3	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	0 09½	0 10½
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	....	0 06½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

SPICES—Quotations are unchanged:

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—The tapioca market is slightly easier.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

HIDES AND WOOL—The market is very quiet.

Hides, inspected, steers, No. 1	....	0 12½
" " " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
Country hides, flat, per lb., cured	....	0 11
Calf skins, No. 1, city	....	0 13
" No. 1, country	....	0 12
Lamb skins and pelts	....	0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb	....	0 25
" extra "	....	0 27
Wool, unwashed fleece	....	0 16
" washed fleece	....	0 26

DRIED FRUIT TROUBLES.

Some Features of the Situation in California.

Letters received by Messrs. W. G. A. Lambe & Co. from Messrs. Griffin & Skelley Co. under date of September 18 and 21 report that they are having great difficulty at the coast in California in getting out cars on account of the disturbed conditions there, brought about by the scarcity of labor, scarcity of cars, scarcity of box material, scarcity of labels, and in fact everything that is needed to complete shipment is difficult to get hold of.

Griffin & Skelley also report that the first shipments that will be made of Santa Clara Valley prunes will not be of the best quality, as they are the first dropping of the plum trees, and often the fruit drops early on account of some defect in the fruit.

To give an idea of the difficulty that shippers are having in filling orders for the larger sizes of prunes, the following result showing the per centage grading of 100 tons of Santa Clara Valley prunes is furnished: 30-40, 3.4; 40-50, 12; 50-60, 23.3; 60-70, 21.8; 70-80, 19.3; 80-90, 7; 90-100, 5.7; 100-120, 5.6; 120 and over, 1.7.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Sept. 27, 1906.)

General business conditions are reported favorable by the wholesale trade, collections being in much better state than at the corresponding period last year and the demand for goods from the retail trade being so large as to leave the sales managers in the wholesale houses no reason to complain. There are few quotable changes, values being steady in nearly all lines.

CANNED GOODS—New prices are announced on tomatoes and corn and the corrected quotations will be noted below. We quote:

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—		
gallons, per doz	3 35	3 30
3-lb. "	2 75	2 70
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	5 09	5 04
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 13	2 08
Lombard, 1's "	2 23	2 18
Greengage, 1's "	2 33	2 28
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case	....	4 20
2's, whole, " "	....	3 75
2½'s, whole, " "	....	4 60
2's, grated, " "	....	4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz	....	6 80

Goodwillie's Good.

Strawberries, per case	....	3 10
Red raspberries, per case	....	2 60
Red cherries, "	....	2 60
Red currants "	....	2 60
Black currants "	....	2 60
Lawtonberries "	....	2 60

VEGETABLES.

Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "	....	2 08
sliced, "	....	2 28
whole, 3-lb., "	....	2 64
sliced, " "	....	2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz	....	11 10
Asparagus per doz	....	2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case	....	7 25
" Skeena River, " "	....	7 10
" Rivers Inlet, " "	....	6 85
" Red Spring, " "	....	6 30
" humpback, "	....	4 00
" cohoes, "	....	5 50
" Clover Leaf "	....	7 20

(Prices are for delivery in October-November.)

Lobsters (new), ½-lb. flats, per case	....	16 50
" " ½-lb. talls, per case	....	10 50
" " 1-lb. talls, per case	....	15 00
" " " flats, per case	....	15 50

MEATS.

Pork and beans (V.C.P. Co.), 1's, per doz	....	1 25
" " " 2's, "	....	1 90
" " " 3's, "	....	2 60
Clark's 1 lb. plain, per case	....	2 30
" 2 " " "	....	1 85
" 3 " " "	....	2 40
" 1 " tomato sauce, per case	....	2 30
" 2 " " "	....	1 85
" 3 " " "	....	2 40
" 1 " Chili "	....	2 25
" 2 " " "	....	1 95
" 3 " " "	....	2 35
Soups (Van Camp's), per doz	....	1 25
Canned chicken (Man. Can. Co.) per doz	....	3 25
" turkey " "	....	3 25
" chicken (Aylmer), per doz	....	3 30
" " (Delhi), "	....	3 20
" turkey (Aylmer)	....	3 30
" " (Delhi)	....	3 20
" duck (Aylmer)	....	3 30
" " (Delhi)	....	3 20
Corned beef " 2's	....	2 80
" " 1's "	....	1 60
" Man. Can. Co. 2's per doz.	....	2 50
" " " 1's "	....	1 35
Roast beef (Man. Can. Co.), 2's, per doz	....	2 50
" " 1's "	....	1 35
" (Clark's), 1's, per doz	....	1 55
" " 2's, "	....	2 65
Potted meats, ½'s, per doz	....	0 55
Veal loaf (Libbey's), ½ lb., per doz	....	1 25
" " 1 lb. "	....	2 50
Ham loaf " ½ lb. "	....	1 25
" " 1 lb. "	....	2 50
Chicken loaf " ½ lb. "	....	1 85
" " 1 lb. "	....	3 50
Lunch tongue (Clark's), 1's, "	....	3 45
" (Aylmer), 1's, "	....	3 00

Sliced smoked beef (Libby's),	½-lb. tins, per doz.	1 80
" " "	1-lb. tins, "	3 10
" " "	1-lb. glass, "	3 35
Chipped " "	½-lb. tins, "	1 45
" " "	1-lb. tins, "	2 50
" " "	1-lb. glass, "	3 05
Sliced bacon, "	1-lb. tins, "	3 10
" "	1-lb glass, "	3 25
Corned beef (Clark's),	1-lb. tins, per doz.	1 50
" "	2-lb. " "	2 65

SUGAR—Prices continue as last week:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 90
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 85
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES — Prices are steady since the recent advance in Bee Hive and Crown brands. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" " ½ "	0 33
" " 5 gal. bats., each	2 25

COFFEE—Prices are quoted as follows :

Whole green Rio, per lb.	0 11½ 0 12
" roasted " per lb.	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

MINCE MEAT—There is already a good demand for mince meat for the Christmas and Winter trade. We quote :

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 123 pkgs, per doz.	1 05

FOREIGN DRIED FRUITS — The dried fruit market continues very firm and is the most interesting feature in the wholesale grocery market to-day. Higher prices may be expected in almost all lines. We quote :

Sultana raisins, bulk, per lb	0 09½
" cleaned, "	0 11
" 1 lb pkgs "	0 13½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb.packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08
" " fancy seeded, 1-lb. packages, per package	0 09½

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb.	0 08½
" " " 3 "	0 09
" " " 4 "	0 09½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb.	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	[illegible]
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 06½
" wet cleaned, per lb.	0 06½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
" Vostizzas, uncleaned	0 06½
Hallowee dates, new per lb.	0 05½
Figs, cooking in taps and sacks	0 05½
" " boxes	0 06½
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17½
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz.	2 10

ESTABLISHED IN 1842

SALMON

We are now filling our contracts for the following :

Horse Shoe, ***Sockeye Tall and Flat***
Clover Leaf, " " "
Sovereign, " " "
Lynx, " ***Tall***
O-Wee-Kay-No, River-Inlet, "
Eagle, Red Cohoes, " ***and flat***
Columbia, Red Spring, "
Sunflower, " ***Reddish Pink***
Totem, " ***Humpback***

FULL DELIVERY IN EVERYTHING—ASK FOR PRICES, THEY ARE INTERESTING.

L. CHAPUT, FILS & CIE.

WHOLESALE IMPORTERS, Groceries, Teas, Coffees, Wines and Liquors

2, 4, 6 and 8 Debresoles Street, - MONTREAL

NUTS—Prices are as follows :

Almonds, per lb		0 15
" (shelled), per lb		0 30
Filberts		0 10
Peanuts,		0 10½
Jumbos		0 12½
Walnuts, new, Grenobles, per lb		0 15½
" " Marbots "		0 13½
" " shelled, "		0 32
Pecans, per lb	0 15	0 16
Brazils, per lb		0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayennepepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	5 11½	0 15
Ginger, in 10-lb. boxes, per lb		0 13
Mixed spice, in 5-lb. boxes, per lb		0 20
Mace, in 5-lb. boxes, per lb		0 70

WHOLE SPICES.

Black pepper, per lb		0 13
White pepper, per lb		0 25
Cinnamon (ordinary), per lb		0 18
Cinnamon (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves according to quality)	0 14½	0 25
Ginger, por lb		0 10
Allspice, per lb	0 08½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" " 4-oz. packets, per doz.		0 75

HONEY—

Clover honey 1-lb glass, 2 doz. in case, per doz		2 00
" " 5-lb tins, 1 doz. in case, per tin		0 50
" " 10-lb tins, 6 in case, per tin		1 00
" " 60-lb tins, per lb		0 07
Fancy comb honey, 2 doz. to the case, per doz.		2 50
" " " " per case.		4 75
New honey, 5-lb. tins, 1 doz. in case, per case		6 75
" 10-lb. tins, 6 in case, per case		6 40
" 60-lb. tins, per lb		0 10

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows :

Japan rice, per lb., cwt. lots		0 05½
" " 50-lb. lots		0 05½
Rangoon rice, per lb	0 04	0 04½
Patna " "		0 04½
Tapioca, per cwt	7 50	7 75
Sago, per lb.		0 04½

POT AND PEARL BARLEY—

Pot barley, per sack		2 20
Pearl barley, per half sack (49 lbs)		1 65
" " sack		3 30

BEANS—White beans, hand picked, are quoted at $2.05 per bush., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

What is said will be the largest chicken farm in the world is about to be located on Palmer Township, three miles from Easton, Pa., by William Talmage, of Toronto, and John Haupt, of New York. The farm will have 10,000 hens when equipped. About $50,000 will be expended in the enterprise.

COLD STANDARD

BAKING POWDER

IS

"GUARANTEED THE BEST"

IF YOU SELL IT YOU ARE GIVING YOUR CUSTOMERS THE HIGHEST VALUE POSSIBLE, AND YOU ARE ENJOYING A GOOD, SURE, SAFE PROFIT. THE QUALITY IS ALWAYS THE SAME. "GUARANTEED THE BEST."

THE QUESTION IS

?

ARE YOU SELLING IT? IF NOT, BETTER WRITE US ABOUT IT.

The Codville-Georgeson Co.
Limited
WINNIPEG and BRANDON
MANITOBA

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion ; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

A GENTLEMAN with considerable experience in manufacturing business and manufacturers' agencies, and possessing a good connection among the grocers, druggists and confectioners of Montreal, desires to obtain the Montreal agency for one or more firms selling to the above-mentioned class of trade. A1 references as to character and ability. Address at once "Nagroch" care of CANADIAN GROCER, Montreal Office.

COMMISSION MAN—Headquarters Vancouver, requires some good agencies. Box 123, CANADIAN GROCER.

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

POSITION WANTED.

GROCERIES, PROVISIONS—Foreign and Colonial—Patent medicines, wines and spirits. Englishman, having had seventeen years' first-class experience, wants position as traveler, manager, or head counterman. Age 32. Good address. Good references. Distance no object. Thomas Lee, Queen's Hotel, Vegreville, Alberta. [41]

Dunn Pork Factory For Sale

SEALED TENDERS, marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on WEDNESDAY, 10th October next, for the factory buildings, plant and premises of the F. B. Dunn Packing Company (Limited) situate on the line of C.P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property ; also a supply of ice now in store, sufficient for the ensuing seasons' operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Dated at St. John, N. B., 5th Sept. 1906
BARNHILL, EWING & SANFORD,
Solicitors

SITUATIONS VACANT.

WANTED—Broom and whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 124, CANADIAN GROCER, Toronto.

FOR
SAUER - KRAUT
AND
Pickles in Brine
Write TAYLOR & PRINGLE CO., Ltd.,
Owen Sound, Ont.

HIGHEST PROFITS ABSOLUTELY SURE

WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.

FOR PARTICULARS ADDRESS
O.F. 1170. care Orell Fussli Publicity, Zurich
(Switzerland.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

GOOD WINDOW DRESSING

Canadian Grocer Will Hold a Monthly Competition—Useful Training for the Clerk—How an Amateur Won First Prize Last Year—A Window in Vancouver.

In this page a fortnight ago a picture appeared of a fruit window by Gibbons Bros., Toronto. The photographer was not very successful, but he had his troubles. On either side of the entrance the sign "Fruit" was easily seen, but the photographing apparatus caught only part of the signs. The rest of them is to the effect that the fruit is kept inside the store out of the dirt and nastiness of the street, and invites the public to come in. This method of handling fruit combined with frequent window displays, Mr. Gibbons declares, after a season's trial, to be thoroughly satisfactory and a very great improvement on the old method of putting the fruit on the sidewalk.

"Aside from the sanitary considerations," Mr. Gibbons said, "the fruit keeps better; people don't handle it as they do when it is on the street. We get more of the better class of trade and our fruit business has increased."

Gibbons Bros.' window dresser is J. V. Thom. He didn't know he could dress windows till last Christmas, when pictures of the holiday windows and interiors were sent to The Canadian Grocer and was awarded first prize in a competition. Gibbons Bros. did not even know there was a competition and Mr. Thom's surprise and appreciation when the notification of the award reached him is only to be understood by a window dresser. A young man and, luckily, married, Mr. Thom was brought up to the grocery business. He entered Gibbons Bros.' employ in June of 1905 after two years on the wagon for another firm. Of course, he likes window dressing and decorating, but when he found he was a prize winner it made an enthusiast of him. He now dresses both windows every Monday morning. Mr. Gibbons has given him every opportunity and he is thoroughly grateful for it. Pictures of the windows and interior, which won the prize competition will appear in the Special Fall Number of The Canadian Grocer of October 19.

Does window dressing pay? was asked of Mr. Gibbons, and he was very positive in his reply that it did. When The Grocer representative was talking to him there was a display of jam in the window and among their called-for orders were two requests for jam "like that in the window."

A MANUFACTURER'S WINDOW.

This illustration shows a manufacturer's display in the window of P. F. Wright, Vancouver, B.C. That's a long way removed from the subject of last week's illustration which was of the interior of the store of C. E. Choat & Co., Halifax, N.S., but the east and west shake hands in The Grocer. Somewhat similar displays of Gillett goods are known in every province of the confederation, and this is a particularly good sample, partly because the dresser had such a fine window to work in.

A live salesman for a big American soap manufacturer was trying to sell a Brooklyn grocer an order, but could make no impression. Being a cracking good window dresser himself, he offered to make a window display for the man, and with that inducement the grocer took a dozen boxes. It was one of the best known American soaps. The salesman came in the evening and fixed up the window. Pretty soon he had a dozen requests from grocers for soap display windows, and the traveler got working so hard he had to cut it out, and a special man was engaged for the work.

This is a good line. Such a display as the one shown here could not but increase sales, and in addition gives the public an impression of the store that means money to the grocer right along. Next to cleanliness and good goods and fair dealing, there's nothing pays better than window dressing.

Arthur J. Leamen, a Moncton, N.B., grocer, is to be married to Miss May Quartermain, of Fredericton.

To all Points in the Provinces of Ontario and Quebec

and also

IN THE MARITIME PROVINCES

We will prepay freight on lots of 5 cases or more of our

Gazelle Brand Salmon

The Very Finest Fraser River Red Sockeye

Cases 4 doz. 1-lb. tall tins $1.70 per doz.

Terms : Net within 30 days ; no discount

Hudon, Hebert & Co., Limited

The Most Liberally Managed Firm in Canada.

MONTREAL

OVER TWO MILLION TINS OF WAGSTAFFE'S JAMS SUPPLIED TO HIS MAJESTY'S TROOPS IN SOUTH AFRICA

17 YEARS REPUTATION IN MANCHESTER, ENGLAND.

MINCE MEAT TIME

The market is flooded with unpalatable so-called mince meats. If you want a line that has the real old Christmas flavor to it, you must get

WAGSTAFFE'S FINE OLD ENGLISH MINCE MEAT

Made for the first time in Canada last season when it delighted all users. If you did not try it last season send for a trial shipment now. It surpasses anything heretofore on the Canadian market.

Put up in 65-lb. Tubs, 28-lb. wood Pails

WAGSTAFFE, LIMITED

HAMILTON, ONT.

The fruit market is excited, you will do well to book orders at once.

Enquire of your wholesaler, if he can't supply you write us direct.

ROLL BACON

is a good seller at this time of year.

We are offering Choice New Cured Stock.

It will pay you to order a shipment of this favorite line by mail or telegram at once.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

ROLLS

Nothing nicer at this time of the year than a slice of Ham or a rasher of Bacon. But both are dear. In their place try Short Rolls. No bones, easily sliced, sugar-cured, delicious and cheap.

F. W. FEARMAN CO.,
HAMILTON LIMITED
Represented by R. G. DeCew, St. John, N.B.

"CORONA"
CHOICE NEW CURE
PLATE BEEF
IN 200 POUND BARRELS
Every Piece cut from Select Cattle
QUALITY GUARANTEED
READY FOR SHIPMENT

MESS BEEF
Write for Prices

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

SAUSAGE

that takes the customers' eye and appeals to the palate is the kind of sausage we make.

Fall and winter is sausage time and we can supply a first-class line right now.

You anticipate the fall sausage orders, don't you?

Well, then, buy from the house with whom sausage is a specialty

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

Since our last report a still further advance in prices for cheese has to be recorded, However, at the recent extreme prices paid in country markets there seems to be another halt in the upward movement, but conditions remain as before reported. There is an undoubted shrinkage in the make and as the English make of cheese is reported light also it is extremely probable that high prices will prevail right along.

Meanwhile, we are having record prices, but, after all, there is good reason for it. Going back to the beginning of the season we find that we started with bare boards both here and in Great Britain. Cheese is an acknowledged article of food and a necessity for the British working classes, prices were high, but the goods were wanted. After an almost snowless Winter, many pastures were "Winter killed." It needed plenty of warm moisture to bring these pastures up; instead, we had an unusually hot and dry season to follow the last Winter. Pastures never were good and the flow of milk has been below the average the entire season.

Cheese, being in more regular demand than butter, felt the shortage in supply of milk quicker than butter and prices were in consequence more favorable for the production of cheese. Many factories, equipped to make either cheese or butter, made cheese and there was an apparent increase in the make over last year's make, but even now, with a larger number of cheese factories through the Dominion of Canada, the long continued hot and dry Summer has caused a most serious shrinkage in the flow of milk so that our Fall make of cheese will undoubtedly be far short of last year's Fall make.

The unsold stocks of cheese of the Summer make and the extent of the Fall make generally rule the market for the Winter months. We have hardly any Summer-made cheese here unsold, and with a light Fall make, there is every prospect of ruling high prices for the coming Winter months.

Our receipts in Montreal were last week 83,026 boxes of cheese and 14,576 packages of butter, against 79,225 boxes of cheese and 26,589 packages of butter for the same week of last year, or since May 1, 1,706,142 boxes of cheese and 500,687 packages of butter, as compared with 1,660,606 boxes af cheese and 614,097 packages of butter for the corresponding period of last year.

Our exports were last week 65,747 boxes of cheese and 9,936 packages of butter, against 87,609 boxes of cheese and 31,920 packages of butter for the same week of last year, or since May 1, 1,561,724 boxes of cheese and 303,304 packages of butter, as compared with 1,431,994 boxes of cheese and 460,465 packages of butter for the corresponding period of last year.

Receipts of cheese show an increase of 45,536 boxes and exports show an increase of 129,730 boxes, which leaves 84,194 boxes of cheese less in stock in Montreal than at the same time last year. The receipts of butter are 113,410 packages less than last year and the shipments are 157,161 packages less, leaving a surplus stock of 43,751 packages over the same time of last year.

Statistically, cheese is in a strong position. There is, however, some well-founded opinions that present high prices will check the consumption so that after all the short supplies may be sufficient for the coming Winter's trade, but, considering other food products, particularly bacon, cheese is not abnormally high.

Butter is in a very peculiar position and may have a very sudden advance in prices at any time. It has been cheaper than cheese right along and the production has been much lighter than last year. The market is ruled by supplies of other countries in Great Britain, but with hot and dry weather in Europe it is an open question whether our butter will not be wanted later on. Of course, we must consider the Australian supplies for next Winter, and we do not know at present the extent of this, but under normal conditions, we are inclined to believe that butter will advance in prices.

PROVISION SITUATION.

Stocks of Canadian pork products to be in somewhat small compass, particularly hams and breakfast bacon, and prices continue firm. The reason alleged is that packers have been giving more attention to export trade. No radical change in prices is anticipated for some weeks yet.

Prices on the English market, according to latest cables, are unchanged though reports were received of an advance of two to three shillings. Last week the average price paid for best Canadian bacon was 61s. per long cwt., 112 lbs., and it cost the packers considerable more than that.

The price of live hogs is up 10c. this week and the packers are paying at country points $6.25.

CANADIAN DAIRY EXPORTS.

The Department of Trade and Commerce has received the figures of the exports of dairy produce to the Mother Country for the year ending the 30th of June last. The total quantity of cheese imported into the United Kingdom for the year was 130,062 tons, of which Canada sent the splendid total of 98,884 tons, as compared with 10,676 tons from the United States, 11,364 tons from Holland, and 5,870 tons from New Zealand. The report says that the consumption of cheese has been unusually heavy, due largely to the scare in connection with the Chicago canned meat scandal. Canada's exports of butter for the past year to the Mother Land show an increase of 2,300 tons over the year before. The total U. K. importations of the year amounted to 215,493 tons, of which Denmark sent 81,261 tons, Russia 25,327, Australia 26,950, Canada 15,745, and New Zealand 15,177 tons.

OLEO HOLDS ITS OWN.

(National Provisioner.)

The total output of oleomargarine in the United States for the fiscal year ended June 30, 1906, was 53,146,659 lbs. an increase of 3,265,015 lbs. over the year previous, according to advance advices from the Bureau of Internal Revenue. The figures alone are one of the strongest arguments for removing the burden of an iniquitous discriminating tax from this industry, if there was any chance of securing just a little justice from Congress on the subject. Forbidden by law to be colored except under a crushing tax, though any other American food product may be harmlessly colored, the demand for oleomargarine on its merit alone is so great that more than 50,000,000 lbs. of it are sold annually, and the statistics show a material increase in the output. It is little wonder that the Creamery Trust, foreseeing the day when oleomargarine would meet butter on equal terms, whipped the farmers into line against the purer, better product.

A. J. Matthews, son of Geo. Matthews, of George Matthews & Co., pork packers, Peterboro, Ont., is establishing a packing house at Halifax, N.S. The new plant is being equipped with the latest machinery, and Mr. Matthews expects to do an extensive business. The supply of hogs will be obtained principally in the Maritime Provinces. Packing operations will be started the latter part of this month.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries
Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Compound lard is a little firmer this week, but otherwise there is not much to say about the situation. Demand for compound is very good. Pure lard is selling fairly well. Smoked meats are fair to good. Pork is slow. Prices are unchanged.

Lard, pure tierces	0 11¾	0 12
"	56-lb. tubs 0 11¾	0 11¼
"	20-lb. pails, wood (10¾) 0 11¾	0 12
"	cases, 10-lb. tins, 60 lbs. in case	0 12
" "	5-lb. "	0 12½
" "	3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 09
" "	½-bbl., per lb.	0 09½
" "	tubs.	0 09¾
Cases, 20 3-lb. tins, per lb.		0 10
" 12 5-lb. tins "		0 09¾
" 6 10-lb. tins "		0 09¾
20-lb. wood pails, each		1 90
20-lb. tin pails, each		1 80
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 15½
Hams	0 14½	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—This week the butter market is a little firmer on account of an advance of half a cent a pound on the other side. Prices locally are about unchanged, for at the advance asked trading is somewhat restricted. Shipments have been fairly liberal of late, and with lighter receipts holders are independent and are not forcing sales. Home trade requirements for the coming Winter will have to be catered to very soon, so that an advance is not anticipated.

Choicest creamery, salt	0 23½	0 23¾
Medium creamery		0 23
Western dairy	0 19	0 19½

CHEESE—Cheese has advanced slightly again, but prices have reached such a height that business this week has been curtailed. The demand last week was for September make, and as a good many of these orders were shipped, the shipments this week were inclined to be smaller. Prices are now at a level which is certainly the highest ever experienced in the Canadian cheese trade, and it is very doubtful if any further advances will be realized; in fact, one dealer, speaking to The Grocer, gave it as his opinion that recessions, though perhaps small, were more likely.

Ontarios	0 13¾	0 13¾
Townships	0 13	0 13¾
Quebecs	0 12¾	0 13

EGGS—Eggs are slightly higher this week, dealers asking 21c. for selects. This price is easily obtainable as good eggs are none too plentiful. No. 1 bring 18c. Receipts are fairly heavy and the quality of the stock arriving is considerably improved with the advent of cooler weather. It is expected that there will be some cars offered next week, but at present the eggs seem to be held by western shippers. Dealers are putting away small lots every day, but dispose of the greater part of their receipts on arrival, as yet.

TORONTO.

PROVISIONS—The market continues firm. Lower prices are anticipated later in the Fall. Meantime, stocks off car to be none too large in some lines and a good demand continues. Heavy mess and short cut are higher. Hindquarters of beef and choice carcasses are a shade lower. So is lamb.

Long clear bacon, per lb.	0 12½	0 12¾
Smoked breakfast bacon, per lb.	0 16	0 17
Roll bacon, per lb.	0 12½	....
Small hams, per lb.	0 15½	0 16
Medium hams, per lb	0 15½	0 16
Large hams per lb.	0 14	0 15
Shoulder hams, per lb.	....	0 11½
Backs, plain, per lb.	....	0 17
" pea meal	0 17	0 18
Heavy mess pork, per bbl.	22 00	22 50
Short cut, per bbl.	23 50	24 00
Lard, tierces, per lb.	0 11¾	0 11¾
" tubs "		0 11¾
" pails "	0 11¾	0 12
" compounds, per lb.	....	0 09
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 00	....
" front quarters	3 00	5 00
" choice carcases	6 50	7 00
" common	5 00	5 50
Mutton	0 07½	0 08½
Lamb	0 10½	0 11
Hogs, street lots	9 00	9 25
Veal	0 07	0 10

BUTTER — Prices continue unchanged and supplies of dairy have rather increased owing prabably to a decrease in exports. Dairy is not so plentiful and very choice is scarce.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh	0 23	0 23½
Dairy prints, choice	0 21	0 23
" tubs, choice	0 20	0 21
Baker's butter	0 17	0 18

EGGS—Supplies continue about the same but quality is better and there is a stiffening tendency in the market. Some commission men are asking as high as 19c.

Eggs (new laid)	0 18	0 18½
" bakers'	0 14½	0 15

CHEESE—Some dealers are asking more but cheese is still obtainable at last week's prices. Local demand is not very active. High prices seem to have checked the consumption in Ontario.

	Per lb.	
Cheese, large		0 13¾
" twins	0 13¾	0 14

POULTRY—Supplies are fair; demand is good and prices are about as

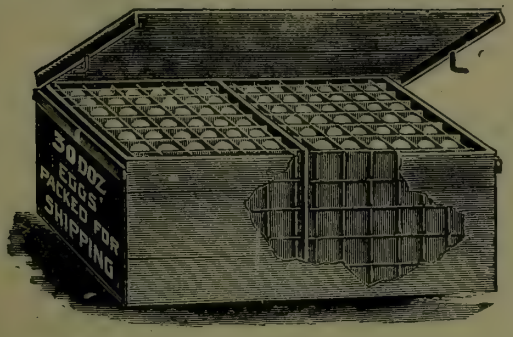
It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

THE
Manitoba Canning Co. Ltd.
GUARANTEES
ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

THE TRURO— Milk Standard

Purest material—prepared with scrupulous care and cleanliness

Our Milk—pure.
Our Factories—clean as a model kitchen.
Our Methods of Manufacture—scientifically exact.
Our Supervision—thorough.
Our Products—guaranteed.

REINDEER CONDENSED MILK
JERSEY STERILIZED CREAM
Standards for Richness and Purity

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Oval Wood Dishes

Clean, Strong and Inexpensive

FOR

BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

last week. Friday and Saturday they went down here under pressure of unusual deliveries, but on Monday they bounded the other way, and now are back at normal. A little dressed poultry is coming in, but mostly in poor condition. The farmers, the commission men say, will give them a last supper. Following are live weight quotations:

Old fowl	0 08	0 09
Young ducks	0 08	0 09
Spring chickens	0 10	0 11

ST. JOHN, N.B.

PROVISIONS—Clear pork and plate beef are lower. In fresh meats lamb is easier. Lard is firmer. The market is now well supplied with moose meat, venison and wild fowl, which sell at the following prices, wholesale: Moose meat, hind quarters, 8c.; venison, 5c. to 6c.; black duck, 50c. to 60c.; teal, 30c. to 35c.

Mess pork per bbl	$23 00	$23 50
Clear pork, "	19 50	22 00
Plate beef, "	13 00	14 00
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 07	0 08½
Mutton, "	0 06	0 06½
Veal, "	0 07	0 08
Lamb, "	....	0 09
Pork, "	0 08	0 09
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12½	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09½	0 09½
" " pails	0 09½	0 10

BUTTER—The unusual scarcity of dairy butter continues, and one dealer expresses the opinion that within a few years there will be very little butter offered apart from the creamery article. It is almost impossible to pick up any tubs worth having at less than 20c. Prices are high all round.

Creamery butter	0 24	0 26
Best dairy butter	0 22	0 23
Good dairy tubs	0 21	0 24

CHEESE—The market is higher than a week ago and stocks very light.

Cheese, per lb	0 14	0 14½

EGGS—Henery eggs sell at a flat rate of 25c. The whole market is very firm.

Eggs, strictly fresh	0 24	0 25
" fresh	0 18	0 20

WINNIPEG MARKETS.

BUTTER—Creamery butter is advancing and is now quoted as follows:

Finest fresh creamery, in 56-lb. boxes	0 22
" " in 28-lb. boxes	0 22
" " in 14-lb. boxes	0 23
" " in 1-lb. bricks (eastern)	0 26
" " " " (western)	0 24

Produce houses are paying 15c. f.o.b. country stations for No. 1 dairy butter.

CHEESE—

Finest Ontario, large	0 14½
" Manitoba, large	0 13½
" " twins	0 13½
" " small	0 14

LARD—

Tierce basis, per lb	0 12
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 18
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 17½
" medium, 14 to 16 average	0 17
" heavy, 20 to 30, for slicing	0 15½
" heavy, skinned, 20 to 30 for slicing	0 17
Picnic hams, light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 18½
" " clear bellies 12 to 14	0 17
Clear backs, b bacon light	6 18
" b bacon 12 to 14	0
Spiced rolls, long if in stock	0 18
" short	0 13
Dried beef ham, sets	0 12
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
Shoulders " " boneless backs	0 13½

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" hocks, " "			0 05

EGGS—Produce houses are paying 18c. per dozen f.o.b. country points.

DEATH OF CHARLES P. GRAHAM.

Toronto Manager for the Edwardsburg Starch Co.

Charles P. Graham, Western Ontario sales manager for the Edwardsburg Starch Co., died at his home in Toronto, Thursday afternoon of last week. Few men were better known to the grocery

The Late Charles P. Graham.

trade throughout Eastern Canada and none was more thoroughly liked or more highly regarded. News of his sudden death will come as a shock to many readers of The Grocer who counted him a personal friend. Thursday morning he was taken with a violent pain in his head and early in the afternoon was dead, the result, his physicians said, of the bursting of an artery in the head.

The funeral took place to St. Peter's Roman Catholic Church on Saturday morning and thence to Mount Hope cemetery. Requiem mass and the service at the grave were conducted by Father Minnehan, parish priest of St. Peter's, and Father Jeffcott, of Adjela, Ont., sung the high mass. The pallbearers were J. Beck, superintendent of the Union Station, Toronto; N. A. Medland, of Medland & Jones; W. A. Kavanagh and John Hayden, traveler for John Sloan & Co. There was a very large attendance of friends and business associates, among them Flem Hayes, Perkins, Ince & Co., Toronto; J. S. Donaldson, sr., Toronto; W. F. Morley, of the Canada Brokerage Co., Toronto; Wm. Campbell, of T. Kinnear & Co., Toronto; Geo. F. Benson, president of the Edwardsburg Starch Co., Cardinal; Alex. Milne, of W. T. Benson & Co., Montreal; ex-Mayor Thos. Urquhart, Toronto; Frank Campbell; Geo. Stanway, Toronto; L. Harris, of the Hamilton Herald; A. Hutchison, of the St. Lawrence Starch Co.; M. H. Seed, of St. Leon Waters, Limited; J. T. Paul, of the Brantford Starch Works; A. S. Cadow, of C. S. Landon & Co.

Mr. Graham was only 61 years of age, and he was much older than he seemed at that. So genial and happy was his disposition that the years rested lightly upon him and few would have taken him to be in the last decade of the Psalmists' allotted span.

Mr. Graham, born in Clapham, England, came to Canada in 1872 and entered the employ of the late Hon. Sir Frank Smith, then a wholesale grocer in Toronto. After nine years there as shipper Mr. Graham went to Montreal for the Walkerville Syrup Co., becoming a traveler and eastern representative of the company at Montreal. After a short term with the Toronto Syrup Co. he joined the sales force of the Edwardsburg Co. 19 years ago, becoming their Western Ontario representative.

So successful was he that Western Ontario became practically the only market in Canada for high grade starch. When he came upon the stage for the Edwardsburg Co. the demand in Ontario, as elsewhere, was for common grade bulk starch. He urged the advantage of the package goods and better quality, with the result that to-day the company's sales in his territory are 60 to 70 per cent. highest grade package goods. This bespeaks the persistent enthusiasm of Mr. Graham's salesmanship.

In the early days Mr. Graham sold as far west as Edmonton when Winnipeg was the jumping-off place for the railways. He was known and liked of the trade from there to the Maritime Provinces. Mr. Graham was a staunch Conservative, though never an active politician. In religion he was a Roman Catholic and a member of St. Peter's congregation. He married in 1897 Miss Margaret E. Ross, of Toronto, who survives him.

AN INTERESTING BOOK.

"Baking Powder, and Other Leavening Agents" is the name of an interesting book just published by the Spice Mill Publishing Company, New York. F. N. Foot is the author of the volume, which deals with the composition of baking powder, the chemical action resulting from the use of various kinds, and other matters appertaining to the commodity. The process of manufacture is dealt with in an interesting manner, while there are many suggestions which manufacturers might find of use. All in all the book is one which should prove good reading for those interested in baking powder and its manufacture.

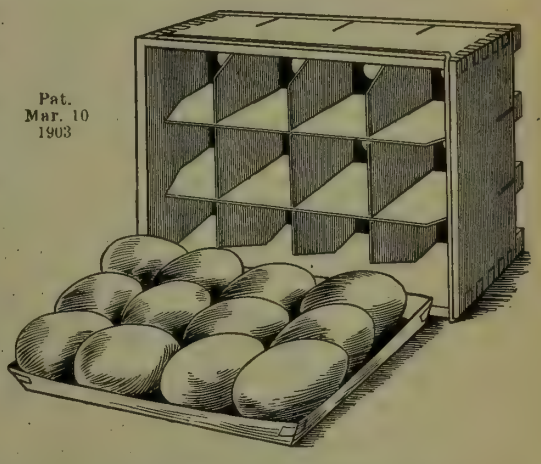
Do You Ever Break Eggs
When Delivering by Wagon?

Try a sample order of Star Egg Carriers and Trays. We can assure you they will deliver absolutely safe and for less expense than any other carriers now in use.

A COMPARISON

If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your clerks can tell you how much time is wasted, and figures tell you that your

First Purchase of 5 M. paper boxes at $9.00 per-M., cost you	$45.00
Second " " " " " " "	45.00
Total, - -	$90.00

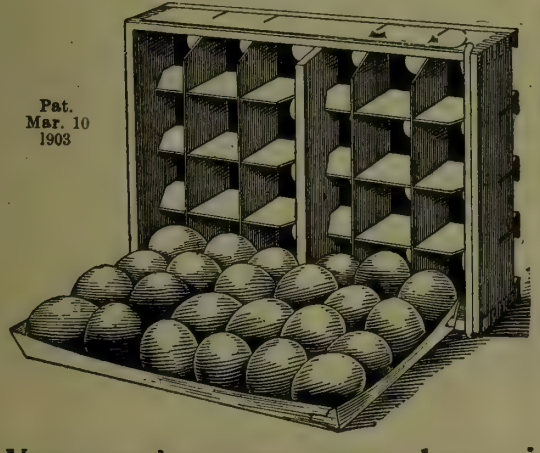


We Supply you Star Egg Carriers and Trays

First Purchase 2 doz. No. 1 Star Egg Carriers, $2.75 per doz.,	$ 5 50
First Purchase 5000 " " " Trays for $3.50 per M.,	17 50
	$23.00
Second purchase 5000 Star Egg Trays for $3.50 per M.,	17.50
(You have the Carriers) Total	$40.50

Your saving is $49.50, or nearly 60% and no broken Eggs

AGAIN: Take the size for delivering 2 dozen Eggs. To deliver 20 M. dozen eggs with the paper box you would



First Purchase 10 M. boxes at $9.00 per M., - - -	$90.00
Second " " " " " - -	90.00
Total,	$180.00

With No. 2 Star Egg Carriers, holding 2 dozen eggs each, you would

First Purchase 2 dozen No. 2 Star Egg Carriers, at $4.00 per dozen,	$ 8.00
First Purchase 5 M. No. 2 Star Egg Trays, at $4.75	$23.75
	$31.75
Second Purchase 5 M. No. 2 Star Egg Trays, at $4.75	23 75
(You always have the Carriers left) Total,	$65.50

Your saving over paper boxes is $114.50, or nearly 70% and no broken eggs

These facts must appeal to you. Your sample order will receive attention. Try a few dozen—you will discover that, under the old regime, you have been wasting time and money.

To enable you to try this system, we will be glad to deliver you a sample order on request.

MANUFACTURED FOR

MacLaren Imperial Cheese Co., Ltd.

Selling Agents for Toronto and Hamilton Toronto, Ont., Canada

CEREALS AND CONFECTIONERY

Wheat and Other Grain Markets Advanced—Some Figuring on World Crops—Flour Market Steady—Oat Products Advanced Sharply.

Wheat continues to rise, but some dealers look for a reaction. The advance, however, has been general in the grain markets. Some export business has been doing in Manitoba wheat, but Ontario Winter wheat has not yet begun to move. The market generally is still in the hands of the mathematicians to some extent. An "expert" writing in the London Daily Mail estimates the world's surplus of wheat at 23 million quarters. He figures the surplus by districts thus: Canada and United States, 30 million; Russia, 13 million; Roumania and Bulgaria, 12½ million; Austria-Hungary, 3½ million; Chile, North Africa, Turkey, 1½ million; Argentine, 12½ million; Australasia, 5 million; India, 6 million; total, 84 million quarters. The requirements are: United Kingdom, 26 million; Germany, Belgium and Holland, 15 million; Italy, 5 million; Switzerland, Greece and Scandinavia, 4½ million; France, 1½ million; Spain and Portugal, 1 million; other countries, 8 million, total, 61 million.

Another estimate gives the world's wheat crop as 3,501,000,000 bushels, against 3,336,000,000 bushels last year. This navigator of the wheat market says:

"Not since the year 1900, when the wheat imports of the world were 439,000,000 bushels, were the requirements of deficit countries so low as they are this year, by virtue of excellent crops. Fourteen importing countries have an increase in yield of 88,000,000 bushels this year, compared with their aggregate production in 1904 and 1905. Their deficit will be correspondingly less, making a total to be supplied by the exporting countries of 469,000,000 bushels compared with 557,000,000 bushels in 1904 and 1905.

"This decrease in the demands of importing countries is accompanied by an increase in the supply of exporting countries which have an estimated increase of wheat crops of 218,000,000 bushels above those of 1905, or an available surplus of 765,000,000 bushels. In other words, there are 88,000,000 bushels less to be supplied and there is more by 218,000,000 bushels to supply the deficit than in 1905."

Oat products have advanced sharply. It was anticipated and one big mill is booked ahead two months.

MONTREAL MARKETS.

GRAIN—Oats are firmer this week, the price having been put up another cent. Other lines are unchanged since last report.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 40
No. 3 white oats "	0 39
No. 4 white oats "	0 38
No. 3 yellow corn "	0 58
No. 2 peas, basis 78 per cent. points	0 75

FLOUR—With wheat advanced and everything pointing that way, it looks as though there was about to be an advance in flour. Millers say that they expect to put up the price at any moment, ten cents possibly, but at any rate five. Good trade is said to be passing locally, while export inquiry is very good.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 40
Glenora		3 90
Manitoba spring wheat patents		4 40
" strong bakers		3 90
Buckwheat flour	2 00	2 10
Five Roses		4 40

ROLLED OATS — Since last week there has been no change of note in the rolled oats market. Demand is good, but supplies are not any too large, and it is hard to obtain any stocks held owing to the scarcity of cars for transportation.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 20
" 80-lb. bags		1 95
" bbls		4 65
Choice boiling peas	1 00	1 10

FEED—The feed famine continues, and with the demand large as it is the condition of the market is strained. One dealer remarked that so far as quotations went it were just as well to quote $30, since no supplies were obtainable at any price. This may be putting it too strongly, but it illustrates the situation.

Ontario bran	18 50	19 50
Ontario shorts	21 00	22 00
Manitoba shorts		23 00
" bran	18 00	19 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Prices are a little higher this week, but dealers say that it is easier to buy in the country than it has been for some little time. Figures asked are too high for much export trade to be transacted, and will have to come down considerably before affairs are bettered.

In the Old Country the markets hold steady. Although high they are not advancing. Latest quotations from Liverpool are 72s. to 73s. c.i.f.

No. 1	11 00	11 50
" 2	10 00	10 75
Clover mixed		9 00
Clover, pure	6 00	6 25

TORONTO MARKETS.

GRAIN—There has been a steady advance this week. There is some export of western wheat but business is not very brisk.

(F.o.b. Georgian Bay points.		
No. 1 hard		0 80½
Manitoba wheat, Northern No. 1		0 78½
" " " No. 2		0 77½
" " " No. 3, nominal		0 73½
Red, new " per bushel, 78 per cent. points	0 71	0 72
White new " " " "	0 71	0 72
Mixed, new " " " "		0 71
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No. 2, "	0 48	0 50
" No. 3x, "		0 47½
" No. 3, "		0 45½
Oats, "	0 34	0 35
" mixed "	0 33	0 34

FLOUR—Prices are steady and the demand is very good.

Pure winter wheat, per bbl in sacks	4 00	4 25
85 per cent. patents " "	3 70	3 80
Straight roller " "	3 65	3 70
Blended	3 80	3 90

CEREALS — Rolled oats have advanced 50 cents and oatmeal 40 cents, and demand has been very active.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 25
" " " " " d	"	4 50
" " for broken lots in wood	"	4 75
" " broken lots in bags	"	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 80

Beerbohm's estimate of the world's wheat crop returns for 1906 are 3,501,000,000 bushels, as compared with 3,366,000,000 bushels for 1905.

GREAT BRITAIN'S FLOUR.

Mill Capacity Now Sufficient for Home Demand.

There's an interesting milling situation in Great Britain just now, is the view of D. A. Campbell, of the Campbell Milling Co., Toronto Junction. Mr. Campbell is a son of Archie Campbell, M.P., and returned Sunday from a two months' trip to Europe. After seeing something of Italy, France, Germany, and other parts of the continent, Mr. Campbell got to Great Britain and looked over the largest mills in England and Scotland.

In conversation with a representative of The Canadian Grocer who caught him very busy at the big mill, where millwrights are now at work installing a lot of new and thoroughly up-to-date plant to bring the capacity up to a thousand barrels a day, Mr. Campbell said in part:

"During the last five years milling in Great Britain has been very profitable. Capital has been attracted to it and within a year the mill capacity has been increased 3,000,000 barrels. The result is that the present mill capacity is more than equal to supplying the entire domestic consumption of flour and the big millers are now looking pretty blue. Competition has so increased that some of them are running at a loss rather than allow the plant to lie idle.

"The importing flour brokers also are feeling the stress of the situation. They fear that mill competition at home will so reduce the price of flour as to put a stop to importation altogether.

"Are the British mills up-to-date? They have some very fine mills there, but I don't think they are as up-to-date as we in America. They didn't seem to me to dress and grade their flour as well as we do. They put so much capital into buildings and plant that they can't afford to keep up with improvements. Their buildings are very substantial and their plant is proportionately heavy. I saw a mill in Glasgow that had been steadily in operation without a change for fifty years. Even the engine was the one first installed.

"The British millers draw their wheat from every exporting country. I was in a mill in London that was grinding wheat from fifteen different countries.

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

For Your Convenience, Mr. Grocer

We put up our flour in 24½-lb. and 49-lb. sacks—just the sizes for sale over the grocery counter.

Our brands are

"Premier Hungarian"
"White Rose"
"Royal Patent"

Ground in a modern mill from the best hard wheat grown in the vicinity of Manitoba's "Wheat City."

WHY NOT GIVE US A TRIAL ORDER?

THE ALEXANDER MILLING CO.

BRANDON, MAN.

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread, with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household Use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060.

Phone in your Orders at our expense

CANADA FLAKES

THE NEW 10-CENT PACKAGE

"ENGLISH"

IS MEETING WITH SPECIAL FAVOR

A POPULAR PRICE.
THE LARGEST PACKAGE. (Larger than any competing 15c. pkge. on the market.)
THE BEST MADE FOOD
CAREFULLY SELECTED WHEAT
LARGE FLAKES
TOASTED CRISPY
MAPLE FLAVOR
A GOOD SELLER

$2.85 PER CASE

Freight paid on 5-Case Lots

PETERBOROUGH CEREAL CO., Limited

PETERBOROUGH

WANTED
Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.
H. J. STEVENS,
126 Board of Trade, Montreal.
Mill Feed always wanted.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

BETTER FLOUR
means a better trade for the grocer.
Anchor Brand
Flours are the better kind. A trial order will convince you.
Mixed cars if you want them.
LEITCH BROS.
OAK LAKE, MANITOBA

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH
Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

Flour names to memorize:
McLeod's Special, Hercules, Classic, Anchor, Diadem, Juliet
All first-class brands.
THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

They Sell Order our Pot and Pearl Barley and Feed and get the best trade.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

CORONET ROLLED OATS
Free from Hulls
Bulk only
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

But they are learning all the time that Canadian is the finest wheat in the world. That is what I heard more than once from the big millers over there."

The Campbell Milling Co. have just made a shipment of 500 barrels of flour to Egypt in 198 lb. sacks. This is the first export of flour from Canada to the land of the Pharaohs.

QUAKER OATS BREAKS ALL RECORDS.

The manufacturers of Quaker Oats report that during the six months ending June 30 they made and sold more Quaker Oats than ever before in any similar period. This is remarkable when it is known that the first half of the year is not considered nearly so good for oat products as the last half.

There is probably no brand of rolled oats in the world so extensively advertised as Quaker Oats, and the fact that the sales have shown great increases from year to year is conclusive proof that it is a sure repeater. Judging from reliable information from the leading jobbing centres, based on the rapidly increasing demand, the sales of this popular cereal during the last half of the year will be 30 to 50 per cent. greater than they were during the first six months.

It is now a question as to whether the Quaker Oats Company will be able to fill all orders promptly during the coming months. Notwithstanding the increased milling facilities the unusual demand is likely to require all that the mills can possibly produce. The manufacturers state that there will be many times during the next few months when they will be oversold, and in fairness to the trade have decided to fill orders in rotation—it will be a case of first come, first served.

It is desired by the manufacturers that this condition should be fully appreciated by the dealer in order that he may protect himself and his customers against disappointments in not receiving the goods when he needs them most.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

LIFE CHIPS
are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.
They retail at ten cents a package.
A good seller.
Send you orders to
The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

TRADE MARK

"LION"
BRAND

PUTZ TRIPLE EXTRACT

Metal Polish

LIQUID AND PASTE

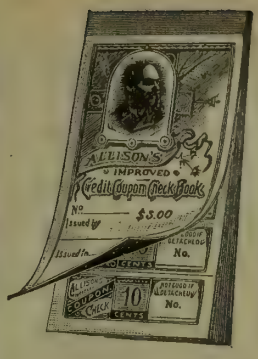
For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Put up in liquid and paste form. Has a ready sale

Exceptional terms to retail grocers. Send us a postal.

SOMETHING THAT WILL GIVE YOU LARGE PROFITS

English Embrocation Co.

MONTREAL, QUE



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "pass-book" customers has not had accounts disputed aud partially repudiated? The best way to avoid all complications and misunderstanding is as follows.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

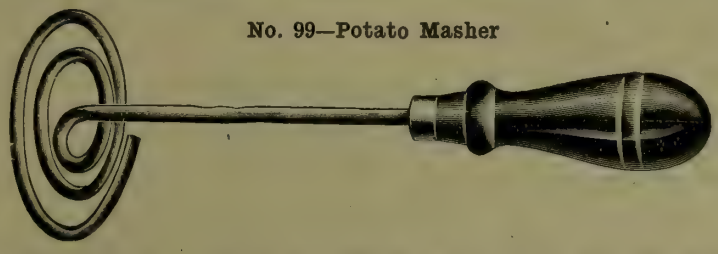
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Woodenware of all kinds

No. 44 Mixing Spoon

No. 99—Potato Masher



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WE'RE HEADQUARTERS

for these red-hot sizzling

QUICK SELLERS

If you want to be in the swim with the other fellows you'd better skiddoo to your jobber for a big supply.

MADE BY

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg: 608 Ashdown Bldg.

"Best" Mops — Can Openers

No. 50—Dish Mop

CRANBERRIES
(CAPE CODS)
SWEET POTATOES
(JERSEYS)
JAMAICA ORANGES
(NEW STOCK)
VERDELLI LEMONS
(LAST CAR)
These are all new arrivals and Fresh Stock.
Valencia Onions
Canadian Onions
Write for our prices.

McWILLIAM
Mc. AND E.
EVERIST

Canadian Fruits in Baskets
PEACHES PEARS GRAPES

DRIED APPLES
BRIGHT, DRY STOCK WANTED
O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS
We make them in all shapes and sizes. We have
Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,
In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to
THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Peach Market on the Wane—Grapes the Feature Now and Interest Reviving in Imported Fruits—The Apple Situation —Fish Trade Quiet.

Fruit, vegetable and fish markets have not undergone this week any change not in keeping with the advance of the season. Peaches are on the wane, grapes are taking the stage. Fall apples, Alexanders, Calverts, St. Lawrence and Jenettings, continue scarce and the price remains at $2 to $3 a barrel, compared with last year's price of $1.50 to $1.75. For the next three weeks the Niagara grape crop will come upon the market in large quantities. The crop is large and prices will be moderate. Oranges will soon be a feature again. Jamaicas are beginning to arrive and Floridas will begin to move about October 1 and will arrive in Canada about October 10. The lemon market is still occupied by Verdillas, but new Messinas will be available about October 25. An important grower of California oranges was in Toronto this week and he said everything looked very favorable for a crop about the same as last year, when the output was 25,000 cars as against 28,000 cars the year before. Last year's was a good average crop. The Canadian pear crop is about over except for some later varieties. Good demand for vegetables continues. Fish are still slow but the receipts from the lakes are improving.

MONTREAL MARKETS.

GREEN FRUITS—Continuance of the warm weather has had the effect of keeping prices from advancing materially. Trade is about fair to good. Cranberries are quoted this week, the price asked being $8.50 to $9 a barrel. Bananas are in very good demand at unchanged prices. Dealers, some of them, are using their ripening rooms almost all the time. Apples are coming forward quite freely, but the recent warm weather has done a great deal of damage to stocks held. The writer was shown one barrel from a lot, and in it the apples appeared to be more rotten than good. Such apples are being sold for what they will bring.

Late Valencia oranges, per box		6 00
Dates, per lb		0 05
Bananas, fine stalk	1 25	1 75
" jumbos		2 00
Cocoanuts, per bag of 100		3 60
Pineapples	5 00	5 50
Apples, bbl	2 00	3 00
New apples, baskets	0 20	0 40
Crab apples, per basket	0 35	0 50
New lemons	6 50	7 00
Limes, per hundred		1 50
Peaches, per box	1 50	2 00
Plums, "	1 25	2 00
Pears per box	2 25	3 00
Canteloupes, per crate		5 00
Jamaica oranges, per bbl	5 00	6 00
Western melons	1 25	1 30
Spanish Onions, crates	2 50	2 75
" 56 lb cases		0 75
Blueberries, 22 quart boxes		2 25
Cranberries, Cape Cod, per bbl	8 50	9 00
Jamaica grape fruit, box		6 50
Canadian plums per basket	1 00	1 25
" pears, "	0 40	0 60
" peaches "	0 50	0 75
" grapes, per basket	0 20	0 35
Almeira grapes, per bbl	4 50	5 00

VEGETABLES—There has been little change in the vegetable market since last report. Business continues very good, while prices have been altered more or less, according to market conditions. Tomatoes are arriving more freely and the prices asked by dealers are considerably lower. For boxes 25c. to 40c. is obtainable. New sage and savory is now on the market, selling at 60c. a dozen bunches. Turnips and carrots in bags are offering in good quantities. Some carloads of potatoes have been sold recently, although such lots are not coming in freely yet. The price asked this week varies, being anywhere between 90c. and $1. Lettuce is becoming scarce and the price is climbing.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 25
" " per box	0 25	0 40
Turnips, per doz		0 15
" bag	0 90	1 00
Water cress, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		0 75
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Potatoes, per bag	0 90	1 00
Jersey sweet potatoes basket	2 00	2 25
" barrel		4 50
Georgia sweet potatoes, bbl		3 00
Beets 3 doz		0 25
Carrots, per 3 doz		0 25
" bag	0 50	0 75
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Corn, per doz	0 07	0 12½

FISH.—Fresh fish are probably of more interest in the fish market than any other line at present. The close season for brook trout begins Monday, so that after this week this line will be out of the market. During the week arrivals of brook trout were rather heavy and good trade was done. Whitefish, dore and pike are still very scarce, few lots coming forward. There is considerable activity in lake trout, supplies of which are sufficient to take care of orders received. Prices are firm on cod and haddock, which are also in good supply. Mackerel at ten cents is now being offered, while grass pike is again obtainable at 8c. In smoked fish, haddies and kippered herring are arriving in good quantities. Dealers expect to receive bloaters next week. New green cod in barrels is beginning to arrive.

Fresh haddock, express, per lb		0 04½
Fresh steak cod " "		0 06
" halibut " "		0 09
Lake trout " "		0 08½
Brook trout, " "		0 20
Sea trout, " "		0 12
Grass pike, " "		0 08
Dore, per lb. " "		0 10
Mackerel, large, " "		0 10
Small sturgeon, "		0 08
Fresh frozen fish—		
B.C. salmon, per lb		0 09
Gaspe (chilled) salmon		0 16
Dore, per lb		0 09
Smoked fish—		
New kippered herring, per box		1 25
New haddies, in 15-lb boxes, per lb		0 07½
Smoked herring, in small boxes, per box		0 12
Oysters and Lobsters—		
Standards, per imp. gal		1 50
Oyster pails, pints, per 100		0 90
" " quarts, "		1 25
Prepared fish—		
Boneless cod, "Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
Labrador herring, per bbl		6 00
" " per half bbl		3 25
" " per pail		0 80
" salmon—		
" " in bbls		13 00
" " in ½ bbls		7 00

Mackerel, per pail		1 75
No. 1 green cod, in bbls, per 200		6 50
Small. " " "		5 00

TORONTO MARKETS.

GREEN FRUIT—This week sees the peach crop pretty well harvested. Now for grapes. The crop is a good average. Lemons continue high. Jamaica oranges are in and there is 25c. off the top price for Valencias. Jamaicas will probably be lower next week. The apple situation is unchanged. Fall apples are scarce but a good average crop of Winter apples is promised. A good business is passing in this fruit. The outlook is good, as the north country and the great west are and will be drawing large supplies. Cranberries are arriving. The crop is good and prices are moderate. A car of Idaho plums, known as Idaho prunes, have arrived and on account of the short crop in Canada it is expected they will be in demand for preserving.

Oranges, late Valencias, 96's, 112's, 288's	4 00	6 00
" Jamaicas, per barrel	6 50	7 00
" " box		3 50
Lemons, Messina, 300's 360's, per box	7 00	8 50
Limes, per crate		1 50
Apples, Duchess and Astrachan, per basket	0 25	0 35
" Fall, per bbl	2 00	2 50
" Spies XXX, per bbl		
" " XX, per bbl		
" Baldwins, XXX, per bbl		
" " XX, per bbl		
" other Winter varieties, XXX, per bbl		
" " XX, per bbl		
" farmers', per bbl		
Bananas, per bunch	1 25	2 35
Red bananas per bunch	2 20	2 50
Plums, per basket	0 75	1 00
Peaches, per basket	0 35	1 25
Pears, per basket	0 40	0 75
Cantaloupes, per case		1 00
" Rockyfords, per basket	0 55	0 60
Grapes, small baskets	0 22½	0 25
" large baskets	0 40	0 50
Crabbs, per basket	0 30	0 40
Cranberries, per barrel	8 50	9 00
" " era'e	3 00	3 25

VEGETABLES—New Brunswick Delaware potatoes are now arriving by the carload and are selling at 85c. to 95c. They are not, of course, as well ripened as they will be a little later, and are intended for immediate consumption. They are very fine stock. Sweet potatoes are plentiful and are cheaper. Onions are lower and cabbage is going by the barrel. There are no complaints of shortage in any line and demand is heavy.

New potatoes, Ontario, per bag	0 85	0 95
Sweet potatoes, per barrel	3 25	3 50
" per basket		0 60
Onions, Spanish, per large case		2 75
" silver skins, pickling, per basket	0 75	1 00
" Canadian, per bag	0 75	1 15
Cabbage, new Canadian, per bbl		1 50
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Cucumbers large, per basket	0 15	0 25
" gerkins, per basket	0 50	1 00
Mushrooms, 1-lb. boxes, per lb		0 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb		0 07
Tomatoes, Canadian, per basket	0 25	0 30
Watercress, per doz. bunches		0 25
Egg plant per basket		0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 40
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	0 10	0 12
Leeks, per doz		0 25
Pumpkins per doz	0 75	1 00
Citrons, per doz		1 25
Spinach, per bushel		0 50

FISH—Supplies from the upper lakes are increasing because of the cooler weather. The Fall trade has not set in yet, however. Quotations are unchanged.

Fresh hallibut	0 10	0 12
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb		0 10

OYSTERS AND FINNAN HADDIE

Long Island Native Oysters are in a class by themselves. Used by all first-class restaurants and best retailers. **Large, clean and solid.**

Syda & Cousins' Haddie. Scotch cured. Known for years as the best on the market. Sought after by competitors.

We control the above two lines—if you want the best try them. **Just as cheap as poorer quality.**

WHITE & CO., LIMITED
TORONTO

Branch at HAMILTON

IT'S FEARFUL--IT'S TEARFUL

The tales they tell the unwary about their lemons. That "just as good" story don't go, though, with the "grocer" that's handled and knows **'St. Nicholas,' 'Home-Guard,' 'Puck'** and **'Kicking.'**

W. B. STRINGER & CO., Sole Agents - Toronto

We have the first choice car

LABRADOR HERRINGS

in half barrels, No. 1 stock, $3.25 per half barrel.
Write us for quotations on other lines.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders — **TORONTO** — *76 Colborne St, 33 Church St.*

COMMUNICATE WITH US
IF YOU WANT TO BUY OR SELL **APPLES**

YOUR SHIPMENTS OF ***LIVE POULTRY*** SOLICITED.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

SEASONABLE GOODS

FANCY

CAPE COD CRANBERRIES
JERSEY SWEET POTATOES
CALIFORNIA VALENCIA ORANGES
(The only good Orange now)
NEW LEMONS

Also—All kinds of DOMESTIC FRUITS

Our prices always right

HUGH WALKER & SON **GUELPH ONT.**

DRIED FRUIT,
I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS.
4 Cullum St., E.C., LONDON, ENG.

Salmon trout, per lb	0 08	0 09
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium, per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb		0 08
Oysters, per gal		1 75
Labrador herring, per half bbl		3 25

MANITOBA MARKETS.

GREEN FRUITS—The first Tokay grapes are now on the market. We quote :

California tokay grapes, per case	3 00
Peaches (freestone), Elbertas, per case	1 75
Washington plums (Italian Blue) "	1 25
" pears, per case	2 75
Ontario fall apples, per bbl	3 50
California late Valencias, 126s, per case	5 50
" " 150s, "	6 00
" " 176s to 250s "	6 25
" lemons, 300s and 260s "	10 00

Ten cents off 5 case lots.

GOLDEN DIAMOND CANNED
1906 BLUEBERRIES

We are now booking orders at opening prices. Please ask us for prices.

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Cranberries, Cape Cod, bbl		10 00
Cantelopes, per case		3 00
Ontario Basket Fruit.		
Grapes, blue and green, per basket		0 35
Pears, per basket		0 65
Tomatoes "		0 50
Manitoba celery, per doz		0 40
Sweet potatoes (Bell Brand) per bbl		7 00
" Virginia, per bbl		6 00

THE SALMON PACK.

Particulars of the Pack in Different Districts.

There was not one of the salmon districts on the Pacific Coast in which the salmon pack did not this year fall below the record of 1905. Reports to hand from districts, in which are situated the canning factories, show that this year's pack on the whole Pacific Coast is about a million and a half cases below that of 1905, which was the by-year.

In British Columbia the pack was fairly satisfactory. At Rivers Inlet, in that district, full packs were put up. On the Fraser River there was just about one run of sockeyes, while on the Skeena River the run was equally inclined to be disappointing. Packers expected that in the Puget Sound district the pack would be a good average off-year pack, but in this they were disappointed, only about 175,000 cases being obtained. A good average pack was obtained in the Columbia River, however, and the feeling in that and the Alaska district, where the pack was also fair, is that the canning factories came out as well as could be expected, even though the fish secured did not come up to expectations in quantity.

There is expressed, on many sides, a fear that the sockeye salmon will become extinct if there is not enacted a law or laws to ensure the preservation of the Columbia River and Puget Sound fisheries.

Following will be found the estimate, in cases, of the 1906 pack of salmon on the entire Pacific Coast:

Sockeyes—Puget Sound	175,452
Sockeyes—Fraser River	185,500
Sockeyes—North British Col.	255,000
Red Alaska—Alaska	1,700,000
Cinooks—Columbia River	257,500
Total	2,572,452

CAPE COD CRANBERRY CROP.

This year the cranberry crop, Cape Cod, is reckoned to be in the neighborhood of 235,000 barrels. There are some who place the figure at 250,000 barrels, but this is thought to be over-estimating it.

An organization known as the American Cranberry Company handled the entire crop of cranberries last year, but this season the competition will be very keen, since one of the interests which was in the combine last year has broken loose and is shipping its own fruit. This concern has been offering higher prices than those who stayed in the combine, and it is said that they have, to date, shipped more cranberries than any two other shippers. As a result of the fight between the independent company and those who stuck together, there is going on a regular war of campaign literature which is having the effect of keeping the price low.

In Montreal cranberries are offering this week at $8.50 to $9 a barrel.

NOTES.

Titterington Bros., wholesale fruit merchants, at St. Catharines, Ont., have been burnt out.

Word has been received from the B. C. Packers' Association that their pack of salmon for the year exceeds the 150,000 cases formerly expected.

The Ontario Sugar Co. has commenced to harvest in its thirteen-acre plot near the factory and in another ten days the growers of this district will begin pulling. The beets tested show a percentage of sugar about equal to that of last year, though the prolonged drought has not been as conducive to sugar building as would have been warm days with cool nights and occasional rains.

J. V DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^o ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^a
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

PURE IN NAME AND DEED

Canadians have never had reason to doubt the claim of E. D. Smith that

"E. D. S." BRAND
JAMS

are the purest obtainable.
Mr. Smith has not asked you to accept his word as final but he has asked you (and does so now), to go to the final authority on such matters—the Government Analyst.
Get BULLETIN 119 (June '06) from the Inland Revenue Department, Ottawa, and read the results of a recent Jam analysis.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

DRIED APPLES
HIGHEST PRICES PAID
FOR BRIGHT QUARTERS
THE W. A. GIBB CO.
7 and 9 Market Street,
HAMILTON

ORDER EARLY—PACKING NOW

"DUFF'S"
LABRADOR HERRING

ABSOLUTELY THE FINEST LABRADOR'S EVER SENT TO CANADIAN MARKET
PACKED IN SPECIAL BARRELS WITH

GALVANIZED HOOPS

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Labrador Herring Station, Bay of Islands, Nfld.

Selling Agents—A. H. Brittain & Co., Montreal. H. S. Connor, Winnipeg, Man,

FINNAN HADDIES

THE FAMOUS

"BRUNSWICK BRAND"

is now on the market. Strictly new pack. Every tin guaranteed. The large sales prove they are all right.

Send in your orders while we are packing.

Connors Bros., Limited

Black's Harbour, N. B.

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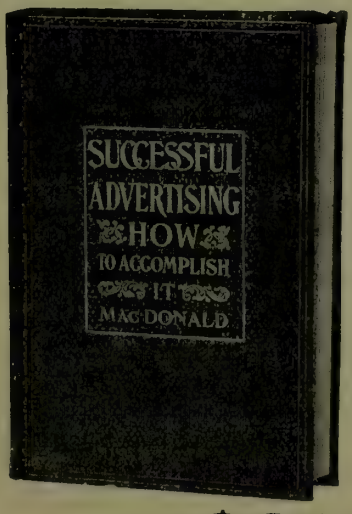

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THE MACLEAN PUBLISHING CO. Limited
MONTREAL TORONTO WINNIPEG

FREIGHTS AND CHARTERS

Clipping Inquiries Continues Good and Without Special Features—Flour Moving in Larger Quantities—New Boat on the Cuba-Mexico Line.

There has been practically no change in the shipping situation since last report. Business has continued, in general lines, just about normal. There is no special activity noticeable.

Butter has not been moving out any too well recently, owing to market conditions, which have not yet changed for the better. While there is some demand from the other side, there is not much, since the figures ruling here are above an export basis. At the present moment there does not seem to be any improvement in sight.

High prices in cheese continue, and consequently the amount being exported is not as large as it would be otherwise. Still, some very good shipments have been made, even at the prices asked.

Apples continue to come forward, some very fair shipments having been made during the past couple of weeks. Other fruits are falling off in shipment, since their season does not last long.

Provisions are not moving out very fast, although some of the outgoing boats have contained packages of lard and meats. More or less through goods are carried by boats leaving the port.

Flour is livening up for Fall trade. Considerable quantities have been sent out lately. Hay shipments have been fair to medium.

Grain is not yet moving out freely, but everything points to a bumper season, once grain begins to arrive.

The Elder-Dempster people have placed their new boat, the Sokoto, on the Cuba-Mexico line to replace the Angola. The boat left on her first trip September 20, carrying a general cargo. The evening before she left port a number of prominent business men, principally those interested in the shipping trade, were entertained on the new boat by the company.

The Dominion, of the Dominion line, sailed for Liverpool September 22, carrying a general cargo.

Rates this week show no change.

PEARS IN NORTH ENGLAND.

J. B. Jackson, Canadian commercial agent at Leeds and Hull, writes :

The full confidence in the packing and quality of Canadian apples shown by local importers should be of material advantage in assisting Canadian fruit-growers to cultivate a valuable export trade in pears, and numerous inquiries are being made in this direction by Leeds and Hull fruit merchants.

After having carefully gone into details as to the methods of packing adopted by foreign shippers, I find the best system in vogue is that used by French growers in the export of "French William pears," the main points of which are as follows :

(a) Forty-eight pears are packed in one box.

(b) These are put up in two layers with about two inches of wood shavings between the top and bottom layer.

(c) A sheet of doubled notepaper is placed at the top and bottom of each layer of fruit, prior to nailing down the box.

(d) An average size of this box is 15 inches long by 10 inches wide, and the thickness of the wood is about ⅜ inch.

(e) These forty-eight pears average about 12 pounds, in the box, and the price asked by the English wholesaler on the day of writing is from 3s. to 3s. 9d. (70c. to 90c.) per box.

The prospects for this trade are extremely bright, but to create a ready demand, Canadian growers should carefully note that the two most important points on the English market are the appearance of the fruit and also the weight. The fruit should be as uniform as possible and well colored.

Yorkshire fruit merchants declare that providing Canadian pears come up to the same standard that Canadian apples do, they could obtain higher prices than those at present asked for French and other foreign varieties. It is also suggested that in the interests of each individual packer, and in the interests of developing this branch of Canada's fruit trade, each box should be stencilled "Canadian Pears" in letters of not less than two inches in length.

I shall, on request, be pleased to refer any Canadian growers to Leeds and Hull firms who are making inquiries for this fruit at the present time.

INCREASING BANANA FIELDS.

United Fruit Co's Agreement With Dutch Guiana.

The United Fruit Co., of Boston, who control the banana business in America, are now extending the production of the fruit to Dutch Guiana. They have contracted with the Government of the colony for the purchase and transportation of the bananas and the planters have bound themselves to start planting on 2,470 acres and to increase within three years to 7,410 acres. For a minimum of 20,000 bunches a boat will make fortnightly calls. The needed labor is to be imported from India.

The prices to be paid for bananas in American currency are fixed as follows : (a) For a bunch of nine hands, 35 cents during March, April, May, June, November and December, and 20 cents during the other months. (b) For bunches of eight hands, 23 cents during March, April, May, June, November and December, and 13 cents during other months. After the first two years, for a bunch of nine hands, 35 cents in March, April, May and June ; 30 cents in November and December, and 20 cents in other months ; bunch of eight hands, 23 cents in March, April, May and June : 20 cents in November and December, and 13 cents in other months ; bunch of seven hands, 17 cents in March, April, May, June, November and December. In other months they are not bought at all. Thirty-six hours after arrival of steamers will be given to planters to cut and transport the bananas.

Attempts are now being made to turn the sardine, which is caught in such numbers along the coast of Japan that the surplus catch is used for manure, to some profitable use. Canning establishments have been started at various places notably Chiba and Noyago, with a view to ascertaining whether the Japanese product cannot in far eastern and American markets at least compete with the Mediterranean product. The chief drawback at present is that the olive tree is not cultivated by the Japanese and at the same time the customs levies a duty on imported oil. This could easily be overcome by the Government allowing a rebate to canning establishments. There is said not to be much to choose in the matter of taste and quality between the Japan and European product.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. **HALIFAX, Nova Scotia**

EFFECTIVE ADVERTISING

The Grocer and His Local Paper—Directly Mail Advertising—Its Possibilities —Suggestions for an Advertising Letter—The Value of Clarity.

I have always thought that a series of mail ads would prove a profitable means of advertising for the grocer.

Why, in the world, shouldn't it?

Nearly every grocer advertises in his local paper.

A grocer who failed to use his local paper would be considered a kind of rarity, if he were considered at all.

So the grocer who puts his ad in his newspaper simply "follows suit" and does just what every other grocer in his town does.

For that very reason he fails to make much of a noise.

Everybody expects to see every grocer in town in the local paper.

It's nothing remarkable.

It's a regular thing.

If the grocer wants to attract special attention to himself, he must do something different from his competitors.

He might appear in his store, wearing his nightie.

That would certainly attract extra attention.

But it might be apt to prove an attraction of the wrong sort.

He might put on his Sunday clothes and go round town and have a personal talk with every family in his town.

That would also attract special attention.

If he could do it often enough and long enough, he might get a whole lot of patronage in six months or a year, providing his people didn't get to consider him a bore and resent his calls.

There is a way to accomplish just about the same thing, without necessitating his running his legs off and neglecting his business, and without arousing the resentment of anybody.

That way is by direct-by-mail-advertising.

Direct-by-mail-advertising usually consists of a series of form letters, booklets, folders, post cards, and other mailable pieces of advertising.

But if the grocer feels that he cannot risk the expense of a complete series, like this, let him put his whole faith in form letters.

Such letters would cost about $3 per thousand, printed on his own letter heads.

They are printed in imitation type, and each person's name can be filled in, at the top, so that the letter cannot be told from a genuine, personal typewritten letter.

The filling in of these names would cost $2.50 per thousand extra.

I will cite two cases where I sent out such letters, which will serve to give some idea of the results to be expected:

One lunch room proprietor, in Detroit, used these letters for a year, and increased his business from $30 in the month of May to $300 in the corresponding month of May, the year after.

I sent out only 100 such letters for a furniture trimmings house, in Detroit, and it secured 60 orders from the 100 letters, some of the orders amounting to more than $300 each.

These are exceptional cases, I admit. But I can say that I do not know of a case where these letters have been used properly, that didn't prove profitable.

The grocer could use them because they are something absolutely new in the grocery line.

They will gather in trade of themselves.

They will popularize the grocer's name and store.

They will attract attention to his regular newspaper advertising.

They will take the place of hand bills.

They can be used to announce timely bargains.

They are in the nature of personal solicitation and appeal to folks more forcibly than any other kind of advertising the grocer could indulge in.

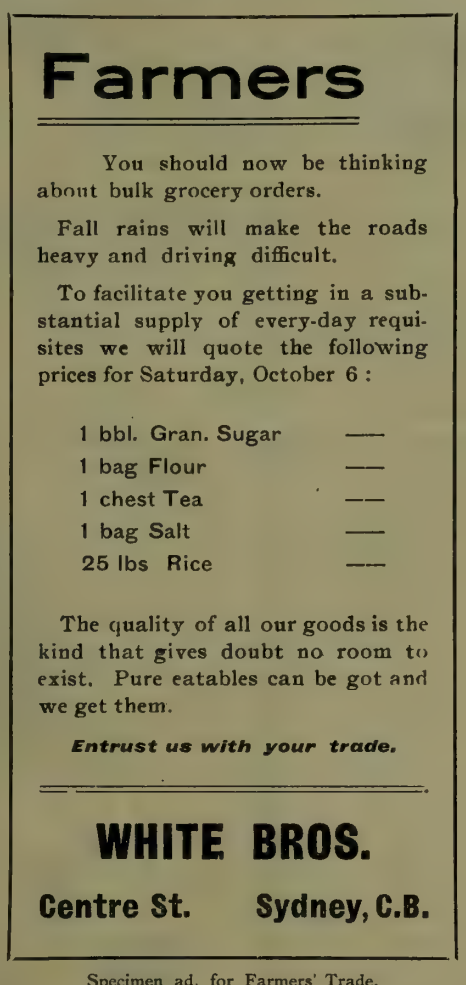
Why not try some of this kind of advertising?

A service consisting of 1,000 letters, sent one a month, for, say, three months would cost about $25.

It's the surest kind of a gamble I can conceive of.

The fact is, I don't see how a grocer can afford to neglect this result-bringing, name-making, attention-compelling sort of advertising.

Isn't it worth a trial, even if you are skeptical?—Selected.


Farmers
You should now be thinking about bulk grocery orders.
Fall rains will make the roads heavy and driving difficult.
To facilitate you getting in a substantial supply of every-day requisites we will quote the following prices for Saturday, October 6:
1 bbl. Gran. Sugar ——
1 bag Flour ——
1 chest Tea ——
1 bag Salt ——
25 lbs Rice ——
The quality of all our goods is the kind that gives doubt no room to exist. Pure eatables can be got and we get them.
Entrust us with your trade.
WHITE BROS.
Centre St. Sydney, C.B.

Specimen ad. for Farmers' Trade.

WHAT THE FORM LETTER IS.

In the above extract the writer lays stress on the efficacy of the form letter for retail advertising.

As some grocers may not be familiar with the actual make-up of such a letter and its chief function a few particulars can be stated here.

In character the letters should be a sort of business serial.

That is, each month you should state certain facts either about new arrivals of goods or special sales, but at the same time a certain amount of news should be held back for next time.

The housewife then comes to regard the letter as a monthly guide — perhaps looks for its arrival.

A test can be made along this line by discontinuing the issue of the letters for, say, two months.

If customers ask you what happened the monthly letters, that form of advertising made some impression.

Should you think of starting the "letter" campaign, select one of your clerks to do duty and have him submit the stuff monthly.

A. A. B.

THE BID FOR FARMERS' BULK TRADE.

Grocers who are so situated that they can do an extensive trade with farmers should now be alive to Fall opportunities.

The farmers may have been buying in drib-drabs lately, but they will about this time be giving consideration to the bulk purchase question.

While farmers are cogitating an appropriate grocery ad in the weekly paper makes an extra strong appeal.

It coincides exactly with what is in the farmers' minds, and while this fact may not be an absolute guarantee of business, it is the next thing to it.

To draw the trade your way you can quote drawing prices.

This doesn't mean cutting. You can afford to sell cheaper by the original package than when you break bulk. You should know what the difference is as nearly as possible. Always remember that to be doing good business you must sell at a profit over and above the cost of doing business.

CLARITY.

The prime feature of good advertising is "clarity." "Clarity" is the outlining of a proposition in such a way that a reader has a full and complete comprehension of it in the shortest possible space of time and with the littlest effort.

As an example, let me lay out a scheme for advertising a new form of wafer, which, of course, would most properly take place in a grocery or a confectionery store. In the open floor, in the most conspicuous part of the store, place a small show case just large enough to hold a tasty dish, two wafer cartons and a placard. Work a good color effect in painting and decorating the case so as to attract instant attention and hold interest long enough to bring home to the mind of the interested one the message to be conveyed. On the plate put the contents of one box of wafers, lay the empty carton on one side and the full one on the other, and

Southwell's Jams and Marmalades

are selling better than ever.

Why don't you share in the prosperity?

Why don't you please your particular customers?

Place a trial order for

Southwell's Jams and Marmalades

and know how good these goods are.

FRANK MAGOR & CO.

Canadian Agents, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The thought of buying

Chocolate

brings to mind

MOTT'S

The premier manufacturers in Canada of fine eating and cooking chocolate.

The brands "DIAMOND" and "ELITE" are leaders and sellers throughout the land — buy them.

Every Jobber

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, MONTREAL — R. S. McINDOE, TORONTO — JOS. E. HUXLEY, WINNIPEG

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLE'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers

27 COMMON ST., MONTREAL

Shirriff's Extracts

Are the kind any grocer can sell with pride. Hadn't you better take a pride in your sales?

MANUFACTURED BY

IMPERIAL EXTRACT CO.

TORONTO

back of the plate display a card reading somewhat like this :

THE SWEETEST OF SWEETMEATS
This is 5c. worth of
Dainty Delicacies
the popular new lunch wafer.
They come done up in air-tight packages. Manufactured from the purest cream, flour and eggs.
Buy a Sample Box !

There every observer has a clear conception of what he is buying, what it costs, how it looks and the quantity — concerning which particulars every buyer seeks to satisfy himself. And if a person would buy under any circumstances he would under these.

Wafers are chosen here only to set forth how "clarity" may be recognized. That quality of advertising, however, may be magnified in innumerable ways by keeping in mind that a prospective buyer wants to know quantity, price, appearance, etc., of an article to be purchased. It may be applied to any business and any article. And when an advertiser has mastered this feature — "clarity"—he is very nearly a master advertiser.—Brains.

WITH THE TRADE IN OTTAWA

Death of A. G. Warnock, Valued Member of the Grocers' Association—Washday at the Capital—Grocers' Association Arranging for Instructive Lectures.

Ottawa, Sept. 25, 1906.

During the past week nothing of importance appears to have developed as far as trade is concerned. A fair amount of business has been done with both wholesalers and retailers.

Another raise in the price of cheese took place on the local board following up the prices paid on some other boards through the province. On the city market, potatoes are a little higher in price, 90c. to 95c. being about as low as dealers can buy now. Butter keeps about the same price with supply equal to the demand. Dairy, 21c. to 22c.; creamery prints, 25 1-2c.; solids, 24 1-2c. There has been a large sale of vinegar for pickling this season. A plentiful supply of gherkins and small onions were to be had compared with other years. Many people took advantage of it to put up their own goods. As vinegar is a very profitable line to the grocer, this business is appreciated.

At the Fruit Exchange receipts of peaches and grapes have been steady, with a fair supply daily. The demand has been extra good and prices are a little higher. No. 1 peaches, 70c. to 80c.; No. 2, 50c. to 65c. in 11 quarts, and 45c. to 50c. in 6 quarts. Grapes, Concord and Niagaras, 22c. to 25c. Plums and gages are much higher than last week and cannot be bought less than 90c. to $1. Apples are about the same, $2.75 to $3 for No. 1, and $1.75 to $2 for No. 2. Lemons are very high in price; new stock is on the market now and sells $7 to $8 a box.

* * *

Still another loss to the grocery trade took place when A. G. Warnock, of Bond street, died Wednesday morning, the 19th inst. This makes the third death amongst grocers during the last month. Mr. Warnock was very popular and well acquainted with his confreres in business. For years he was a partner in the firm of Martin & Warnock, millers, of this city. He entered the grocery business a little over a year ago and had established a nice trade in that time. He will be greatly missed by the Grocers' Association, of which he was a valued member.

The vegetable growers of this district have formed themselves into an association and at a recent meeting a committee was appointed to wait on the Grocers' Association seeking their assistance for better regulations in the management of our city market. They also have arranged for an address on the most profitable methods of handling their products by an expert from the Department of Agriculture of Ontario.

* * *

It has been decided by the Board of Health that in future all milk tests shall be made public as soon as completed.

* * *

Messrs. J. H. Grigg, the Surprise Soap man, J. H. Tuthill, of the Eclipse Soap Co., and F. H. Cockburn, Comfort Soap, were in the city at one time last week. Someone said it was washday.

* * *

The Scannell Bros. & Croser Co., Limited, grocers, of Sussex street, have gone into liquidation since meeting with considerable loss by fire recently, as this firm was the leading price cutters of the city they have not received as much sympathy as they might otherwise have had from the trade in general.

* * *

The Grocers' Association meet this week when a number of important matters will come up. The executive are arranging for a series of instruction lectures and entertainment for the coming Winter meetings.

* * *

John Everett, of Christie, Brown & Co., made his regular call last week.

A small girl recently entered a grocer's shop in the suburbs of Whitechapel and said to the shopman in a shrill, piping voice, "Please, sir, I wants 'arf a pound of butter and a penn'orth of cheese, and muvver ses she will send a shilling in when farver comes home."

"All right," replied the man.

"But," continued the child, "muvver wants the change, 'cos she 'as got to put a penny in the gas meter."—Weekly Telegraph.

Points to Consider

1. What the biscuits are made of.
2. How they are made.
3. How they are "packed."
4. To what extent do they preserve their crispness.

Did you consider these points before you bought your present stock?

We just wish you would start on

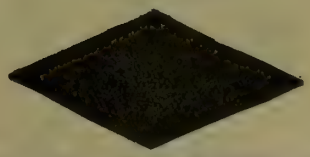
One grocer tells us that for three months he tried to find a customer who was dissatisfied with **Perfection Cream Sodas**, but

Results
Were
Nil

Try Yourself

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

DIAMOND
Brand



MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

THE SAP OF THE MAPLE TREE

Boiled Down—18 to 20 gallons into one makes our

PRIDE OF CANADA

MAPLE SYRUP

Packed in the country where it is made during the maple producing season in March and April while fresh, thereby retaining that **New Delicious Taste so peculiar to New Maple Syrup.** Put up only in sealed tins and **New Glass Bottles. Be sure the seals are in Perfect Condition.**

GUARANTEE:—As a protection to all who buy we require a signed guarantee from every farmer who supplies us with maple syrup and sugar **that it is only made from the sap of the maple tree, and we give the same guarantee to those we sell.** In addition to all this we analyse every lot we buy and sell, still further guarding the purity.

Our **Pride of Canada Maple Syrup is the choicest selections from what we buy.** Pure Maple Syrup can be light, medium or dark in color, but it is the lighter grade that is made by producers who use modern evaporators and by gathering the sap often and boiling it down every day they make the fanciest quality.

The Pride of Canada Maple Syrup will always be the choicest and fanciest quality that can be produced. Read the Label—**it tells the whole truth and nothing but the truth.**

A Trial Order will make us friends

DOUBLE YOUR TRADE BY SELLING ONLY THE PURE ARTICLE

Imitations are Dear at Any Price

SEALED AND GUARANTEED BY THE

Maple Tree Producers' Association LIMITED

WATERLOO, QUEBEC, CANADA

WHOLESALE AGENTS IN WESTERN CANADA

FOLEY, LOCK & LARSON, Winnipeg, Man. **A. MACDONALD CO.**, Edmonton, Alta.
CODVILLE, SMITH CO., Calgary, Alta. **W. H. MALKIN CO.**, Vancouver, B.C.

WESTERN CANADA TRADE—Send Orders to above.

WITH THE TRADE IN LONDON, ONT.

Merchants Inconvenienced by the Teamsters Strike and Glad it is Over—Biscuit Makers Short of Help—Value of the Exhibition to the Retailer

London, Sept. 18, 1906.

The wholesale grocers of London were in a state of anxiety for a few days last week when the railway teamsters of this city went on strike. The agitation for increased pay began with the employes of the Shedden Co., there being about 25 teamsters working for the Grand Trunk cartage company, whose demands of a year ago had been ignored. Last week they consulted with the teamsters of the C.P.R., Michigan Central and Pere Marquette railways and the decision to go on strike was unanimous. The men asked $45 a month for a ten-hour day and extra pay for overtime. Just 24 hours was given the railways and when the demands were not met the men went on strike. Though many of the wholesale houses sympathized with the men they were put to considerable inconvenience while the strike lasted. Fortunately in less than two days the men's requests were granted and the teaming went on.

The biscuit factories here are short of labor, both the McCormick Manufacturing Co. and D. S. Perrin & Co. advertising for girls to pack biscuits. The busy season has commenced and the biscuit makers are having their usual trouble getting sufficient hands to handle the work.

Coote & McMillan's new grocery store at the corner of Richmond and Maple streets had an experience last week that made things interesting for those inside the store. A horse attached to D. S. Perrin & Co.'s delivery wagon ran away and jumped through the plate glass window of the grocery store and over a show case. Two women who were in the store had a narrow escape from being hurt. Besides breaking a glass seven by ten feet the horse damaged other things in its mad career. It was finally calmed down and led out by way of the door.

The retail grocers are divided in opinion as to the value of the Western Fair for their business. Most of them benefit to some extent, but there are only a few who do a large hotel trade and who catch transient fruit trade. These reaped richly, for the Western Fair was attended by a larger crowd this year than ever before.

London market has been exceptionally good the past week. Fruit, vegetables, and dairy produce have all been well supplied, but the demand has been proportionately large and the result is that firm prices are being obtained.

A NEW TEA FIRM.

George E. Leger and A. H. Casavant have broken into the wholesale tea and coffee business under the name of the Canada Direct Tea Trading Company, with offices at 11 St. Sacrament street, Montreal. Both gentlemen were formerly with Kearney Bros., St. Peter street, Mr. Leger having been with them between thirteen and fourteen years. Mr. Casavant will represent the new firm on the road, while Mr. Leger will look after the local trade.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate,** put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

Why do you buy imported

Orange Marmalade or Jams

when you can buy

UPTON'S

just as good, if not better, than most of the imported. **UPTON** is the old reliable and the oldest established Marmalade maker in Canada.

Sixty Years of Popularity

COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

I Know What Other Grocers Think of My Methods: Let Me Have Your Opinion

When I do business with grocers (and that is quite often) my methods always come in for praise. I have become known as a sort of "cigar staunch man."

The chaps behind the grocery counter look to me for advice on their cigar troubles, and when they follow my advice they have no more troubles.

Because I knew there were a number of grocers who never sold cigars and therefore could not be appealed to by an ordinary proposition I instituted my remarkable "500" offer.

Pebble and Pharaoh Cigars are Included in the 500 Assortment

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

Be Your Own Traveller

FOR ONE DAY

and when you come back let the clerk give a report on

T. & B.

sales.

It will be a source of surprise to you that your store is the source of so many orders.

But the clerk will have the figures and they don't lie.

N.B.—Take some **T. & B.** with you for personal use.

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, CANADA

REVOLUTION IN TOBACCO INDUSTRY.

Returned Tobacco Buyer Tells of Conditions in Cuba.

"You have no idea," said D. Granda, of F. & J. Granda, cigar manufacturers, Montreal, "of the present situation in Cuba. In all my experience as a buyer of tobacco I never saw such a state of affairs. There seems to be no sense in the way business is being done. I was interested in tobacco, and when I tell you that I did all my buying for next year in twenty-four hours, you will have some idea of the situation. Ordinarily it takes a buyer a week or ten days, at least, to make his purchases. This year, however, the market was in such a condition when I was there that I was able to make my purchases in a very short time. There is absolutely no price to go by at present in buying tobacco. In former years we had a standard, and the price was either above or below that level. This year, however, it is just a case of pay what is asked of you or leave the goods. Everything in tobacco is away up. Some lines are 150 per cent. higher than last year. The crop, as you may know, was only 40 per cent. this season, and I found that the tobacco obtainable was not at all up to the usual good quality. But buyers had to take what was offered or nothing. You will see the result when the new tobacco arrives and begins to be used.

"If this revolution is not settled pretty soon," said Mr. Granda, "next year we will have practically nothing in the way of a Cuban tobacco crop. August is seeding time and from about the end of the present month to the end of October is the replanting season. You will easily understand that with conditions such as they now are there will be nobody to attend to this business, and consequently the tobacco will be neglected. All the natives are interested in the revolution. Those who are not with the rebels are with the Government, so there you are. From this you will see that our only salvation lies in the settlement of the troubles now going on in this little island of Cuba."

A WINNIPEG GROCER EAST.

W. H. Stone Seeing Ontario and Quebec After Twenty Years.

W. H. Stone, of Winnipeg, is one of the large grocers of the western metropolis. He is an Englishman, learned his trade in England by the good old thorough way of apprenticeship, and came to Canada about 25 years ago. He knew where he wanted to get to and without a stop off anywhere made straight for Winnipeg. There he has built up a big business, and this Summer, feeling a little below par physically, decided to take a rest and see something of Eastern Canada.

Though still a young man Mr. Stone can afford to relax his energy for a season, and in his nephew, now in the business, he has a very capable man to shoulder the management during his absence. His trip took him as far east as Montreal, and he made more or less prolonged visits in Ottawa, Belleville, Toronto and other centres. Mrs. Stone is with him and their traveling when possible was by water. When seen in Toronto last week, where he is visiting friends, Mr. Stone had quite recovered his wonted exuberant health.

The stranger would not guess Mr. Stone's place of residence. In his manner there is nothing of the bursting energy of the west, nor in his talk. He is a quiet man, diffident even, yet decisive, evidently self-reliant and with a strong reserve of energy and progressive force. Now, just a few hints as to business methods. His staff consists of ten or twelve clerks, men. He employs no boys. He tried them more than once. One man has special care of the windows, another of the cleanliness of the store and arrangement of the stock. One man has charge of the call order trade. In a growing city like Winnipeg there is a good deal of moving about and the call order system is one of the ways of retaining trade. This man often carries with him samples of new goods.

Mr. Stone takes stock every February. He thinks that better than the first of the year. It gives the staff a chance to get the stock into order after the disarrangement consequent upon the holiday rush. It gives the bookkeeper time to get in quite a number of accounts.

Mr. Stone was greatly pleased with Eastern Canada, but the west for him; he was glad of his approaching return to Winnipeg.

MOVED TO LARGER QUARTERS.

J. M. Brayley & Co., formerly occupying premises on Bonsecours street, are now located at 13, 15, 17 and 19 St. Therese street, Montreal. The old quarters were only occupied temporarily, larger space than there available being required to take care of the company's increasing business.

E. Briggs, general merchant at Gainsboro, Sask., is succeeded by Haines & Gleiser.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.
QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

Business Management

By HOWARD R. WELLINGTON.

The Seventh in a Series of Articles on a Subject of Interest to Every Retailer.

PURCHASE INVOICES.

IF it is desired to keep account of goods purchased for different departments of a store, for instance a general store, a book (B) may be kept extending the amount of purchase for each department into a column for this purpose, the total of which is posted in one amount at the end of the month to the debit of merchandise account, and the party from whom the goods were purchased is credited (see Fig. A). When the account is paid a notation to this effect is made in the column for the purpose, the voucher is attached to the invoices and filed for future reference.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard.

If it is convenient to pay by draft, or if the retailer prefers to pay by cheque or money order, the statements may be arranged according to "due dates" and settlements made accordingly.

Having now covered the ground fairly well so far as recording the daily transactions of the merchant, it is proposed to devote the next three articles to closing the books, introducing the results of the business for a period, together with the trading account, profit and loss account, and statement of the condition of the business at the present time.

B — Credits

Settled	Terms	Name of Creditor	Folio	Dept. A	Dept. B	Dept. C	Dept. D
1906 Jan 5	2/30	J. S. & L.	16	50 00		25 00	
		Dr. Merchandise &c.		50 00		25 00	

FIG. A.

Dr — Merchandise &c. — Cr

1906						1906				
Jan		Inventory on Hand	1	2650 00		June	30	Sales to date		18000 00
June	30	Purchases to date		15000 00			30	Inventory on hand		4500 00
		Gross Profit to Trading &c		4850 00						
				22500 00						22500 00
1906 June	30	Inventory		4500 00						

FIG. B.

Dr — Expenses &c. — Cr

1906						1906				
Jan.	1	On Hand Prepaid		115 00		Jan	1	Due Capital		60 00
June	30	Expenses to date		2550 00		June	30	On Hand 20.00 20.00 Paid 100.00		140 00
	30	Due Capital		30 00				Bal. of Expenses to Trading &c		2495 00
				2695 00						2695 00
1906 June	30	On Hand Paid (Prepaid Items)		140 00		1906 June	30	Due Capital (Prepaid Items)		30 00

FIG. C.

Results of the Business.

We will suppose that during the period merchandise has been bought to the amount of $15,000 and goods have been sold to the amount of $18,000, and that the value of the stock on hand at present, taken at cost price, is

$4,500. The merchandise account will then appear as in Fig. B.

Rule.—Add to the stock on hand when commencing business, the purchases for the period less any allowances; deduct the total thus obtained from the total of the sales for the period, less any allowances, plus the stock on hand at the end of the time.

The difference thus obtained will be the gross profit on the business done outside of any expenses. (The trading account will be shown later.)

We will suppose that the cash on hand, when closing the books, amounts to $50.50, which would be the amount of the debit of "cash" accounts in the ledger.

During the period various articles, such as hammers, harness, etc., also a wagon, to the amount of $150, have been added to the general equipment, making the total amount at the debit of this account now $750.

No additions have been made to the real estate so that this account stands as formerly with a debit of $3,000.

The expense for the period has been $2,550, and there

Note—J. Simpson, due July 20, '06..... $50.00
" S. Jones, due Aug. 15, '06..... 30.00
" J. Jenkins, due Nov. 20, '06..... 150.00
" S. Brown, due Sept. 5, '06..... 28.00
" C. Clear, due Oct. 20, '06..... 30.00

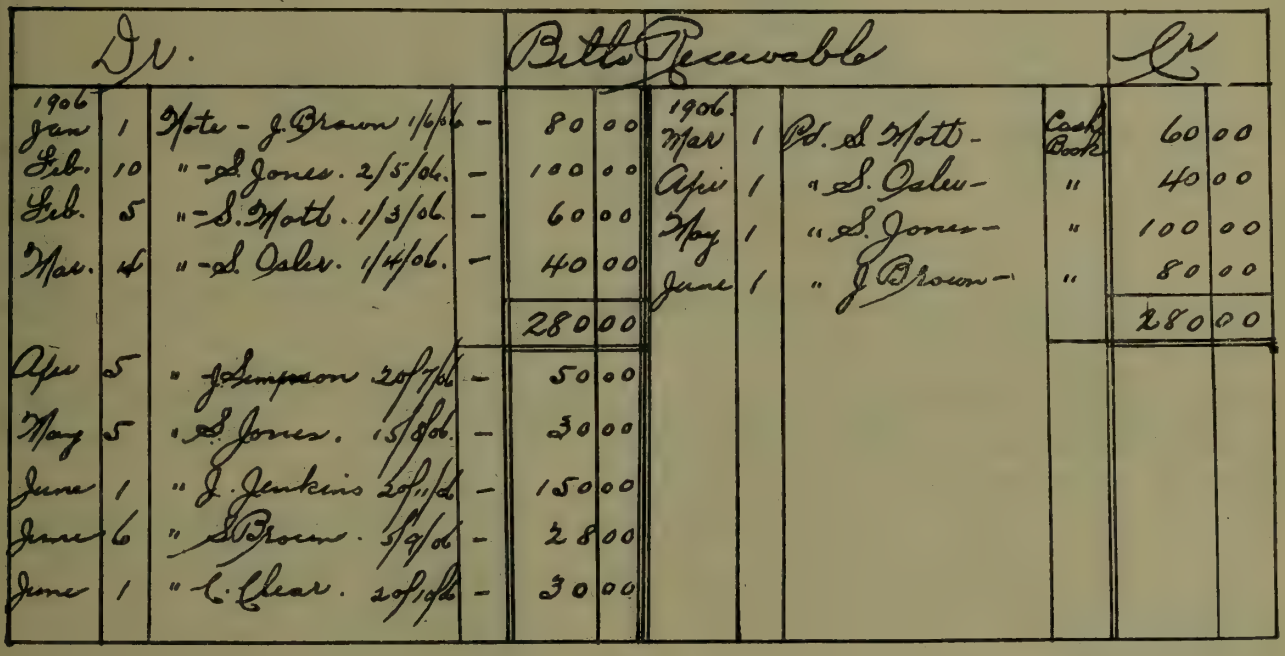
The notes on hand not due at commencing business all being paid. The account would now appear as follows:—

As the various notes are paid amounts will be posted from the cash book to the credit of bills receiveable account until eventually all notes are paid, when the account will balance. At the end of the period we find that the following customers still owe the amounts set opposite their names respectively, viz :—

J. Jones ..... $ 30.00
T. Brown 50.00
S. Best 100.00
W. West 20.00

In addition new accounts have been opened with :—

S. Thomas ..... $ 30.00
T. Simpson 25.00



Dr. Bills Receivable Cr

1906				1906				
Jan	1	Note - J. Brown 1/6/06 -	80 00	Mar	1	By S. Scott -	Cash Book	60 00
Feb.	10	" - S. Jones. 2/5/06. -	100 00	Apr	1	" S. Osler -	"	40 00
Feb.	5	" - S. Scott. 1/3/06. -	60 00	May	1	" S. Jones -	"	100 00
Mar.	4	" - S. Osler. 1/4/06. -	40 00	June	1	" J. Brown -	"	80 00
			280 00					280 00
Apr	5	" J. Simpson 20/7/06 -	50 00					
May	5	" S. Jones. 15/8/06. -	30 00					
June	1	" J. Jenkins 20/11/06 -	150 00					
June	6	" S. Brown. 5/9/06 -	28 00					
June	1	" C. Clear. 20/10/06 -	30 00					

is at present on hand the following: Coal, $20; wood, $20; also insurance paid in advance, $100. There is also due, but not yet paid, taxes amounting to $30.

The expense account would now appear as in Fig. C.

The amount due by us on account of expenses not yet paid is brought down as a liability, and the amount which represents stock of coal, etc., or items prepaid, is brought down as an asset.

Referring to the expense account (Figure C) last chapter it will be noticed that the items prepaid, or stock on hand which has originally been charged, are credited to account and brought down as a debit in the next year's business; similarly, the due and unpaid items are debited to the account and brought down as a credit. In the first instance the amount being credited reduced the expenditure for the year and when brought down is an asset, and in the second instance the amount being debited increases the expenditure and when brought down is a liability.

Bills Receivable account has been added to as follows :—

Also, we owe the following creditors :—

T. Thomas $100.00
S. Reter 30.00
R. Ramsay 15.00

In addition purchases have been made from

T. Little $100.00
J. Jackson 27.50

The amount owing the bank under discount has been reduced from $2,000.00 to $1,800.00.

Bills payable account shows that all notes outstanding have been provided for when due and only one acceptance has been given which is not yet due, viz :—T. B. Scott, $200.00, due Dec. 15, '06.

The bills payable account will appear in the same manner as bills receivable account in above cut with the exception that the payments will be recorded on the debit side and the note not yet due will appear as a liability on the credit side.

When this acceptance has been paid, bills payable account will be charged in the cash book and the amount posted to the debit of bills payable account in the ledger.

SAMPLES

Woolens, cloths, and all similar lines, are sold by samples. It would improve the appearance, utility and tonnage of your travellers to have these samples put up in a loose-leaf binder.

WRITE US NOW

Universal Systems, Limited

Toronto——————and——————Montreal

Head Office, 8-10 Adelaide St. W., Toronto

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A MODERN GROCERY
FITTED WITH "WALKER BINS"

GEO. A. VICK & SONS, ORILLIA, ONT.
Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and inv tingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.
There is no way to so effectively display goods as with

"WALKER BINS"

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Representatives
Manitoba:—Stuart Watson, Winnipeg. Saskatchewan and Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

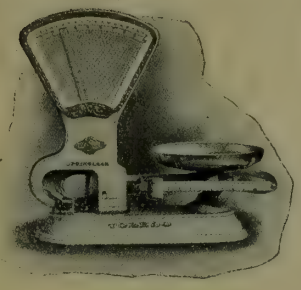
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer n plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

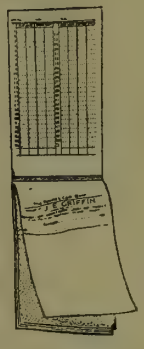
MONTREAL.

Especially Made For Grocers

SPECIAL DUPLICATING Counter Check Book

Alternate white and Pink sheets.

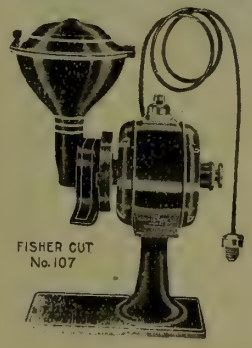
Secure a sample—Free.



The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

One grocer says:

COLUMBIA, ILL., Nov. 13, 1905.

S. F. BOWSER & Co., Fort Wayne, Ind.

GENTLEMEN:—We are highly pleased with your tank and it gives us entire satisfaction. Since we are using your tank we have less waste in oil than we have had before. The loss on oil by measuring with the gallon measure will more than pay for one of your tanks in one year. Besides this, they provide a clean and rapid manner for handling the oil. We would not be without one of these tanks to-day, and would have bought one before had we known where to get them.

We can highly recommend your tanks to anyone wishing to have a good one.

Yours respectfully,

Stenog. No. 1. PFEFFER MERC. CO.

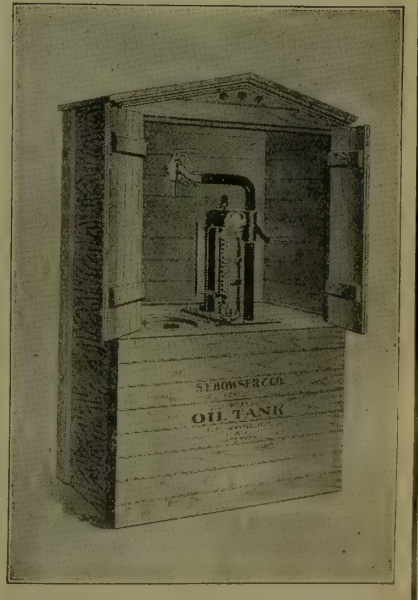
Can you say as much about your tank?

S. F. BOWSER & CO.

Manufacturers of Kerosene and Gasolene Tanks

530 Front Street West, Toronto, Ont.

FOR INFORMATION SEND FOR CATALOGUE



OUTDOOR CABINET ESPECIALLY FOR GASOLENE. CUT No. 10.

THE PICKLE HABIT

is a good habit, if the pickle is a good pickle. Maconochie's pickles are good pickles—none better. Pickles are not a necessity of life, but in the 20th century we live beyond the bare necessaries and to be up-to-date the grocer caters more to the jaded, than the robust, appetite, must supply the "appetiser" as well as the filler.

The successful grocer is selling Maconochie's pickles not only because they are good, but also because they are profitable, show the surest profit because they never show a loss. Quality and profit should be inseparable to the grocer seeking success, and once he begins to sell Maconochie's pickles, success soon knocks at his door.

Vegetables gathered in the sunny gardens of Kent, selected for crispness and freshness; Vinegar as pure as the dew on the daisy at dawn, delicious enough to fool Bacchus himself—these combined and scrupulous care and cleanliness in preparation, all go to make Maconochie's pickles what they are—could you have better?

No matter how good a fellow he is, listen not to the plausible argument of the traveller who wants to substitute a "just as good." Business is business, just insist and you can get Maconochie's Pickles or Marmalade, Vinegar, Herrings, Sauces or any of our lines, all of which are strictly as good as can be produced, moderate priced and profitable.

Maconochie Bros. Ltd.

LONDON, ENGLAND

MacLaren Imperial Cheese Co., Ltd., Head Office Toronto

Agents for Ontario, Quebec, N.W.T. and United States

SEETON & MITCHELL, HALIFAX, - Agents for Nova Scotia
J. HUNTER WHITE, ST. JOHN, - " New Brunswick
MARTIN & ROBERTSON, Vancouver, - " British Columbia

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 27, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg ... 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case ..... per doz.,	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Sweet chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ½, ¼, ⅛ and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	35
Mocha and Java coffee, in 2-lb tins, 30-lb cases	33

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Always as Good as New

RISING SUN Stove Polish is a good thing for the dealer to push to the front; first, because it gives the most durable lustre of any Stove Polish ever made and pleases the customer, and second, because it does not deteriorate with heat or cold, age or climate, and is always as good as the day it was made. You are justified in pushing it, as thousands of store-keepers are doing all over the world.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"EAGLE"
Condensed Milk

Growing in demand with discriminating consumers.

BORDEN'S BRANDS

What the consumer appreciates pays you to handle.
The Best are always **BORDEN'S** brands.

"PEERLESS"
Evaporated Cream
(UNSWEETENED)

WILLIAM H. DUNN, Montreal and Toronto,
Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

For Sale by all jobbers

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will tak any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per ear.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

WE WANT YOUR WINDOW

If you have a well dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth. which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

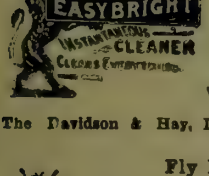
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin" Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes guaranteed 200 to the pound	1 4
Bode's Chulets, 6u 5-cent. pkgs. to the cartoon, per cartoon	1 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06¾

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60	1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09	0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08¾
½-bbls.	0 09¼
Tubs	0 09½
Cases, 3-lb. tins	0 09¾
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

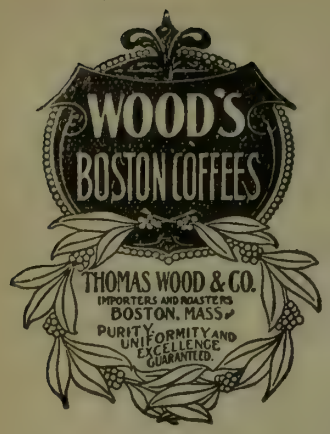
MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " (30 1-lb. " 60 ½-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20	
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20



High Quality—Perfect Uniformity

Quality, insured by expert knowledge of the raw material and development of it to its highest worth.

Uniformity, reached by a perfection of factory methods and a vigilant personal care.

These are some of the sufficient reasons for the growing use of

WOOD'S COFFEES

If you are not already sharing in the benefits of the use of this line communicate with our

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL,

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06¾
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05¾
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06¾
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 0 ½
Kegs, 100 lb.	0 0 ½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05¾
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 8-5 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 05½

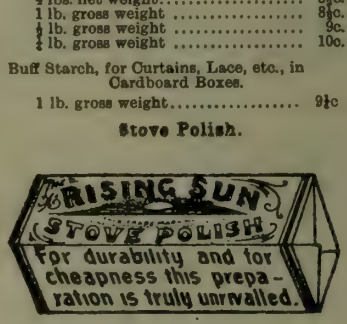
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 15
5 " 1 " "	2 40
10 " ½ " "	2 85
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

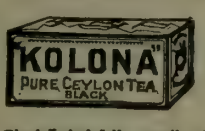
Blue Label, 1's	$0 18½ $0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

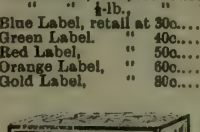
	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

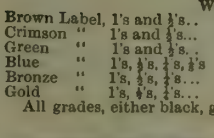
Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 56



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

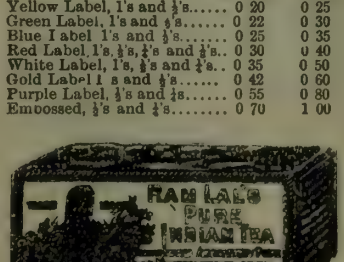
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb. } 120 ¼-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$ 0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (½'s and ¼'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½, ¼ and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½, ¼ and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½ and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½, ¼ and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½, ¼ and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½, ¼ and 1s, 60-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

DWIGHT'S
BAKING SODA

BAKING SODA

is the Best to Use—

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

You Appreciated

our little lots of odd lamps so much that we feel you would like to know about the "SNAPS" in

Glassware Tail Ends

Bad things around a wholesale house but just all right for the retailer. We've made up two lots, and they are both good value.

Lot No. 1G for $10.00
Lot No. 2G for $12.00

Write for a lot or get a list first if you like.

GOWANS, KENT & CO. LIMITED
TORONTO
Montreal Winnipeg

We want you to sell

WETHEY'S Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY, LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, OCTOBER 5, 1906. NO. 40.

Raised on it.

Everybody is home again from their summer's outing. The little ones will fall back upon

ROBINSON'S PATENT BARLEY

during the Autumn and coming winter months. Get some of this trade by stocking it. Pays you well.

WRITE FOR PARTICULARS

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Coming on for Cooler Weather—Watch your trade barometer.—Syrup time is always profitable for the grocer selling, the one brand of Corn Syrup that is always and absolutely perfect—

CROWN BRAND

Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

Made from selected corn under hygienic conditions that insure cleanliness and healthfulness, it is a line that brings your customers back for more.

ALL JOBBERS SELL IT.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Y. & S.
SCUDDER
M. & R.
} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

High Quality

for Thanksgiving

"Griffin" Brand Dried Fruits

The top notch of perfection is reached in the "Griffin" Brand of Dried Fruits—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. The work of the most skilful cook in the world goes for naught without good materials. If you want to give your customers high quality for Thanksgiving cooking, give them the "Griffin" Brand *and be safe!*

"Thistle" Brand Maple Syrup

A Maple Syrup from Maple Sugar that comes from the best Sugar Maple Groves in the country.

Have you ever been to a "sugaring"? Then this Maple Syrup will carry you right straight back to your "Maple days" again.

In pints, quarts, gallons, or in bulk.

Ask for "Thistle" Brand.

Taylor's Peels

Made in England, from the best Corsican peels only. Prepared from finest whole fruits, NOT from fruit skins from which the essential oil has been extracted.

Highest Quality Only
Always the same

Look for the label.

Sold by Leading Wholesalers Everywhere

ARTHUR P. TIPPET & CO., AGTS.,

8 Place Royale,
Montreal.

20½ Front St. East,
Toronto.

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

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A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

Ask us for prices on
EVAPORATED APPLES
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

QUEBEC.

P. W. CARRIER
COMMISSION
GROCERIES, FLOUR, GRAIN
Domestic and Foreign Agencies Solicited.
Hochelaga Bank Building,
QUEBEC.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

New Fruits

We have passed into stock our first shipments of the following lines——

ELEME FIGS—

10-lb. boxes, in 1¾, 2, 2¼, 2½ and 2¾ in. figs.
10-lb. Umbrella boxes.
16-oz. Glove boxes.

Also "VLEENA" FIGS, in baskets—a rattling good seller.

——NEW RAISINS——

VALENCIA——
Look like good buying at our present prices, in view of the very unsatisfactory crop reports.

SULTANA——
"Good," "Fine," "Choice" and "Fancy" fruit, also in 1-lb. cartons for good grocery trade.

MALAGA——
In full boxes 22 lbs., also quarter flats. Fruit is extra choice. Quotations low.

WE CAN MAKE IMMEDIATE SHIPMENT OF ALL THE ABOVE.
SEND US YOUR ORDERS.

The EBY, BLAIN CO., Limited
WHOLESALE GROCERS
TORONTO

IMPORTANT

Do not be convinced that there are other Teas ***just as good,*** for there is only ***ONE*** Tea, and that is

Blue Ribbon Tea

If your Wholesale Grocer ***"CANNOT"*** supply you, phone or telegraph your orders to us direct, ***at our expense.***

The BLUE RIBBON TEA CO., LIMITED
12 FRONT ST. EAST, TORONTO

Manufacturers' Agents—Continued.

WINNIPEG.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

Do You Want to Buy
A BOILER, ENGINE OR MACHINERY?
If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

TRADE WITH ENGLAND
Every Canadian who wishes to trade successfully with the Old Country should read
"Commercial Intelligence"
(The address is 168 Fleet St., London, England.)
The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ASHLEY & LIGHTCAP
Manufacturers' Agents and Wholesale Commission Brokers
Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.
Highest References. Correspondence Solicited.
214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897
SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada
Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK
This design a guarantee of quality.
WRAPPING PAPERS
ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.
SAMPLES AND PRICES FOR THE ASKING.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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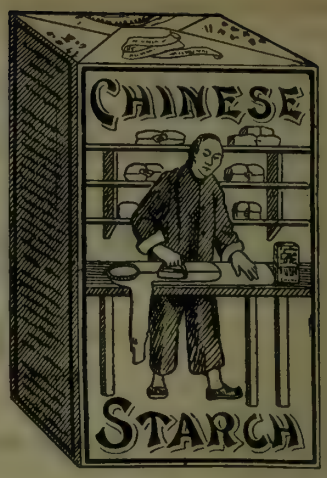
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



You need a good starch for your customers. Write us for samples and prices of
CHINESE STARCH
Better and more profitable than others.
OCEAN MILLS, - MONTREAL

A Good Counter for Sale
Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.
The top is walnut, the front and sides oak.
Size, 2 feet 2 inches wide, 3 feet deep, 15 feet long.
The MacLean Publishing Co., Limited
10 Front St. East, Toronto

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.
Awarded 16 Medals.
SPECIFY IT IN YOUR NEXT ORDER.
G. F. SUTTON, SONS & CO.
King's Cross
LONDON, ENGLAND
CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

A Quarter of a Century's Experience

BEHIND THEM AND

STILL ON TOP

Lynnvalley (Simcoe)
Maple Leaf (Delhi)
Lion (Boulter)
Thistle (Brighton)
White Rose (Lakeport)

Canadian Canners LIMITED

Quality's the Thing

that builds up a substantial trade in canned goods. Nothing else will stand the test of the particular consumer. That's why you should specialize on

Old Homestead Brand

Canned Fruits and Vegetables

They can always be depended upon to satisfy customers of the most exacting tastes. Because every detail of the process has been carefully attended to.

Perfect fruits and vegetables
No delay in canning
Scrupulous cleanliness in all parts of factory
Best processor obtainable

The Old Homestead Company stand behind every can bearing their label. It will pay you to sell Old Homestead. Order now.

The Old Homestead Canning Co.

PICTON, ONT.

1 lb. 32c. — MADAME HUOT'S COFFEE — 2 lbs. 62c.

In All Goods Under Our Brands

QUALITY IS OUR FIRST CONSIDERATION

Try our TEAS, COFFEES, SPICES and VINEGARS and judge for yourselves. Ask for samples. It pays!

IN STOCK:

Ex. SS. "TARTAR"

87 Hf.-chs. 80 lbs., Choice Japan Tea, "Condor" and "HMD," at ....25c.
10 Hf.-chs. 70 lbs., Basket Fired Japan Tea, extra, at.....27½c.
35 Hf.-chs. Fannings, 1-lb. packets, at .....10c.

Ex. SS. "TANGO MARU"

100 Hf.-chs. "Condor XXXX," at .....21½c.

Ex. SS. "WARTENFELS" from Colombo

90 Boxes, each 40 lbs., Ceylon Green "Pea Leaf" and "Gunpowder," at..22½c.
83 Boxes, each 40 lbs., Ceylou Green "Pinhead" and "Gunpowder," at..25c.
44 Chests, each 90 lbs., Ceylon Black "Conway," specially fine flavor, at .....17½c.

Ex. SS. "TRIENFELS"

100 Boxes, each 25 lbs., Ceylon Black "Pekoe Souchong," at .....12½c.
50 Boxes, each 25 lbs., Ceylon Black "Pekoe Souchong," at .....15c.
47 Mats, each 8 boxes of 5 lbs. each, Ceylon Black "Pekoe," at ....17½c.
30 Chests, Ceylon Green "Hyson," good strong liquor, at .....14c.
56 Chests, India Green "Young Hyson," fancy leaf, extra choice, at 22½c.

Ex. SS. "EMPRESS OF INDIA"

176 Catties, Gunpowder Tea, "Pea Leaf," extra choice, at 21½c. to 25c.

"OLD CROW" Blend Coffee, at 25c. lb.

"CONDOR" Blend Coffee, at 30c. lb.

E. D. MARCEAU, Limited

MONTREAL

HMD Blend Coffee, at 35c. lb.

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the sale side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set he standard of quality for other salts so many years ago. "Windsor"—the tpure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely. That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It

Agents for Canada :

ROSE & LAFLAMME, Montreal

IN STORE 1906 PACK

MALAGA RAISINS

Sovereign, boxes, each 22 lbs.
" ¼ " " 5½ lbs.
" cases, " 24/1 lb. cartons

Imperial, boxes, each 22 lbs.
" ¼ " " 5½ lbs.
Regal, boxes, each, 22 lbs.
" ¼ " " 5¼ lbs.

Note the weights, which are plainly marked on the boxes, and bear them in mind when considering quotations, as there are 20-lb. boxes on the market.

Eleme Figs, 2¾ inch, 10 lb. boxes
" " 2¼ " 20 lb. boxes
" " 2¼ " 10 lb. boxes

Eleme Figs, 2 inch, 12 ounce boxes
" " 2 " boxes 10/12 ounce strips
Natural Pulled Figs, 5 pound boxes
" " " 28 pound boxes

Our travellers have quotations; if they don't call on you write or wire us.

JAMES TURNER & CO., HAMILTON, ONT.
LIMITED

SATISFACTION BOTH WAYS.

When you sell

MAGIC BAKING POWDER

you give your customers satisfaction, and you get a satisfactory profit too.

Why Experiment?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

The Fall season opens with a large call for

"STERLING" BRAND PICKLES AND RELISHES

from the trade all over. All grocers should be wise to the splendid selling qualities of these famous pickles.

THE T. A. LYTLE CO. Limited
TORONTO, CAN.

The famous "Made-in-Canada" Pickle

E. NICHOLSON D. H. BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG

CODES, A.B.C. 4TH EDITION WESTERN UNION ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, October 5, 1906.

CALGARY BRANCH. NICHOLSON & BAIN

MR. CANADIAN MANUFACTURER,

EASTERN CANADA.

DEAR SIR,—

If you are not **permanently** represented in Winnipeg, no doubt you want to be, if you can get the right representatives. **You know you can't do business satisfactorily in the West unless you have agents in Winnipeg and Calgary, the two commercial centres of the West.** The big firms in these cities prefer doing business with people whom they can call up on the telephone.

Representing Eastern firms is our business and we have perfected an organization that enables us to give satisfaction to our principals. We have a large business, **but we are not too busy to push your line for you**—that's what our organization is for.

We have large warehouses with track facilities in Winnipeg and Calgary and we are in touch constantly with the wholesale trade in Winnipeg, Kenora, Brandon, Lethbridge, Edmonton and Calgary. Write us for our rates.

Hoping to hear from you and assuring you that any business we may undertake for you will have our best attention.

We are, Yours very truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

CANNED GOODS MATHEMATICS

When You Subtract From, You Reduce, Don't You?

When You Add To, You Increase, Don't You?

Then how can the subtraction of the right percentage of growth from canned tomatoes, corn, peas, etc., do other than reduce their eating value?

And, how can the addition of water do other than increase their unwholesomeness?

Figure it out and you'll find it is wisdom to sell the "perfect grown, perfect packed"

RIVERDALE BRAND

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

The Tea that gives you the least trouble to sell and satisfies your customers is

JAPAN TEA

For Purity, Cleanliness, Aroma, Flavor and Healthfulness **Japan Teas** are unexcelled and unapproachable by teas of any other country.

Come-again Customers.

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for —

"CAMP" COFFEE

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees. Remember there are others eager to sell "Camp" —keep even with them.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAFLAMME,
MONTREAL.

HAVE YOU READ

The BUSY MAN'S MAGAZINE

THE REVIEW OF REVIEWS FOR BUSY PEOPLE

Each issue contains a varied and selected number of articles from the world's leading magazines. This publication is really an ideal magazine, embodying as it does all the best features of the best periodicals.

We are most anxious that you examine a copy closely.

The Busy Man's Magazine is on sale at all bookstores, or it will be sent regularly for one year to any subscriber to THE CANADIAN GROCER for $1.50.

Have your subscription commence with our OCTOBER NUMBER.

THE BUSY MAN'S MAGAZINE
Toronto, Canada

BUSY GROCERS

RETAIL ACCOUNT SYSTEM

WE know you are busy. Just give us a minute, however, and it will save you a good many later on.

We wish to advise you that we have on the market the most perfect retail system in existence. It handles your purchases and sales with the least amount of labor, and does it right.

We will make one up to your order, guaranteeing satisfaction. Don't neglect, but write us now, tell us the approximate number of accounts of purchases you handle monthly, and the number of charge accounts you have. It will facilitate our answer.

Head Office,
8-10 Adelaide St.
Toronto.

Universal Systems, Limited
MAKERS OF UNISYSTEMS

Offices,
Toronto and
Montreal
Canada.

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works

MONTREAL

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

Sole Manufacturers:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

Sole Agents for the Province of Ontario:
GREEN & CO., 25 Front St. East, TORONTO

IN STOCK

NEW MALAGA FRUIT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell
LONDON, ENGLAND.

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.
NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C 5th edn. A1—Premier and Standard Shipping.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Chief Nourisher In Life's Feast!

NICHOLSON'S MINCE MEAT

"Spiced" right,
"Pepsined" right—
Pure and Delicious.

Yes, these lines retail readily:

N. & B. JELLY POWDER
N. & B. ICING POWDER
N. & B. PUDDINE
N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

OUR MOTTO:

"Quality Regardless of Price"

This motto peculiarly applies to our **Cream of Sugar Corn,** which in selection, careful handling, ingredients of syrup, is made to cost much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts. Toronto.

One of the hardest things to satisfy the consumer with is

Matches

They are used every day and every hour, and unless they go off and burn right when struck prove annoying and cause trouble.

Our Matches

are made to strike and burn. Write for particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

The Season for Coffee

If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "CLUB" and "PRINCE OF WALES" brands. These brands of coffee will do for you what they have done for others—increase your coffee trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 592.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Many products are spoiled by careless manufacture.

To make sure this is not the case with your coffees, sell

Chase & Sanborn's
HIGH GRADE BRANDS

Chase & Sanborn **The Importers** **Montreal**

NEW SELECT RAISINS

Arriving in a Week. ***Price Right.***

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Tartan BRAND

SIGN OF PURITY

MALAGA RAISINS, arrived 27th Sept. We have

22-lb. boxes Choicest Clusters
¼ boxes Choicest Clusters
22-lb. boxes Royal Dehesa Clusters
¼ boxes Royal Dehesa Clusters
22-lb. boxes Vega Clusters

Arriving on Wednesday, 5th Oct., first shipment of NEW FIGS

10-lb. boxes 4-Row Figs
10-lb. boxes 5-Row Figs
24-lb. and 48-lb. boxes 2½-in. Figs
48-lb. 3-in. Erbeli Figs

WAGSTAFFE—These goods are being rapidly sold. If you want a complete assortment of Sealed Fruit, order now.

We have a big snap in a Hyson Tea to retail at 25c. **See our travellers or ask for samples**

Always when in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., *Wholesale Grocers, HAMILTON*

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

JUST ARRIVING

½-bbls. **Sea Trout,** ½-bbls. **Labrador Salmon,** ½-bbls. No. 1 **Mackerel,** ½-bbls. **Split Herrings,** ½-bbls. Labrador Herrings.

"ALL FIRST-CLASS STOCK"

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

GREIG'S WHITE SWAN JELLY POWDERS

Absolutely true in flavor and high grade in every respect.—Cheap, too!

THE ROBERT GREIG COMPANY, Limited
White Swan Mills
TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

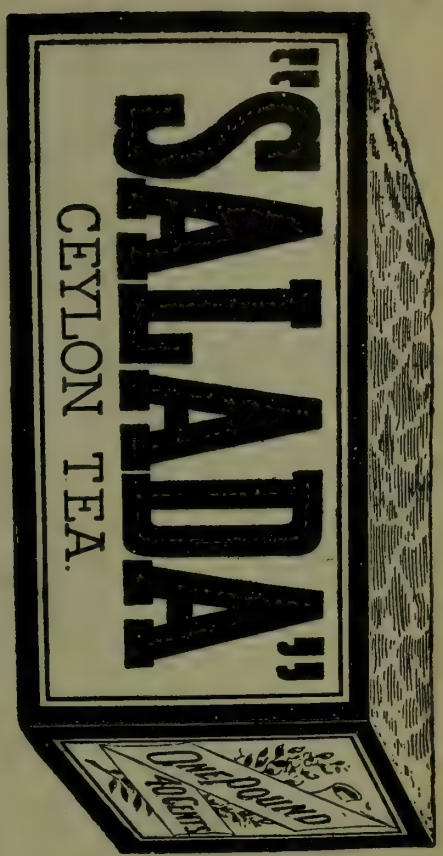
TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

The one and only Brand that has steadily grown in public favor and increased its sale enormously from the first year of its introduction. The quality looms up conspicuously above a hundred rivals, "THAT'S WHY."

Fifteen Million Packets Annual Sale and still soaring upwards



ESSEX CANNING & PRESERVING Co. LIMITED.

The Brand of FINE QUALITY

Call for them NONE BETTER

NATURAL FLAVOR RETAINED.—NO CHEMICALS USED.

SITUATION IN SOUTH AFRICA

Commercial Prosperity Depends Upon Mining and Mining Flagging for Want of Labor—The Chinese Question—Market for Manufactures and Food Stuffs.

(By Hugh S. Kingdon, Krugersdorp, Transvaal.)

"I have never seen business so bad during the twenty years I have been in South Africa," remarked a Johannesburg merchant the day before I left the Rand. The gold output greater than ever (over $10,000,000 last month) and yet business has never been so bad. What a remarkable state of affairs! And yet the explanation is simple. The prosperity of the whole of South Africa is virtually dependent upon the Rand mines. If Canada could not get the labor to harvest her wheat crop then every individual in the country would feel the effect. How much more must South Africa feel the pinch when she is unable to get a sufficient supply of labor to develop her only great industry. South Africa's exports for the six months ended December 31, 1905, were as follows:

Exports: South African produce—	Value.	Per Cent. proportion of Total.
Gold	54,600,958	61.4
Diamonds	16,944,035	19.1
Other raw materials, mainly unmanufactured	14,659,787	16.4
Animals, (living)	943,723	1.1
Articles of food and drink	113,374	.1
Manufactured articles (not food and drink)	167,389	.2
Total exports (South African produce)	84,429,266	98.3
Goods not South African produce	1,515,674	1.7
Total exports (British South Africa)	88,944,940	100.0

From this you will observe that 61.4 per cent. of the export trade of the whole of British South Africa consisted of gold, practically all of which is extracted from the 45 miles of reef lying along the Witwatersrand. In order to work these mines an ample supply of cheap, unskilled labor is essential. Eight Kaffirs (or Chinese) mean the employment of a white miner, and the employment of eight Kaffirs and a white miner gives indirect employment to three other white men. The Kaffir does not like work—the mines cannot get laborers enough, the Boer farmers have the same difficulty, and roads, railways and other public works are held up because the Kaffir has not yet learned the dignity of labor. Lord Milner experimented with English navvies on railroad construction. His experiment cost the country £60,000, the navvies were dissatisfied (as well they might be), but Lord Milner at least demonstrated what South Africans have always maintained, that South Africa is not a country for white unskilled labor. President Kruger said that £1 per day was the lowest wage a white man ought to earn in South Africa and the figure holds good today. What is a good wage to a Kaffir whose food is produced in the country and whose requirements are very limited, means proverty to a white man for whom even the necessities of life have to be imported. The financial houses controlling the mining industry sought to have legislation introduced by which all adult able bodied Kaffirs under a fair age limit would have to pay a tax sufficiently heavy to induce them to work six months in every two years and thereby obtain an exemption certificate. To compel any person, even indirectly, to work for three months in the year is slavery—thus spake our friends at home.

Coolies to the Rescue.

Being forced to abandon this idea our eyes were turned to China for assistance. Chinese coolies were recruited to work for three years, at the end of which time they were to be repatriated at the expense of the companies importing them, or they could renew their contracts for a further three years at the expiration of which they must definitely be sent back to China. We did not then, nor do we now want Chinese, but we must have them unless we can get the Kaffir to work. The merchant prefers the Kaffir for whilst he spends all his money in South Africa the Chinaman does not. The mining houses don't want Chinese if they can get Kaffirs because the cost of bringing them over and repatriating them makes them more expensive than Kaffirs, and as the bulk of the food for the Chinese has to be imported it constitutes a drain on the country and the expense of feeding them is greater than the cost of maintaining Kaffirs. And here let me remark that high wages are not any inducement to a Kaffir to work. Double the wages of the Kaffir and instead of working six months he would only work for three, return to the country, lie around and drink Kaffir beer, and generally live the life of a pig. Prior to the war the Kaffir could obtain spirituous liquors on the Rand, but the sale of alcoholic beverages to Kaffirs is now punishable with imprisonment, and the only opportunity the Kaffir has to indulge this propensity for liquor is to stay at his kraal and brew Kaffir beer.

Two Reasons Against Chinese.

To return to the Chinese question—in due time the Chinese commenced to arrive, the gold output increased, and eventually we found four thousand more white miners at work than previous to their arrival, and every day found us picking up lost ground. But alas, our hopes were to be deferred yet again. The effect of employing these Chinese was to raise two distinct parties in Merrie England, both demanding the repatriation of the Chinese, but each advancing a different reason, the one as far apart from the other as the north is from the south pole. The anti-Chinese party said, "You are doing the white man out of a job," and the pro-Chinese party said, "You have disgraced the Union Jack by introducing slavery into a British country." Can you for one minute believe that English merchants and traders have no direct interest in the mines would be in favor of Chinese if white men could be employed. Would it not be to their profit if white men were employed, men who would be customers for their stores. And yet you find these men practically unanimous as to the impossibility of white men being employed as unskilled laborers.

South Africa Loyal—But.

By what right do the people of England accuse Englishmen of doing the white man out of a job in order to put in a Chinaman. Have not Anglo-Africans demonstrated their right to be regarded as loyal to their country, their traditions and consequently to their countrymen. The whole country cried out against Chinese labor when the proposal was first mooted, but English legislators took up such an uncompromising position on the Kaffir question that after the Native Labor Commission had concluded its labors and reported that without legislation, the nature of which I have already mentioned, could be introduced that the requirements of the mines, farmers and public bodies could not be supplied, then, and then only, did the people of the Transvaal grant a reluctant consent to their importation. The conditions under which they were to be brought in were discussed in public meetings in every village in the country, under heavy penalties for contravention on the part of the employer the Chinese were restricted to the work of bona-fide unskilled laborers, thus safeguarding the interests of the skilled white laborer.

Chinese Work in Hope.

Then we have the pro-Chinese, who raised the slavery cry and pictured themselves as Twentieth Century Harriet Beecher Stowes. Some of these good people employ a large number of factory hands. How I wish I could in

one instant take them from viewing their factory hands and plant them amidst a group of Chinese laborers on the Rand. The former, weary and heavy eyed, having no hope for the future, the latter joyous, thinking that at the end of their six years labor they will be able to return to their native country without the necessity of working another day in their lives. The Chinese slavery cry is arrant humbug. The Chinese are well-housed, well fed and according to their standard they are well paid. That these statements are correct has been amply verified by the manner in which Mr. Churchill's poster was received—a poster offering the Chinese a free trip back to China, for which compliment they were no doubt much obliged to the honorable gentleman, but with few exceptions they could not see their way to accept his kind invitation. Although the Chinese have not been sent back, the uncertainty of the labor situation has caused a cessation of all enterprise, mining and commercial; investors are nervous, banking institutions are marking time, and firms who contemplated extending their premises or their business have called a halt.

Illustrative Incident.

Perhaps the following little incident will best describe the situation. The day of the delivery of the address from the crown I was visited by an American who stated, "I have £800 lying in the National Bank here and I want to buy for cash a residential site running into not more than £300. I want you to raise £500 for me on first mortgage, to be expended on a house, as I must keep £500 in hand myself. I am a diamond drill contractor and need that for working capital." To cut a long story short, after inspecting a block of ground over which I had an option, he left me to consult his better half. Later in the day he returned and informed me that he had practically settled to buy, and would come round in the morning as soon as the bank opened and fix the deal up. He also signified his intention of taking up £500 which I had been able to secure as a loan on first mortgage. The following morning my client walks in and remarks, "Well, I guess we'll have to call that deal off." "Why, what is the matter now?" I queried. "Well, you see, it's just like this—I've been reading the King's speech in this morning's paper and it looks as if this new Government is going to send the Chinese back. Well, if they do I guess there won't be any more diamond drilling work for me 'cos they won't have the labor to open up the properties after they have been proved. I'll want to be off back to America, and I can't take that bit of land with me." And unless that man has shifted it since August 10 that money is still lying idle. Having, I hope, made clear the cause of the present depression in South Africa, I will deal briefly with her future as I see it.

Market for Manufactures and Foodstuffs

The solution of South African difficulties lies in the imposition of a native tax as already defined. Surely, if conscription is justifiable, then the suggested measures are more than reasonable if we reflect that it is to the ultimate benefit of the Kaffirs themselves and will in addition find employment for thousands of men, and build up numberless happy homes in South Africa, and indirectly provide work for thousands of others in the countries which establish themselves on the South African market. Now, do you know what a drill Kaffir has to do in the mines? He has to drill a certain number of inches, his ticket is then punched and he has earned a day's pay. Many of them go down the mine at 6 o'clock and at 10.30 have finished for the day.

Responsible Government.

In January the elections for the newly constituted Transvaal Government are to take place. But for the fact that the Liberal Government has specifically reserved to itself the right to veto any legislation on the native or Chinese questions, I should congratulate the Government which has given us responsible Government, but it is more than a practical joke to give us responsible (?) government in response to our request and at the same time to inform us that under responsible government we may not deal with the very matters which induced us to press for self-government. I am of opinion that the voting in the Transvaal will be on purely racial lines, that neither party will have a working majority (there will probably be a difference of two to four members) and that a joint Government will have to be appointed, which to my mind will be the finest solution of the racial problem. On one point all parties are united in South Africa and that is the native question. Legislation will be introduced in the Transvaal to compel the Kaffir to do what the man has to do, i.e., work for his living and share the country's burdens. The Kaffir enjoys freedom from the fear that a neighboring chief will pounce on him, seize his possessions and terminate his existence. The cost of policing the country and maintaining the Native Affairs Department is enormous and those benefitted must bear the burden. Despite the veto held out as a threat in the constitution, I cannot believe that the Imperial Government will take such steps as will entirely alienate the sympathies of British South Africans. South African affairs have been made subservient to party politics—the ruse has succeeded, but South Africa will no longer tolerate interference with domestic affairs affecting her solvency as a state and as individuals.

A Forecast.

Presuming this legislation to have been duly sanctioned, our native labor force will be equal to any demands made upon it, our white population will be doubled, the capital now lying dormant will flow forth to open up miles of proved, but unworked "banket" reef—the mines in the outside districts will receive the attention they merit and the South African market will become an important factor in the world's trade. The objectionable Chinese will be returned to the land from whence they hail—prosperity will bring about harmonious relations between Boer and Briton, the late war being remembered only as a nightmare that has passed, and unhandicapped by any religious differences, a great nation will spring up, a nation speaking two languages and cherishing the traditions associated with the two mother tongues as being equally their heritage. For many years to come, the whole of South Africa's attention will be directed to the exploitation of her mineral wealth, and will therefore provide an unrivalled market for the disposal of manufactured goods and foodstuffs. South Africa is not an agricultural country in the accepted sense of the word. By the expenditure of many millions on irrigation works she will be able to meet her own requirements in time, and possibly at a later date may be able to export but on this point there is some diversity of opinion. Looking to-day at her list of imports we find that practically everything required to clothe and feed the human race is imported, the following being a summary of her imports for the six months ended December 31, 1905:

Imports—	Value.	Proportion of Total. Per Cent.
Animals	$ 570,359	.7
Articles of food and drink	20,435,103	25.4
Raw materials	5,883,829	7.4
Manufactured articles	51,524,372	63.9
Parcels post	2,065,018	2.6
Total imports (British South Africa)	80,478,681	100.0

Present Trade.

An examination of the countries of origin shows Canada eighth on the list with a trifle over 1 1-2 per cent. of South Africa's total imports, clear evidence that Canada is neglecting this important market.

Statement showing, by countries the value of imports of all merchandise into British South Africa during the six months ended December 31, 1905:

Great Britain	$49,228,431
British Australasia—	
Australia	4,924,594
New Zealand	399,938

British India	1,577,204
Canada	1,225,358
Ceylon	140,467
Mauritius	1,129,106
Other British possessions	158,469
Argentine Republic	2,543,549
Belgium	1,159,761
Brazil	655,447
France	950,507
Germany	5,105,041
Holland	827,201
Italy	254,214
Norway	174,752
Portugal	69,447
Portugese colonies	148,959
Russia	94,184
Sweden	1,311,810
United States	6,804,836
Other European countries, N.O.E.	668,797
Other parts of Africa, N.O.E.	94,364
Other foreign countries	832,245
Total imports	80,478,681

As to representation in South Africa let me conclude by quoting from the correspondent of the London Commercial Intelligence in the Far East, and which also appeared in the May issue of Industrial Canada These remarks are equally applicable to South Africa.

"The first difficulty a manufacturer meets with," he says, "is that of finding a good agent. I am inclined to believe that this difficulty is greater in the east than in any other part of the world. In every district old-established and wealthy firms can be found, most of whom may safely be placed in the category of have beens. Such firms have a greater idea of their own importance than their business ability warrants, * * * * * * * * * *

"In nine cases out of ten it is unwise to appoint as agents in the east old-established, wealthy firms, with a multitude of interests. They have neither the time nor the energy to give to any one department. They think their dignity suffers if they attempt to hustle for business. Should it be necessary to appoint such a firm as agents, the only way in which to make the agency a success is to make such terms as will entail the employment by the agents of a man from the manufacturers works, should the volume of business warrant it. Failing such an arrangement, it is better to give the agency to some local man whose interests are small, but who has energy and good business ability. In such a case it may be necessary for the manufacturer to assist such a man with an allowance for expenses or stock."

"MEAT OF WHEAT" IN ONTARIO.

S. Groff, of the Western Cereal Co., Winnipeg, returned to the Manitoba capital last week from a business trip in Ontario where he arranged for the introduction of "Meat of Wheat" to the Ontario trade. The Western Milling Co., Toronto, have been appointed agents in Ontario and a carload of the new breakfast food has been shipped east.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to The Pacific—News of Your Brother Grocer in all the Provinces.

J. W. Easton, baker, etc., Brockville, is dead.

The Erie Basket Co., Leamington, Ont., has been burnt out.

Coffee, Hargraft & Co., grain merchants, Winnipeg, Man., have dissolved partnership.

Deschamps & Fortier, Shawinigan Falls, Que., are starting up in the grocery business.

On October 11 the executive of the Dominion Wholesale Grocers' Guild will meet in Ottawa.

J. G. Steacy, general merchant, Crystal City, Man., has advertised his business for sale.

R. MacLaren, general manager, Maymont, Sask, has been succeeded by Maymont Trading Co.

Chas. Stewart, general merchant, North Battleford, Sask., has advertised his business for sale.

A. J. Holloway, Clinton, Ont., is opening up a stock of groceries in the new Johnston block.

R. B. Joyce has erected a new fish house in Oakville, Ont., and will resume the fishing industry there.

S. J. Matthewson, of Matthewson's Sons, Montreal, was down in the provinces on business this week.

Geo. Ballard, dealer in groceries and boots and shoes, Clinton, Ont., died Sunday last of typhoid fever.

J. B. McMahon, vice-president of the N. K. Fairbanks Company, Chicago, was a visitor to Montreal last week.

T. Sauvageau, the Montreal grocery broker, who formerly kept an office on St. Francois Xavier street, is dead.

S. Bigelow, general merchant, Wales, Ont., has assigned to Alexander Langlois. Meeting of creditors will take place on the 6th inst.

Last week one Vancouver, B.C., firm shipped three hundred tons of potatoes and onions to Australia. This is likely to become a regular yearly trade.

J. B. Belanger, who kept a grocery store on St. Lawrence street, Mile End, Montreal, was burned out by the big fire which occurred in that suburb last week. Mrs. Martin, another grocery storekeeper, was also a sufferer.

W. D. Watson, formerly traveler for the Beaver Mfg. Co., of Galt, Ont., has gone to Winnipeg to travel for Foley, Lock & Larson, wholesale grocers. He is a son of J. G. Watson, grocer, Ayr, Ont.

M. W. Watson, manager of the Blue Ribbon Tea Company, Toronto, gave The Grocer a call when in Montreal the latter part of last week. He also went around to see the trade, being accompanied by the city representative of Blue Ribbon, W. J. Condron.

John Mines, a grocer doing business at 114 Farm street, Montreal, was assaulted by thieves while delivering some goods late Saturday night. Mr. Mines passed through a field to shorten his journey and it was there the thugs set upon him. He was severely injured, but is recovering.

Grocery travelers calling at Whimster & Co's departmental store in Aurora, Ont., are noticing an especially happy smile upon the countenance of the manager of the grocery department, J. Percy Thompson. It's a baby girl, and the first in the Thompson quiver. To the many congratulations received by Mr. and Mrs. Thompson, The Grocer appends "Congratulations, II Kings IV, 26."

J. E. Waterhouse, of Whitby, Ont., has just purchased a very handsome delivery outfit. The horse is a dandy, a big bay, and Mr. Waterhouse was offered $60 on his bargain within a week after getting him. The wagon is a very attractive rig. What there is in the turnout more than would be deemed necessary for the purpose Mr. Waterhouse will charge to advertising. He believes in publicity and making his business attractive. He's getting there, too, and building up a fine trade of the best there is to be had.

At the request of the Dominion Fishery Commission, W. D. Burdis, secretary of the Fraser River Canners' Association, is preparing complete statistics regarding the salmon industry for several years past. They will include a full statement of the amount of capital invested, number of canneries operated, cost of buildings and material, number of cannery employes, average pack of past several years, profits on same, and money disbursed annually to all employes.

S. R. Sangster, of Moncton, fruit inspector, was in St. John, N.B., lately inspecting the shipments of apples arriving there. He says that some which came up the river were of good quality but badly packed. Nova Scotia Gravensteins and Pippins are not up to the mark so far this year and it looks as if the proportion of No. 1 apples will only be one in four. Winter supplies, though, look well. There is to be a special watch against "over facing," which means a fine looking top layer giving false hopes about the fruit below.

The shipments of nearly all Canadian products from Montreal during the present season compare favorably with the corresponding dates of last year. The shipment of wheat has shown the greatest increase, namely 7,639,000 bushels, as compared with 3,474,000 bushels last year, an increase of over 100 per cent. In oats there has been a substantial increase, namely 1,857,000 bushels as compared with 1,361,000 bushels last year. Flour is another notable increase, no less than 448,000 barrels, as compared with 198,000 barrels last year, having been shipped. In butter there has been a perceptible falling off, which, however, has been more than made up by the increased amount of cheese which has gone forward.

C. K. Morton, Ayr, Ont., is in the west on a prospecting trip.

James Laidlaw, Hawkesville, Ont., is advertising his business for sale.

Chas. Armstrong, Orono, Ont., has returned safely from a trip to Chicago

The recent bad fire in Severn Bridge left but one grocery store, Wm. Ormsby's.

Mr. Little, of Little & Long, Orono, Ont., is away on a three weeks trip to the west.

F. G. Siddall, 474 St. James street, London, Ont., is selling his grocery and will go west.

Mrs. Cattnach, grocer, London, Ont., is advertising her business for sale because of ill health.

J. S. Ireland, of Mount Forest, Ont., reports business so good that he hasn't time even to bowl.

F. Brandon, Cannington, Ont., was in Montreal last week, a delegate to the Methodist general conference.

Geo. Boyle, Belleville, has purchased the grocery stock of Boyd & Carpenter, who are retiring from business.

J. S. Spies, Hawkesville, Ont., has gone on a trip to the west to size up the opportunities of the wheat belt.

Gordon Bunt, head clerk for T. H. Knight, Bowmanville, Ont., recently entered into matrimony with a Brantford girl.

J. M. A. Copner, London, has sold his grocery business to B. S. Switzer, formerly a traveler. Mr. Copner has bought a farm near New Liskeard, Ont.

R. Scott & Co., Mount Forest, Ont., have put in a handsome new store front. It makes theirs one of the finest business premises northwest of Toronto.

C. T. Miller, bookkeeper in the Toronto office of Red Rose tea, is spending a ten days vacation in Orono, Ont., his old home. He's a hustler and needs the rest.

M. J. Hunter is a new member of the traveling staff of Warren Bros. & Co., Toronto. His territory will be in the city. He was formerly in the office of Davidson & Hay, Toronto.

H. R. Herron, who has been with H. P. Eckardt for some time as assistant to Mr. McKenzie, manager of the sample room, has taken a position as salesman with Kyle & Hooper, grocery brokers.

Adam Armstrong, of Armstrong Bros., Fergus, Ont., has arrived back from a trip to Manitoba and the west. Now Adam has the fever, perhaps because of the profits in a deal it is reputed he put through.

W. L. MacKenzie, of W. L. MacKenzie & Co., manufacturers' agents, returned to Winnipeg a few days ago from an extended business and pleasure trip in Ontario, Quebec and the Maritime Provinces.

At a special meeting of Stretton & Co., Worcester, Eng., it was decided to wind up the business because the liabilities were too large to permit its continuance. Stretton & Co. have been doing business in Canada in pickles, sauces, etc.

J. E. Adams has retired from the wholesale firm of Adams & Sparling, Lindsay, and has gone into the retail grocery business with his brother Delbert. The store is one of the best in Lindsay. Mr. Sparling will continue the wholesale business himself.

Caverly & Co., Woodville, Ont., have purchased the general stock of A. D. Carmichael at 72½c. on the dollar, and are at present running both stores and doing a large trade. It was an exceptionally clean stock and was a fine purchase. Mr. Carmichael has gone west.

P. H. Copeland, general merchant, Huttonville, Ont., has bought the stock of Fred Worts, grocer, of the same place. He has also rented Mr. Worts' premises. In the Spring he purposes building a fine new store on his own property and while the work is in progress he will occupy the Worts store.

Wm. Metcalf & Co., Berlin, Ont., are branching out progressively. They have purchased and occupied the premises lately occupied by White & Co., and have gone extensively into the meat and provision business, including butchering. The store has been handsomely refitted with thoroughly modern furniture and appliances.

F. A. Verey has been appointed to succeed his uncle, the late Chas. P. Campbell, as sales agent at Toronto for the Edwardsburg Starch Co. Now that the company has acquired a factory in Brantford the territory appertaining to the Toronto office is made up of the cities Toronto and Hamilton. Mr. Verey has been associated with his uncle for some years and is thoroughly conversant with the business. He is a young man of good address and abundant energy, so that success is assured him.

The decadence of the Ingersoll Dairymen's Board of Trade and Cheese Market is accounted for by the changing conditions in the cheese trade. In former years the Ingersoll cheese market every Tuesday was a scene of great activity, and the prices controlled other markets to a great extent. Now buying and selling is conducted every day in the week, chiefly at the factories, and though more cheese is manufactured in the district than ever before, there are not so many outward indications of activity because transactions are not concentrated in the town on one day in the week.

Captain Worsnop, who succeeded in obtaining a contract from the Government of Mexico for a monthly service of steamships between Canada and Mexico, has arrived in British Columbia. According to this contract, which was signed by the Mexican Government conditionally that the Canadian authorities should ratify the agreement, Capt. Worsnop's company, the English Steamship Co., is to receive an annual subsidy of $100,000 from the Government of each country. The Canadian Government is said to be committed to the scheme and papers will be signed upon the arrival in Ottawa of Capt. Worsnop.

The Brockville Poultry Association has proved its usefulness by the success attained by the poultry show at the fair in that town. It was stated by the judges that the quality exhibited equaled that of Toronto and was better than at nearly every other large show in the province. Next year increased accommodation will be needed again and many new classes will be added to the list. The following is the list of officers elected: Hon. president, Judge McDonald; president, W. M. Osborne; vice-president E. McDougall; secretary-treasurer, W. P. Carswell; directors, J. E. Fidler, Rev. Mr. Strachu, S. Stephens, George Howison. Charles Noyce.

Some late estimates of the California raisin crop make it 65,000 tons, which is 15,000 tons more than it is calculated to be by conservative people, who, however, adhere to their original estimate of 50,000 tons.

The plants of the Fleishmann Company at Baltimore, Buffalo and Cliffsville have been closed, and in future the company will carry on its business from a central location. Formerly they operated one of the largest yeast making plants in the world at East Millstone, down in New Jersey. All machinery has been moved to Cincinnati, where in future the business will be managed.

It is announced in Liverpool, according to an Associated Press despatch, that 40 merchandise concerns of that city, representing the whole trade in tinned meat, have organized a special department of the Liverpool Chamber of Commerce. It is stated that there is no intention of entering upon a campaign of publicity, but a scheme will be considered for stemming the disorganization and loss which has fallen generally upon the trade.

According to a despatch from New Haven, Conn., the 1906 oyster set is a failure. An engineer examined the oyster beds in Long Island Sound and the set was declared to be almost a complete failure. Oyster growers will lose something like half a million dollars in consequence. Cold water during the spawning period in July and August is blamed for the failure.

"The salmon fisheries of Alaska have quietly grown to be the largest single fishery in the United States, if not the world," says the St. John Telegram. The extensive coast line of the territory seems everywhere abundant with halibut and a little off the coast there exist great cod banks. The salmon fishing is now wholly done for canning and the extent to which this part of the industry has grown is more familiar to the world than any other.

A meeting of creditors of Messrs. Sibbald & Stewart, grocery and crockery merchants of Gravenhurst, who assigned a couple of weeks ago, was held Tuesday afternoon in the office of the assignee, N. L. Martin, Toronto. A statement was presented showing the assets to be $5,100, and the liabilities to be $7,000. There are fifty-five creditors, the majority of whom are in Toronto. No offer was made for the stock and other property, and the assignee was instructed to proceed with the winding up.

G. L. Lucas, a pineapple grower, of Jamaica, has established the Norbrook Canning Co. on the island to can tropical fruits for the Canadian market. He has a pinery upon which 166,000 pines are growing and the lack of adequate shipping facilities has proved a handicap to marketing the fruit while fresh. Canada consumes a considerable quantity of preserved pineapple and it comes principally from Singapore and Hawaii. In the exhibit of West Indian products at the exhibition in Toronto this year there were some fine samples of preserved pineapples. Anderson & Powis, brokers, Toronto, have been retained to push the sale of West Indian products in Ontario.

LIGHTNING USE OF FIGURES

Some Examples in Mental Arithmetic that will Prove Instructive to Grocers—Advantage of Using a Convenient Multiple.

The number 10 forms a convenient base from which all numbers having a value of over 9 and under 11 can be figured readily. First multiply by 10, and then by making the necessary fractional addition or subtraction arrive at the desired result, thus :

EXAMPLE NO. 1.

What would 156 yards of gingham cost at 9½ cents per yard ? Answer : $14.82.

Process—At 10 cents per yard it would cost $15.60, and at 9½ cents 78 cents less, or $14.82.

EXAMPLE NO. 2.

What would 244 dozen eggs cost at 10¾ cents per dozen ? Answer : $26.23.

Process—At 10 cents per dozen they would cost $24.40, and by adding to that sum $1.83, the cost at ¾ of a cent, you at once obtain the correct result.

A little practice along the above lines should enable the student to perform any example like the foregoing instantly and mentally.

EXAMPLES FOR PRACTICE.

1. Multiply 148 by 9¼. Answer : (1,480—111), 1,369.

2. Multiply 164 by 10¼. Answer : (1,640 plus 41), 1,681.

3. Multiply 268 by 9½. Answer : (2,680—134), 2,546.

4. Multiply 442½ by 10½. Answer : (4,425 plus 221), 4,646.

Adding or Subtracting a Pitfall.

The main thing to be observed in working examples under the above rule is whether the fractional sum is to be added or deducted. With proper care exercised in this direction no mistakes ever should be made.

To multiply any two figures by 11 : Add the figures to be multiplied together and write their sum between them.

EXAMPLE NO. 3.

What would 63 pounds of rice cost at 11 cents per pound ? Answer : $6.93.

Process—The sum of the two figures composing the multiplicand is 9, which figure, written between the other two, gives the correct answer.

Note—When the sum of the two figures amounts to more than 9, add the overplus to the left hand figure, thus : 87 by 11 equals 957 ; having 1 to carry makes the left hand figure 9 instead of 8.

When three figures are to be multiplied : Consider the two left hand figures together, thus : 187 by 11 equals 2,057 ; 18 and 7 are 25, the 5 making the tens figure in the answer while the 2 added to the 18 makes it read 20.

When multiplying yards or pounds by 12½ cents, the besy way to treat them is to consider the quantity as so many dollars and take ⅛ of them for your answer, thus :

EXAMPLE NO. 4.

What would 486 pounds cheese cost at 12½ cents per pound ? Answer : $60.75.

Process—Either take ⅛ of $486.00, or better still, take ⅛ of $480.00, which is evenly divisible, and then add 75 cents for the odd 6 pounds.

Often you can figure by 13½ to advantage, by first getting the result at 12½ and adding as many cents to your answer as there are yards or pounds in the multiplicand, thus :

EXAMPLE NO. 5.

What would 320 pounds butter cost at 13½ cents per pound ? Answer : $43.20.

You can see readily that at 12½ cents per pound the above quantity of butter would cost $40. By simply adding the cost at 1 cent to your first product you at once obtain the desired result. This rule is worth practicing, and you can use it also in figuring by 11½, in the latter case deducting instead of adding.

EXAMPLES FOR PRACTICE.

1. What would 56 yards dress goods cost at 13½ cents per yard ? Answer, $7.56.

2. What would 168 dozen eggs cost at 11½ cents per dozen ? Answer, $19.32.

3. What would 364 pounds soap cost at 13½ cents per pound ? Answer, $49.14.

4. What would 248 cans peaches cost at 11½ cents per can ? Answer, $28.52.

Fifteen Simplifies the Process.

Fifteen is one and one-half times ten, and can easily be figured by in that way.

EXAMPLE NO. 6.

What would 364 yards cloth cost at 15 cents per yard ? Answer, $54.60.

Process—Add to $36.40 one-half of itself, or $18.20, and you have the complete answer ; or, better still, figure what 360 yards would come to by adding together $36 and $18, afterwards annexing 60 cents for the 4 odd yards.

The advantages of performing operations in the latter way are many. For instance, you soon learn by heart that 360 at 15 cents comes to $54, and adding on the extra cents for the odd yards is easily accomplished. When you learn these things you can just glance at any example like the one we are discussing and say instantly $54.60.

EXAMPLES FOR PRACTICE.

1. What cost 165 yards cloth at 15 cents per yard ? Answer, $24.75.

2. What cost 88 pounds butter at 15 cents per pound ? Answer, $13.20.

3. What cost 264¾ dozen eggs at 15 cents per dozen ? Answer, $39.71.

Do the last example in this way : 260 dozen would cost $39, and 4 dozen 60 cents, and ¾ dozen 11 cents.

Another price commonly met with in business is 17½ cents. You can many times get your result when multiplying by it by first multiplying by 10 and then by 7½, adding the two products together, thus :

EXAMPLE NO. 7.

What cost 44 yards cloth at 17½ cents per yard ? Answer, $7.70.

You should, by using the rule we gave in a former lesson for figuring by 7½, be able to do the above at a glance, just saying 4.40 and 3.30. This ought to be sufficient instruction in handling this number to those who have learned to multiply by 7½.

Easy to Figure by 25.

The next number to be considered is 25, an easy one to figure by, the same rules applying to it that apply to 12½. It also bears certain relations to two other numbers frequently met with in business, 22½ being 10 per cent. less, and 27½ being 10 per cent. greater than it. You will often find it handy to figure by the last two numbers, thus :

EXAMPLES FOR PRACTICE.

1. What cost 64 dozen eggs at 27½ cents per dozen ? Answer, $17.60.

2. What cost 32 bushels oats at 27½ cents per bushel ? Answer, $8.80.

3. What cost 56 yards cloth at 22½ cents per yard ? Answer, $12.60.

4. What cost 144½ bushels corn at 27½ cents per bushel ? Answer, $39.74.

In the last example figure 140 bushels first, then add the 4½ bushels, thus : $35 plus $3.50 plus $1.24.

The next number is 37½. This is best considered as one-half of 75, thus :

EXAMPLE NO. 8.

What cost 48 yards cloth at 37½ cents per yard ? Answer, $18.00.

Process—¾ of $48.00 (what it would come to at 75 cents), is $36.00, and half of that is $18.00.

EXAMPLES FOR PRACTICE.

1. What cost 164 pounds butter at 37½ cents per pound ? Answer, $61.50.

2. What cost 84 yards dress goods at 37½ cents per yard ? Answer, $31.50.

3. What cost 92 bushels potatoes at 37½ cents per bushel ? Answer, $34.50.

4. What cost 142½ yards cloth at 37½ cents per yard ? Answer, $53.44.

In the last example take ½ of ¾ of $140 and add 94 cents for the 2½ yards.

TO PROVE ANY SUM IN DIVISION.
EXAMPLE NO. 11.

$$21)485(23$$
$$\underline{483}$$
$$2$$

Reduce the figures in the divisor and quotient to single figures. Multiply them together and, having again reduced them to a single figure, add the remainder. The final result should equal the sum of the dividend reduced, by addition, to a single figure.

DIED BY THE YARD.

"Hullo. Geordy, what's up, lad?" said an English pitman to his marra one day. "Is your wife deed or what?" "Na, na lad!" said Geordy, "it's worse than that." "Had away lad," said Jackie; "let's hev it. Vivvent ye look se bubbly; tell your morra what yor trouble is." "Oh," said Geordy, "the dog's dead. He swallened the tape measure!" "By! that's narking," said Jackie. "How did he die? By inches, I suppose. eh?" "You're wrang," said Geordy, "for he went roond the back and died by the yard!"

DEFENCE OF THE SMALL MAN

Writer in an English Paper Calls Attention to a Dangerous Tendency in Modern Commercialism—Small Trader the Bone and Sinew of the Country.

Against the policy on the part of manufacturers of trading to the large buyer and despising the individual merchant of less means, "R. S." writes in an English exchange as follows: "It will be an evil day for the trade of this country when the small man is crowded out of existence. I have no desire to run contrary to the spirit of the times; still I cannot but think that it is against all good public policy that the small man should be eliminated and his place taken by the corporation, which has neither a body to be kicked nor a soul to be saved. The independent trader, or, in other words, the small man, is the bone and sinew of the country, and the chief upholder of our trade. It is a thousand pities that his sturdy spirit of independence and self-reliance should be annihilated, and that we should become a nation of servants and mere wage-earners for the benefit of a very few multiple shop-owners. We would thus create a few plutocrats whom the rest of the nation would serve, and this would be disastrous to our oldest and best traditions

Large Buyers Catered to.

"The tendency in every direction is against the independent trader. The alleged protection societies contemptuously report of him, 'This is a small man of very limited means, not good enough for credit.' The wholesale houses instruct their representatives not to waste their time calling upon the small man, but to concentrate their energies upon the large buyers. The outcome of all this will be that the small man must go under, and his place will be taken by the huge monopolists. Manufacturers and wholesale houses will also be in the hands of the multiple shop-owners, who are the hardest of taskmasters.

"Proof of this statement is to be found in the recent crisis in the leather trade. It will be remembered that leather commenced to advance in value some two years ago, and owing to a variety of causes which need not be enumerated, the raw material has continued scarce and dear up to the present moment. When the advance first set in the boot manufacturers did not increase their prices, as it was thought that the advance was only temporary, and that values would soon settle down to their normal level. The time came when the manufacturers could not produce at their old rates, even after they had taken everything possible out of material and labor. Then they asked their customers to pay a little more. The despised small man was willing enough to do this, but when it came to the multiple shop-owner it was another matter. The heads of these establishbents absolutely refused to pay an increase even when the cost of material had advanced 25 per cent. One of them, when asked for an advance, cynically replied that he couldn't pay it as it would compel him to alter his whole range of window tickets, and he did not care to go to that expense. The manufacturers lost money, and more than one old and reputable firm was compelled to suspend payment, whilst a number of small failures was considerably above the average The action of the multiple shop-owners brought many other manufacturers to the verge of ruin.

Small Men Get Short End.

"What has happened to the boot manufacturers may also befall the wholesale and distributing houses in our trades, that is, if we permit the multiple shop to have it all its own way. The wholesale houses are inclined to support the big man through thick and thin, and to let the small man go to the wall. This is a fatal policy. All the best lots and best bargains are first submitted to the big buyer, who is also given the heaviest discount, and altogether placed upon the most favored terms. On the other hand, the small man is considered fair game. He is charged the highest prices, and given the shortest terms. There is no reason why this plan should be so universally adopted; on the contrary, all good trading is against it. The big buyer becomes insolent and dictatorial, and squeezes the merchant and manufacturer alike. The remedy lies in the hands of the latter, and it consists in ungrudging and generous support of the small man.

"The multiple shop has become an enormous power in trade, and its directors and managers are tempted to wield that power unmercifully. There are many large concerns which are so much run after and waited upon by the representatives of the wholesale houses that they think there must be 25s. in their sovereign, and they act accordingly. Who has not heard this or that traveler boast that he has just booked an opening order from this or that large house? Travelers are invariably booking orders of this description at remarkably low-cut prices, sometimes at prices which actually show a loss or at the best an inadequate margin of profit.

"The wholesalers accept the low-cut lines just to open, and the traveler assures them that they will get their own back on the next transaction. The next transaction never comes off. The big buyer knows the game just as well as the traveler, and he has no intention of permitting the bagman to 'get in at him' next time. He takes good care of that. There is an unlimited supply of people trying to open with him, and to offer tempting lines with that praiseworthy object in view. Having bought so well he can afford to sell low, and thus drive another nail into the coffin of his small opponents, who find that their huge rival is able to mark certain lines in his window at a less price than they can buy wholesale.

"Some travelers are so short-sighted that they think it a cunning thing to get big prices from their small customers, and openly boast of their prowess in this respect. This is the old story of killing the goose with the golden eggs. It is far better for everyone concerned, individually and collectively, that there should be 30 small tradesmen in a town or district than a single large concern. The big houses are never tired of boasting that they can buy well, and there is no doubt that this boast is justified of facts. But the good bargains they procure must be at the cost of someone, and that someone is usually a manufacturer or wholesale house. It is foolish, then, to sneer at the small man, and to describe him as a tin-pot or tupence-ha'penny individual whose business is not worth looking after This is a great mistake, my masters, and unless the error is corrected at once we are all certain to suffer for it. When we have eliminated the small man ,and turned him into a timeserving employe carrying for favor with a man at the top, we shall have killed off the characteristic virtues of the race, not the least of which are independence and initiative."

The business men in a Minnesota town hold a "Market Day" on the first Saturday of each month. Prizes were offered in June for the best lot of Spring chickens (more than six), best veal calf and Spring calf, best lots of vegetables, biggest load of oats and biggest lot of eggs. Special bargains were features at the different stores represented. The local band furnished music during the day, and in the afternoon there was a ball game. Two novel features were an exhibit room where the farmers could display their produce and an auction, conducted by a skillful auctioneer, only one per cent. being charged for his services. Special attention was called to the high prices paid for wheat, compared with prices paid at other points.

J. M. Kirk, representing Robert Greig Co., Limited, Toronto, was a caller on the Montreal trade this week. He favored The Grocer with a call and reported business A1.

THE CANADIAN GROCER

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CANADIAN PRODUCTS ABROAD.

Canadian products shipped through the port of Montreal compare favorably with those of last year. Figures compiled by the Montreal Board of Trade show that while export business in some lines shows a falling off, yet on the whole trade has been better so far this year than last. Between the opening of navigation and the first of September no less than 448,000 barrels of flour left Montreal for European and African ports. In 1905 only 198,000 barrels were exported during this period. Consequently there has been a large increase in foreign trade. Milling companies have given particular attention to the development of the South African trade, apparently, since the business done with firms in South African ports has been very large. At the same time our trade with the Old Country has been going ahead at a good rate. In wheat exports there is noticeable a gain of over 100 per cent., while there has been an increase in oat shipments also. Cheese exports have been excellent, despite the continued upward tendency of the market, which, one would think, would have a depressing effect upon export trade. It is probable that the figures shown would have been even larger than they are, had market conditions been more favorable. The high prices on butter have had the effect of curtailing the demand from Europe, and there is noticeable a falling off in shipments this season as compared with last year. It is worthy of mention that over one million bushels of flax was exported through Montreal up to September this year, while none was sent out in 1905.

The table hereunder shows just how figures for the two years compare :

	1906.	1905.
Wheat	7,639,000 bush.	3,474,000 bush.
Corn	2,282,000 bush.	4,185,000 bush.
Peas	153,000 bush.	10,000 bush.
Oats	1,857,000 bush.	1,361,000 bush.
Barley	522,000 bush.	702,000 bush.
Rye	25,000 bush.	None.
Buckwheat	42,000 bush.	42,000 bush.
Flax	1,518,000 bush.	None.
Flour	448,000 bbls.	198,000 bbls.
Butter	231,000 pkgs.	343,000 pkgs.
Cheese	1,272,000 pkgs.	1,083,000 pkgs.
Lard	169,000 pkgs.	233,000 pkgs.
Meat	118,000 pkgs.	163,000 pkgs.
Hay	264,397 bales	236,133 bales
Cattle	71,989 head.	58,062 head.

FARMERS OPPOSE DUTY ON TIN.

Another section of the community has risen to enter its protest against the imposition of a duty on tin plate as urged by the professional company promoters who during the past year have been unloading on Canadian investors stocks in the proposed works at Morrisburg.

The near approach of the opening of the session of the Dominion Parliament, at which it is expected important tariff legislation will be introduced by the Government, has encouraged a large body of farmers in Prince Edward County to protest against the proposed duty as an additional tax upon their industry. They point out that not only are they users of the products of the tinware factories, whose goods would have to be advanced in price if a duty was imposed, but as part owners and sellers of goods to canneries, who use millions of cans every year, they would feel the pinch severely if a duty was imposed.

The tin plate company promoters in their request for a duty of 33 1-3 per cent. claimed that this duty would only advance the cost of a tin can one-fifth of a cent, but even at this minimum view of the situation the increased price would mean about $6,000 per year extra to only one cannery in Prince Edward County. If each of the fruit canning factories in Ontario and salmon canneries in British Columbia are forced to contribute to the Morrisburg promoters on a similar basis the extent of the imposition can hardly be gauged.

Farmers in other parts of the country should take up the agitation against the proposed duty and hardware merchants and grocers could to advantage to the trade co-operate with the farmers in urging the local members of Parliament to stand firm against the blandishments of the lobbyists who may press for the duty at the next session of Parliament.

A SPECIES OF BLACKMAIL.

A few days ago the manager of a large manufacturing concern in a certain Canadian city was visited by a man who introduced himself as a merchant who occasionally bought goods from his firm. He stated that in his town the particular denomination to which he belonged was building a new church and he was soliciting subscriptions from the business men from whom he bought goods.

The manager in question was, on principle, opposed to contributions under such conditions. He considers them a species of blackmail. When he told the visiting merchant this, in as polite a way as possible, the latter took a note book and wrote some words therein, remarking as he did so, "I suppose you know what I am writing?" On answering that he did not, the merchant remarked: "Well, I am just marking down here the name of your firm so that when we are buying goods in your line again it will be a reminder for us to go somewhere else."

While there are a great many merchants, in fact the great majority of them, who will not lend themselves to any such species of blackmail, it is evident that there is still one here and there who is not above the practice.

Whether practiced by consumer or retailers, or by the latter on manufacturers or wholesalers, this species of blackmail should be discouraged on every occasion. And if retailers desire to be relieved of the evil they in their turn should not practice it upon those from whom they buy goods. It is a subject that the retail merchants' association and boards of trade throughout the country should deal with, for the evil is still with us in a virulent form.

POTATOES IN GERMANY.

In Germany in 1905 there were 8,195,444 acres planted in potatoes, from which were produced 48,323,353 metric tons, or 1,775,579,073 bushels of 60 lbs. each, which was an average of 217 bushels to the acre. With the exception of the year 1901, which was specially favorable for the cultivation of the potato, this crop exceeds all previous years. The average price of potatoes

during the campaign year 1904-05 was 42.58 marks ($10.13) per 1,000 kilograms (2,204.6 pounds) or 27.6 cents per bushel, which would make the value of the German potato crop of that year $490,059,948.

In 1904 the potato crop of the United States was placed at 332,830.300 bushels, of a farm value of $150,673,392, or 45.2 cents per bushel. According to Dr. W. Behrens, one of Germany's experts in 1901, out of the 65,000,000 acres of arable land 8,100,000 acres, or 12 1-2 per cent., were planted in potatoes. The doctor claims that Germany plants more potatoes, in proportion to its area and number of inhabitants, than any other civilized country.

The most important ways in which the potato is utilized in Germany are: For human food; for fodder for animals; in the industrial arts for the distillation of alcohol. and for the manufacture of starch, starch products, such as starch sugar, starch syrup, dextrin etc. The best grades are used for eating, the next best for fodder, and the lowest grades for the distillation of alcohol.

There are no statistics avilable which would indicate the consumption of the potato for human food purposes, but it may be safely estimated at 50 per cent. of the total production.

A SHINING JUDGE.

The delays of the law have become notorious, and many a business man in venge has pocketed a loss rather than enenge has pocketed a loss rather than n tangle himself in the net of the lawyers. The lawyers at the bar are not wholly to blame; for some of the responsibility for this tardiness of litigation must be shouldered by the lawyers on the bench.

"Judgment deferred," how often have those leaden words weighed down the hopes of litigants looking for a speedy solution of their differences. It has become a habit of the judiciary. They must sleep over a case and some of them hybernate. Probably seventy-five per cent. of decisions are in regard to questions of fact and not in regard to law at all. These decisions could more easily and more accurately be arrived at when the facts and arguments are fresh and clean than when they have withered to a few skeleton notes.

This habit of procrastination, and that's all it is, a habit, and one of the hardest to overcome—is brought into relief by the practice of an Ontario High Court judge, not many years elevated. His appointment was regarded somewhat dubiously when made, but litigants and honest lawyers, at any rate lawyers who are given to getting their clients' business cleaned up, have lived to bless his name, just because he has forsaken the traditions of his elders and refusing to be bound by the habits of generations of judges, has endeavored so far as possible to give his decisions on the spot. To facilitate this procedure he has looked up the law bearing on cases to come before him so that when sized of the facts he was in a position to give a decision before leaving the court.

Praise this course as one may, it is nothing more than business. Any wide-awake man of business or affairs would spurn to do otherwise. Dilatoriness is the death of business. It's a cardinal sin of commerce. If the judiciary could rid themselves of it they would stand infinitely higher in the regard of the business interests of the country.

LONGFELLOW'S MARKET NOTES.

An English publisher recently bought a quantity of letters of the poet Longfellow. Among them were the following, on the back of which is inscribed "Written for 'The Secret.'" They are headed "Commercial Intelligence ; Review of the Market," and the following are some of the extracts :

Cotton, drooping ; particularly in shirt collars in warm weather.

Flour, quiet ; except when mixed with yeast ; then it rises and is anything but quiet.

Groceries, with a downward tendency ; all good groceries have this tendency, particularly sugar and preserves.

Hides, a shade easier ; mine is since the cold weather is over.

Mackerel, without change ; but they have a good many greenbacks among them.

Oats, dull ; the horses are of quite a different opinion. So are all young gentlemen who "feel their oats."

Shingles, steady ; when they are well nailed down ; otherwise the wind is apt to blow them off.

Pork, heavy ; it should never be eaten for supper as it is apt to produce nightmare.

Corn, active ; all corns are particularly active as the season advances.

Whisky, unchanged ; except when made into whisky punch.

Alcohol, quiet and steady ; it may be so, but it makes those who drink it noisy and unsteady.

Wool, quiet ; except when people get into each other's wool.

WINDOW DRESSING COMPETITION

The Canadian Grocer has instituted a monthly window dressing competition. Every up-to-date grocer should take a hand. The prizes are $5, $3 and $2, but advantage far in excess of this acknowledgement of superiority will be gained by every grocer who improves his window dressing. All that is necessary is to send a photograph of the window entered in the competition and a written description of it to the editor of The Canadian Grocer, 10 Front street east, Toronto. This is a fine opportunity for grocers to stimulate the interest of their clerks in window dressing and develop latent talent in that direction.

EDITORIAL NOTES.

The British Ambassador at Tokio, Japan, has received and forwarded to the Canadian Government a letter of thanks from the heads of the Japanese villages in the famine districts thanking the Canadians for their generosity in sending to Japan flour for the relief of the sufferers.

* * *

The Indian Government's trade journal draws attention to the steady growth in the imports of soap into the Empire. There are indications that the natives, who wash very frequently, are learning the merits of soap, and the trade is one of great possibilities.

* * *

British trade returns for July show a remarkable expansion of business. The total imports are £48,609,704, an increase of £3,800,000 over the figures for July, 1905, which exceeded that for the previous July by an almost similar amount. Total exports were £39,502,-287, being no less than £9,400,000 in excess of the exports during July, 1905. Taking the figures for the seven months of 1906 to date, imports are £31,300,-000 above 1905, and £35,160,000 above 1904. The exports for seven months of 1906 show an increase of £29,890,000 above same period in 1905.

* * *

How far the United States is interested in the Cuban rebellion is indicated by three facts of commerce and finance : The trade between the two countries last year exceeded $120,000,000 ; the Cuban debt, $35,000,000, is held mostly in the United States ; more than $100,000,000 of American capital is now invested in the island. Canadian, British, German, Spanish, and Cuban investors as well as American will look to Uncle Sam to take a hand if the Cuban politicians don't pretty soon bury the hatchet.

TRADE ON THE PACIFIC COAST

Canadian Public Men Should Know the West—New Zealand Steamship Service —Flour Mill for Vancouver—Markets and Market News.

Vancouver, B.C., Sept. 27, '06.

The visit of the Canadian Manufacturers' Association is over, and as it was three years ago, to the members from the east—the far east, as the clever and eloquent president-elect termed it at the Earl Grey banquet last night—the visit has been one of unalloyed pleasure, and some profit indirectly will also be theirs. The progress of the past three years in the Pacific province has quite kept pace with the marvellous growth and development of the three sisters of the plains. That a certain amount of beneficial missionary work will be done by the eastern manufacturers among their less fortunate stay-at-home brethren is assured. Premier McBride in his brilliant address at the Earl Grey banquet spoke of the difficulties the administration of the province had always labored under, and in emphatic terms stated that he felt the greatest obstacle had always been lack of knowledge of British Columbia by the public men of the east. He instanced a recent visitor, an M.P., who on his return east had expressed his intention of moving in the next session of the House of Commons that the whole Parliament on adjournment make a tour of the west in a body, and see and learn for themselves. British Columbia's premier emphasized his views on this point by declaring that no man, especially if a public man, was thoroughly a Canadian until he had seen and made himself familiar with the whole of Canada from ocean to ocean, a sentiment in which he was cheered to the echo by the visiting Manufacturers' Association members from all parts of Canada. It may be specially mentioned that the banquet, though called by courtesy the Earl Grey banquet, was in reality tendered jointly to the visiting members of the Canadian Manufacturers' Association, to the Forestry Association then in session in Vancouver, as well as to His Excellency.

* * *

The New Zealand-British Columbia direct steamer service has been, in the language of the showman, "an instantaneous success." The big steamer Pondo, which arrived some time ago with a full cargo from New Zealand and other South Sea points, sailed this week with over 6,000 tons of cargo. True a large proportion was lumber, of which the vessel carried over a million feet. But several hundred tons of British Columbia products were also included. In the items were over two hundred tons of potatoes, a large consignment of onions and 2,000 cases of tinned salmon. The agents state that the vessel has already booked for her next trip inbound to this port her full capacity of cargo. A shipment of raw sugar will be brought from the Fiji Islands to the B. C. Sugar Refinery. Outbound, the promise of cargo is equally encouraging.

An important part of the steamer's cargo outgoing this trip was 300 tons of exhibits going to the New Zealand Exposition at Christchurch, which begins in November.

Flour made in Vancouver will soon be an article of common use both locally and in export markets. It is announced that the first mill to be built in this city will soon be under construction. The Hall Elevator Co., which has the distinction of having erected the first elevator, will put up the first mill. Contracts will be let shortly for the building, which is to contain plant for capacity of 500 barrels per day. The first shipment of wheat to the Orient will be made by the Hall Elevator Co. next month per SS. Athenian to China. It will consist of ten thousand bushels, and is but a small portion of the order, which cannot be filled completely until grain begins to come in more freely in Alberta.

* * *

This week the creameries of the Fraser Valley, which practically comprise the butter-producing factories of the mainland of British Columbia, put up the price for the rest of the season 5c. per pound. It now sells to the trade at 30c., which means that the consumer is now paying 35c. for fresh local creamery. The price of fresh dairy local made is up in sympathy, bringing as high as 27½c. wholesale. Eastern creamery butter is ranging up from 26c. to 28c., and the supply is not large. Fresh local eggs are still scarce, and likely to be. They now command up to 40c. wholesale. Eastern packed eggs are quoted from 24c. to 27c.

Shortage of butter during the coming Winter is feared by the trade, unless supplies come in from the east in larger quantities than they have been doing. The last shipments of butter and eggs for Dawson and northern points went out on the SS. Princess Beatrice, which sailed on Saturday with a cargo which included 4,000 cases of eggs and several hundred cases of butter.

* * *

Local apples were the feature of the fruit market the past week. At New Westminster weekly market over 500 boxes were on sale from up-river points. In the city warehouses large stocks are now held, and Okanagan apples are also being offered. The quality of this year's apple crop, from present offerings, is away up in the list of averages. Gravensteins are the present favorite, as this variety is a splendid table fruit. It commands $1 per box and up. Other local coast varieties, as King, Wealthy, Greening, bring from 65c. to 90c. per box. The Okanagan apples are bringing up to $1.50 per box, wholesale.

Okanagan peaches are still offering, though in limited quantities. The quality is perfect, and while the price is rather high, being up to $1.75 and $2.25 wholesale, there are but few crates yet to sell. One firm, the Oscar Brown Co., has cornered the market. Local pears are scarce, as also plums and prunes, while crab apples are plentiful as compared with former years. Prices run 2c. to 2½c. per lb. for pears, 2c. for crab apples, and prunes $1 to $1.25 per crate.

California grapes are plentiful, but prices are fairly high. They quote at $2 and $2.25 per crate. Oranges are offering more freely, and prices are a little lower, being now $4.50 to $5 per crate. Lemons still quote at $8. A few pineapples brought in by the Australian steamer, $4 per dozen.

* * *

Quite a movement still keeps up in potatoes owing to export trade. The shipment to New Zealand referred to above, supplementing that to Australia a week ago, of several hundred tons has cleaned up the local market for the time. The only danger is that some of the stock shipped was rather immature, a trifle too green, thus endangering its keeping quality, in which case the venture will not turn out as profitable as anticipated. The shipment of such commodities as potatoes is not yet in the specialized condition which such a trade demands.

Market prices for potatoes vary from $10 to $15 per ton at the present moment. Indications are that the crop will be heavy. Other vegetables are slack this week. Prices in leading lines are: Tomatoes, $1.50 per crate; cabbage, 1½c. per lb.; onions, 2c. and 2¼c. per lb.; carrots, etc., 85c. per hundred lbs.; cucumbers, 20c. per dozen; lettuce, $1.25 per crate.

SWIFT TO SWALLOW ARMOUR.

Rumor of Union of Packing Interests—Mr. Armour Tired.

It is rumored that Swift & Co. are about to absorb Armour & Co., Swift & Co. having made a proposition and J. Ogden Armour being tired of the outcry against the packers and anxious for social distinction.

The corporation of Armour & Co. was formed in 1900 to take over the entire business of the firm of Armour & Co., which was established by Philip D. Armour in 1860. The company's issued capital is $20,000,000, but nothing is ever given out as to the earnings or the dividends paid.

Swift & Co.'s shares have recently been advancing so radically that Chicago has been industriously speculating on the cause thereof. Early in the current year the capital stock was increased from $35,000,000 to $50,000,000. Stockholders were given the right to subscribe at par for the $15,000,000 new stock at the rate of three shares of new stock for every seven held by them. The Swift shares are to-day selling at 110 and 111. Seven per cent. dividends have been paid regularly since 1898.

EARLY CLOSING.

The Retail Grocers' Association of Ottawa have passed a resolution in favor of the stores closing at 6 o'clock ordinarily and at 9 o'clock on Saturdays and days before holidays.

H. P. Eckardt & Co. are sending out some very choice new crop Eleme figs.

E. A. Du Vernet, K.C., has been instructed by the Attorney-General's Department to conduct the prosecution for the Crown in the charge of conspiracy against the Wholesale Grocers' Guild. The Assizes at Hamilton begin on October 8.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn. N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Thorne, Hy., & Co., Leeds, Eng.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co, Ottawa.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Lunenburg, N.S.
Connors Bros., Black's Harbor, N.B.
Halifax Cold Storage Co., Halifax, N.S.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co., Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Bell, Thos., Sons & Co., Montreal.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams. Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey J. H., St. Catharines.

Office Supplies.
Business Systems, Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
English Embrocation Co., Montreal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
Ocean Mills, Montreal.
St. Lawrence StarchCo., Port Credit.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
Maple Tree Producers' Association, Waterloo, Que.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & A. S., Montreal.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
"Kit" Coffee Ltd, Govan, Scot.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
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Canada Paper Co., Toronto.

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Markets and Market Notes

QUEBEC MARKETS.

ABBREVIATIONS—
Fish—Revised.
Currants—Lower.

Montreal, October 3, 1906.

Trade is reported as being in a very healthy condition at present. While there has been nothing done in a large way, yet business has been of fair proportions and jobbers are satisfied with the trend of events. There has been no change in sugar since last report, the market being steady. Teas are interesting inasmuch that everybody is calling for Japans, which are not obtainable. Prices are firmly maintained. Black teas are offering at attractive prices, but the trouble comes from the fact that everyone is asking for Japans, which cannot be supplied. In canned goods the recently issued prices on tomatoes and corn form the theme of conversation among jobbers and retailers. The former do not yet quite understand why prices were made so high on tomatoes at the opening. The wholesale trade is experiencing considerable trouble with their customers, who are cutting down their orders because of the high prices demanded. Coffee, except for the fact that Mocha is a little higher in the primary market, is unchanged. Spices are quiet locally, as is also molasses. There has been a reaction in currants in Greece, and prices are lower than at the time of our last report, when the tendency of the market was upward. Reports from Denia state that Valencia raisins continue to advance, while California raisins are quoted ¼c. higher this week. Prunes are also higher. Labor troubles on the Pacific coast are still bothering the packers. Honey is very scarce, as are also peels. Beans are high in price, spot stocks being low. New crop beans are not expected to arrive in quantity until the end of this month.

Collections continue good from all sections of the country.

CANNED GOODS—There is still considerable discussion among the trade about the new prices which have been given out for tomatoes and corn. The jobbers are at a loss to understand why the canners should have made a price on tomatoes so high for the opening, and whenever two or three "get together" the new lists are sure to crop up for discussion. On some sides the opinion is expressed that the canning factories are adopting the method of the Brazilian Government as regards coffee—limiting the output in order to keep up the price. This, of course, is only the talk in some sections of the trade. But meanwhile the prices have been made and business must go on. Jobbers are receiving letters daily asking for the new prices and instructing him to hold order (which was taken at open prices) until he heard from him. In many cases orders are being halved, and in most other cases are reduced to a greater or lesser extent. Grocers in some districts are asking for old goods, in the hopes of obtaining some slight concession in price, but as there are no stocks of last year's output to speak of, the new prices must be met. In other lines there is the usual demand for Fall trade.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 27½	1 25
Gallons	2 67½	2 65
Perserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett, 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, notpeeled, 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	1 17½	1 15
3's " "	1 67½	1 65
2's " heavy syrup	1 22½	1 30
2½'s " "	1 62½	1 60
3's " "	1 92½	1 90
Gals. " standard	3 22½	3 20
2's " Lombard, light syrup	1 22½	1 20
3's " "	1 72½	1 70
2's " heavy syrup	1 37½	1 35
2½'s " "	1 67½	1 65
3's " "	1 92½	1 90
Gals. " standard	3 42½	3 40
2's " Green Gage, light syrup	1 27½	1 25
2's " heavy syrup	1 47½	1 45
2½'s " "	1 67½	1 65
3's " "	1 97½	1 95
Gals. " standard	3 72½	3 70
2's " Egg, heavy syrup	1 70	1 67½
2½'s " "	1 97½	1 95½
3's " "	2 27½	2 25
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz	....	1 75
½-lb. " " " "	....	1 15
Pink salmon, various brands, per doz	....	1 00
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—The market this week is just about normal. Prices are steady at the recent advance. Fairly heavy buying is being done by the trade, but the market is looked upon as likely to remain steady for some little time. This is according to present indications, but it must be remembered that something may occur to disturb the situation. The Cuban troubles are not affecting the market materially at present, although when the revolution started, it will be remembered there was considerable excitement. Things are now taken to be settled down, to a certain extent, and further developments which will affect the market here are not expected.

Granulated, bbls	....	$4 40
" ½-bbls	....	4 45
" bags	....	4 35
Paris lump, barrels	....	5 05
" " half-barrels	....	5 05
" " boxes, 100 lbs	....	4 95
" " boxes, 50 lbs	....	5 05
Extra ground, bbls	....	4 80
" " 50-lb. boxes	....	4 90
" " 25-lb. boxes	....	5 00
Powdered, bbls	....	4 60
" 50-lb. boxes	....	4 80
Phoenix	....	4 40
Bright coffee	....	4 20
" yellow	....	4 05
No. 3 yellow	....	4 25
No. 2 "	....	4 10
No. 1 " bbls	....	4 00
No. 1 " bags	....	3 9

TEA—Since last week there has been practically no change in the tea situation. The market for Japans is in a very healthy condition. Prices are well maintained, and inclined to advance rather than remain at a standstill. Japans which formerly were purchaseable at 16c. now command 17c. and sometimes 17½c. The whole trouble in the tea situation, as far as Japans are concerned, is the great scarcity. The amount of tea sent to the interior of the Island of Japan was much larger this year than on former occasions, and this, with the fact that the crop was much shorter than last year's small

yield, creates the present almost bare market. Buyers continue to come forward, but tea merchants are obliged to explain the situation as best they can, and take any order given without being able to guarantee their filling. Locally there is some tea in second hands, and this is being pretty well cleaned up. There is some interest displayed in blacks, which are in good supply, and for which prices are very good. There is no change noticeable in the market for China greens, while Ceylon and Indian greens are featureless.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	...	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 28	0 32

SYRUPS AND MOLASSES — Conditions are unchanged. Some little trade is passing, but no large lots are changing hands.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 02½
" ½-bbls	....	0 03
" ¼-bbls	....	0 03
" 38½-lb. pails	....	1 40
" 25-lb. pails	....	1 00
Cases, 2-lb. tins, 2 doz. per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 35
" 20-lb. " ¼ doz. "	....	2 25½

COFFEE—There is practically nothing new in the coffee situation since our last report. Mochas are slightly higher, but otherwise there is nothing new. Javas are selling from 18c. to 26c., while fancy lines bring as much as 30c.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

SPICES — Some lines are a little easier on the primary market, but there is no material change in prices. The market locally is rather dull.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 3.
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS—Currants which have been steadily climbing upward, have experienced a reaction and there has been a decline in Greece. Consequently the price locally is slightly lower. Jobbers are asking 6½c. to 7c. in barrels. Reports from Denia state that Valencia raisins have again advanced. This stock now shows a cost here of 9c. for 4-crown layers. In California raisins have gone up ¼c. also, and from present indications there will be a still further advance. On dates, it is expected that prices will be made at any time now, as the steamer has left Bussorah. The probable date of arrival will be given out at the same time. The first lot of new figs, being the first new fruit to arrive, has reached this market, but owing to the advance in Smyrna prices this week are 1c. higher than latest quotations. Advices from California state that there has been no improvement in the situation there. Labor troubles are still causing anxiety, while supplies continue difficult to obtain. Prunes have been put up ¼c. Reports from France regarding the new crop of walnuts are not favorable. The crop has been damaged, but to what extent is not yet known. Offerings of the new are small. Filberts are higher, 10½c. being asked, while other nuts are upward in tendency, as regards prices.

Valencia Raisins—		
Fine off-stalk, per lb	....	0 08
Selected, per lb	....	0 08½
Layers, "	....	0 07
Dates—		
Dates, Hallowees, per lb	....	0 05
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 50
" " ½-boxes	....	0 80
Royal Buckingham Clusters, ½-boxes	....	1 10
" " boxes	....	3 50
" Excelsior Window Clusters,"	....	4 50
" " " ⅛s	....	1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½	0 09½
" " choice seeded, in 1-lb. pkgs	....	0 09½
" " 2 crown	0 07½	0 08
" " 3 crown	0 08½	0 09
" " 4 crown	....	....

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	....	0 06
Oregon prunes (Italian style), 40-50s	....	0 08½
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07½
" " 90-100s	....	0 06
" " 100-120s	....	0 05

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 4, 1906.

BUTTER—Market firm.

CHEESE—No change in situation. Market being about steady.

EGGS—Prices upward in tendency. Receipts rather light.

PROVISIONS—Demand but fair. Prices unchanged. Dressed hogs quoted $9.50 to $9.75 per 100 lbs.

Currants—		
Filiatras, uncleaned, barrels	....	0 06½
Fine Filiatras, per lb., in cases	....	0 07
" " cleaned	0 07	0 07½
" " in 1-lb. cartons	....	0 07½
Finest Vostizzas "	....	0 08
Amalias "	....	0 07
Sultana Raisins—		
Sultana raisins, per lb	0 08	0 12
" " 1-lb. carton	....	0 10
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 13
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	0 07½	0 08
Glove boxes, fine quality, per box	....	0 10
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

PEELS—Candied peels are very strong and scarce, and prices are firmly held. The supply of citron peel available is hardly one-fifth of what was obtainable last year.

Citron peel per lb	0 18	0 20
Lemon peel, per lb	0 10½	0 11
Orange peel, per lb	0 10½	0 11

EVAPORATED APPLES—No change is noticeable this week, dealers still asking 7½c. to 8c.

BEANS—Prices continue unchanged. Stocks on the local market are very limited, while there is no new crop coming forward. Farmers are busy in the fields and cannot take time during the fine weather to make deliveries, so that the trade have, perforce, to wait. Before new crop beans begin to arrive lower prices are not expected to materialize.

Choice prime beans	1 55	1 60
Lower grades	1 50	1 55

MAPLE PRODUCTS—The market is a little stronger, if anything, this week. Beauce County is up ¼c.

Maple syrup, in wood, per lb	0 05½	0 06½
" in large tins	0 06½	0 07
Pure Townships sugar, per lb	0 07½	0 08
Pure Beauce County, per lb	....	0 09

RICE AND TAPIOCA—In this market there is nothing to report this week. Trade is fair to good in tapioca, while rice sales are about the usual size.

B rice, in 10 bag lots	....	3 25
B rice, less than 10 bags	....	3 35
C C rice, in 10 bag lots	....	3 15
C C rice in less than 10 bag lots	....	3 25
Tapioca, medium pearl	0 07½	0 08

ONTARIO MARKETS.

ABBREVIATIONS—

Tomato situation.

Evaporated apples 7½c.

New Valencias going out.

Provision market firm.

Toronto, October 4, 1906.

Trade is good without much variation in prices. Sugar is firm; dried fruit, with the exception of currants, is firm or higher on the primary markets. Canned goods are the subject of discussion and some speculation. The question is, are they going higher? The canners are very bullish and interviews are appearing in the press in which $1.50 tomatoes are talked of. Naturally the canners would like to see it. Among the jobbers the statement is current that the canners will fill only 75 per cent. of their orders. That does look like a shortage.

The fact is the size of the pack depends more on the weather than the abundance of the crop. If the frost keeps away and the canners keep on till say the end of October, the pack will undoubtedly be a large one. If they were stopped now, none but the canners would know what the pack was. The crop has been large, but extremely hot weather when it was at its height brought the tomatoes on very rapidly, so that the canners had many more than they could handle. This hot weather doubtless lessened the pack. To make things worse there was a shortage of cans, and labor and material have cost more this year. Even if the pack were as large as last year there would not be enough to go round because of the heavy increase in consumption in the west especially, but in the east too, to some extent. There is the export business also to be taken care of.

A correspondent in Hamilton writes this week:

"I was speaking to a tomato grower across the bay, on what they call the Plains Road, which is the hub of the tomato business. He says: 'The tomatoes are pretty well over now. There are not going to be a great many more

except of poor quality. He also states positively that it must have been impossible for the canners to get anything like the quantity of tomatoes they wanted. That they were scouring the whole country for tomatoes every day. At times of course, he said, they had more tomatoes sent in than they could can, but that did not alter the situation as to a short tomato pack."

If one knew for sure what the market was going to do he could get rich. If this weather continues throughout October the situation may be considerably changed.

CANNED GOODS — Prices are unchanged. Aside from the price of tomatoes, dealt with above, there is nothing unusual.

SUGAR—The course of European beet recently, f.o.b. Hamburg, has been: Sept. 25, 9s. 8¼d.; Sept. 26, 9s. 9d.; Sept. 27, 9s. 8¼d.; Sept. 28, 9s. 8½d.; Sept. 29, 10s.; Oct. 2, 9s. 7¼d.; Oct. 3, 9s. 10½d. The highest reached was 10s. 3d. The very marked advance was partly due to the Cuban situation and partly to the heavy buying of American refiners. For the present at least the Cuban matter has been settled by the resumption of authority by the United States representative, Gov. Taft. The prices of cane sugars have been retained fairly firm at 4 1-16 duty paid New York for 96 degrees centrifugals, and there were buyers yesterday at 4c., but no sellers. For the immediate future the statistical position of cane favors the attitude of sellers and it does not appear likely that we shall see any marked decline. Combined stocks in United States and Cuba are about 125,000 tons less than at the corresponding period last year and for weeks past the United States consumption has been about 20,000 tons per week in excess of receipts, which of course has meant a shrinkage in stocks at the four ports to that extent. It looks as if the upward movement of raw sugar were checked for the moment, as American refiners' recent heavy purchase of both beet and cane sugars will be coming to hand, which will tend to make them indifferent to offers, while on the other hand there appears no necessity of forcing sales with stocks of cane sugars so abnormally low and with new crops still some distance off.

Willett & Gray say the new Cuban crop must be late and the amount will be considerably reduced from last year's, and continue: "Just how much, whether great or small, remains to be seen as circumstances develop from week to week. Under these conditions, and with the latest reports from the beet sugar crops of Europe, which will be considerably less than last year, it is quite evident that raw sugar is on a comparatively low basis. This is as much as we can say at this time regarding the sugar situation, and it seems extremely advisable to keep in close touch with the changing conditions from day to day."

A recent cable from Europe indicates weather favorable for the growing crop of beet with saccarine substance poorer than last year. The immediate future of the market seems shrouded in uncertainty. There are no special indications either way and it is expected that prices of refined will be firmly maintained.

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28
Bright yellow	4 33
No. 3 yellow	4 33
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 [illegible]
Bright	0 38 0 42
Corn syrup, bbl., per lb.	0 02½
" ½-bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 40
" 2 gal. " "	1 00
" 2-lb. tins (in 2 doz. case) per case	1 95
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEA—Prices are considerably stronger. A broker stated yesterday that teas had sold at auction in London for a penny more than they had recently been offered c.i.f. in Toronto. Ceylons continue to improve in quality and the tone of the market is stronger. Common tea has not in ten years been as low in London at this season of the year as it was last month. This was partly due to very heavy receipts of Indians.

COFFEE—Brazil's valorization scheme has been financed to the extent of $20,000,000 and the Government of the southern republic will buy 2,000,000 bags and hold them a year. It is also asserted that the next crop will be small because the flowering of the trees has been greatly interfered with by a long drought. Besides, stocks in Europe and America are said to be greatly depleted and in the speculative market there is a very heavy short interest. All these things tend to higher prices.

DRIED FRUITS—New crop Valencias arrived in the city Wednesday and Warren Bros. lay claim to the credit for shipping them out first. There has been a further advance of 5s. in Spain. The week has seen also an advance of 4s. to 5s. in Sultanas on the primary market. That crop, too, is very short. Currants turned back a little this week, but the price locally is unaffected. New peels are now quoted.

Prunes, Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 05½	60-70s, 50-lb boxes	0 06½
80-90s "	0 05⅝	50-60s "	0 06½
70-80s "	0 05⅞	40-50s 25-lb "	0 08
		30-40s "	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 10 0 11½	Citron	0 20 0 22
Orange	0 11½ 0 12		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 04 0 04½		
Peaches—			
Californian evaporated,			
Pears—			
Californian evaporated, per lb			
Currants—			
Fine Filiatras	0 06½ 0 07½	Vostizzas	0 07½ 0 09½
Patras	0 07½ 0 08		

Uncleaned, ½c less.

Raisins—	
Sultana	0 09 0 12
" Fancy	0 10 0 14
" Extra fancy	0 15 0 16
Valencias, selected	0 09½ 0 10
Seeded, 1-lb packets, fancy	0 09½ 0 10½
" 16 oz. packets, choice	0 08½ 0 09
" 12 oz. " "	0 07½ 0 08
Dates—	
Hallowees Fards choicest	
Sairs " choice	
Domestic evaporated apples	

NUTS—Quotations are unchanged.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 31 0 32
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 09½ 0 10½
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—The market is steady with unchanged prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Tapioca maintains its strong position in the world's markets. Purchases made some time ago for June, July and August shipment are now coming to hand and will relieve the stringency to some extent, but there appears no tendency to shade prices as the consumption of the article has not diminished to any serious extent, and in New York, where there have been fair arrivals from Singapore, the article appears to go into consumption about as fast as it arrives, and those who are best informed in that market look for a continuance of the present level of prices.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

HIDES AND WOOL—The only variation is a reduction of a cent for washed wool.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 13
" " No. 1, country	0 12
Lamb skins and pelts	0 75
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb.	0 05 0 05½
Pulled wools, super, per lb.	0 25
" " extra "	0 27
Wool, unwashed fleece	0 16
" washed fleece	0 26

SEEDS—The situation is unchanged from last week. The market remains very quiet owing to the fact that there is no export demand. Prices here are about 50c. higher than in United States and Germany and they must come down that much if an export trade is to be done. That will depend on the quantity of the crop, which is as yet unknown. Quotations per bushel for Alsike clover are: Fancy, $6.50; No. 1, $6; No. 2, $5.75; No. 3, $4.35 to $4.65. Very little red clover is moving yet and the market is hardly established. The same is true of timothy. Prices will be quoted next week.

John Sloan, head of the firm of John Sloan & Co., Toronto, is confined to his home through illness.

NOVA SCOTIANS GOING WEST

Halifax Grocers Have the Fever—Dominion Exhibition at the Gateway to the Atlantic—Markets are Steady and Prices Firm.

Halifax, N.S., October 2.

The retail grocery business in this city during the past week was quite brisk, being caused by the large influx of visitors to the exhibition. It is estimated that fully fifteen thousand people came to the city to take in the fair, and the butcher, the baker, the grocer and the milkman reaped the benefit, as all these people remained in the city for a day or two and all had to be fed.

There is nothing at all doing at outside points, and very few orders are being received at present. Many of the travelers are now off the road, and are in the city meeting their customers who are visiting the fair. Prices are unchanged. The market throughout is steady and no immediate changes are looked for.

BEEF AND POULTRY—Poultry is coming in more freely, but the price for good stock is very high. Chickens are quoted at 90c. and $1, and turkeys at 22c. per pound. Ducks are worth from $1 to $1.25. These prices are considered to be excessively high. Beef per quarter is quoted at 8c. to 8½c. and pork 9c.

BUTTER—The price of butter here is very high, and there is a good demand for first-class stock. Dealers say that there is no profit in handling butter at the present high prices. Prints sold at the factories for 25c. are quoted at 26c., so that it will be seen that their margin of profit is very small. Small tubs are very scarce, in fact the receipts of all butter are very light. Creamery prints are quoted at 26c., and dairy tubs from 23c. to 25c. The margin of profit to the jobber is very small even at these prices as the factories are asking 25c. for creamery prints. Cheese is firm at 13c. and an early advance is looked for. The receipts of eggs are very limited just at present, Nova Scotia being quoted at 22c. and Prince Edward Island at 20c. The quality of the latter is improving.

* * *

Several Halifax grocers are preparing to leave for the west. Alderman W. H. Cawsey, with his family and brother, Dr. Howard Cawsey, a veterinary surgeon, will leave Halifax shortly. The alderman, who is president of the Halifax Grocers' Guild, conducts quite a large grocery and provision business at the north end of the city, and appeared to be prosperous, but he has decided to try his luck in a new field. The alderman is going out west to locate first, and will then return for his family.

* * *

J. L. Archibald has already disposed of his grocery business to Frederick Clarke, and with his family will leave this month for Saskatoon, where with his son he intends to engage in the real estate business.

* * *

Frank Dwyer and his brother, of the staff of John Tobin, wholesale grocers, are also going west, and will probably engage in ranching. They are brothers of Michael Dwyer, owner of the business of John Tobin & Co., which firm is one of the largest and most prosperous in the province.

PROVISION SITUATION.

The provision situation is an interesting one just now. Some of the packers say there is an actual scarcity of hog products for both domestic and export trade. This is the time of year when stocks are usually lowest. The packers expect a decline in prices and get ready for it. The abnormal shortage of hogs for months has left stocks even smaller than usual and it is asserted, too, that the domestic demand is holding up remarkably well. This is probably due to the high prices of other food products. The needs of the lumber trade and the approaching close of navigation also create a demand which, probably owing to the contracted supplies of hogs, the packers are not very well prepared to meet.

Hogs that go to the factories next week destined for export will appear on the English market about the 1st of December, the opening of the holiday trade when people turn from staples to what might be termed holiday goods. This is always an anxious time for the packer. Prices in Great Britain have been on an even keel for some weeks but it is a losing level for the Canadian packer. If a decided decline comes with the holiday season the export business will be very emphatically unprofitable. Usually the situation is met by turning more hogs to the domestic trade and putting the product in pickle for future use.

NEW LINE OF CODFISH.

Harry T. Graham has been in Toronto this week introducing a new line of boneless and shredded codfish put up by the Halifax Fish Co., a new company in the Atlantic capital. They appear to have grasped success at the start, for their product was awarded the gold medal at the recent Dominion Exhibition, when their plant had been in operation only three weeks.

They put up in one, two and three-lb. wooden boxes with sliding covers, and present it upon its quality and the hygenic advantages of such a package. The increase in the consumption of deep sea fish has been a marked feature of the Ontario trade in the last few years.

Anderson, Powis & Co. will be the Toronto selling agents for the company.

BIG GROCERY WAREHOUSE.

Kelly, Douglas & Co., wholesale grocers, Vancouver, B.C., have just put into their new stores a carload of Cow Brand soda. The sale for this well advertised and selling brand of baking soda is bounding upward and onward not only in Eastern Canada but as far as the Pacific ports. Kelly, Douglas & Co. have lately completed their new warehouse and those who know say that it is the largest wholesale grocery building in Canada. The dimensions are 125 feet frontage by 120 feet depth with nine floors and basement—certainly an indication that things "do be movin'" out west.

TO INVESTIGATE SUGAR TRUST.

Methods Adopted to Keep Big Refining Plant Idle.

In Philadelphia there is a great sugar refinery, said to be one of the finest of its kind in existence, and it has never turned a wheel. It was erected by the Pennsylvania Sugar Refinery Co. some years ago. Geo. H. Earle, receiver of the Real Estate Trust Co., of Philadelphia, has made charges against the sugar trust in regard to the methods by which it has kept this big refinery closed. The trust secured 51 per cent. of the stock. President Roosevelt has placed the evidence in the hands of U. S. Attorney-General Moody and instructed him to investigate.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 4, 1906.)

Foreign dried fruits continue to advance and all items in the list are held firmly at prices quoted. New prices in canned apples, pears and plums are quoted below. General business continues very active.

CANNED GOODS—New prices have been announced for canned apples, pears and peaches and the revised quotations are given below. We quote:

	Group No. 1	Group No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80
Goodwillie's Goods.		
Strawberries, per case		3 10
Red raspberries, per case		2 [illegible]
Red cherries, "		2 60
Red currants "		2 60
Black currants "		2 60
Lawtonberries "		2 60
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 [illegible]
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 [illegible]

Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 50
(Prices are for delivery in October-November.)	
Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey	3 30
" duck "	3 30
Corned beef " 2's	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 50
" 2-lb. " "	2 65

SUGAR—

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 90
" " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 85
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES—A new syrup put up by the Edwardsburg Starch Co. and known as Beaver Brand maple flavor syrup, is quoted below. It is put up in the same style and size of tins as the Crown brand. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 6½
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Rios continue very firm in price. We quote.

Whole green Rio, per lb	0 11½ 0 12
" roasted " per lb	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 [illegible]

MINCE MEAT—There is a good demand for Christmas trade, and prices are as follows:

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs, per doz	1 05

FOREIGN DRIED FRUITS—Advances will be noted in Sultana raisins and in currants. All items in the list are held firmly at prices quoted in expectation of further advances. We quote:

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10

"LION"
BRAND
TRADE MARK
PUTZ TRIPLE EXTRACT
Metal Polish
LIQUID AND PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Put up in liquid and paste form. Has a ready sale

Exceptional terms to retail grocers. Send us a postal.

SOMETHING THAT WILL GIVE YOU LARGE PROFITS

English Embrocation Co.
MONTREAL, QUE

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by
THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb	0 08½
" " " 3 "	0 09
" " " 4 "	0 09½
" " choice seeded in ¼-lb packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 08
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filfatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08
Hallowee dates, new per lb	0 05½
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

NUTS— Shelled almonds have been again advanced. We quote:

Almonds, per lb	0 15
" (shelled), per lb	0 33
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

HONEY— Honey is scarce this Fall and the price is now 15 1-2c. to 16c. per lb. in 5 and 10 pound tins.

Clover honey 1-lb glass, 2 doz. in case, per doz	2 00
" " 5-lb tins, 1 doz. in case, per tin	0 50
" " 10-lb tins, 3 in case, per tin	1 00
" " 60-lb tins, per lb	0 07
Fancy comb honey, 2 doz. to the case, per doz	2 50
" " " per case	4 75
New honey, 5-lb. tins, 1 doz. in case, per case	6 75
" 10-lb. tins, 6 in case, per case	6 40
" 60-lb. tins, per lb	0 10

BUCKWHEAT—Quoted asbefore at $1.70 per half sack.

RICE, TAPIOCA AND SAGO.—

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

BEANS— White beans, hand picked, are quoted at $2.05 per bushel, the 3-lb. picked at $1.80 and the 5-lb. picked at $1.75.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

A GENTLEMAN with considerable experience in manufacturing business and manufacturers' agencies, and possessing a good connection among the grocers, druggists and confectioners of Montreal, desires to obtain the Montreal agency for one or more firms selling to the above-mentioned class of trade. A1 references as to character and ability. Address at once "Nagroch" care of CANADIAN GROCER, Montreal Office.

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

POSITION WANTED.

GROCERIES, PROVISIONS—Foreign and Colonial—Patent medicines, wines and spirits. Englishman, having had seventeen years' first-class experience, wants position as traveler, manager, or head counterman. Age 32. Good address. Good references. Distance no object. Thomas Lee, Queen's Hotel, Vegreville, Alberta. [41]

SITUATIONS VACANT.

WANTED—Broom and whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 124, CANADIAN GROCER, Toronto.

FOR
SAUER - KRAUT
AND
Pickles in Brine
Write TAYLOR & PRINGLE CO., Ltd.,
Owen Sound, Ont.

HIGHEST PROFITS ABSOLUTELY SURE
WANTED—Agents for the sale of a first-class Food Preparation, highly recommended by authorities.
FOR PARTICULARS ADDRESS
O.F. 1170. care Orell Fussli Publicity, Zurich (Switzerland.)

COLD STANDARD
BAKING POWDER
IS
"GUARANTEED THE BEST"

IF YOU SELL IT YOU ARE GIVING YOUR CUSTOMERS THE HIGHEST VALUE POSSIBLE, AND YOU ARE ENJOYING A GOOD, SURE, SAFE PROFIT. THE QUALITY IS ALWAYS THE SAME. "GUARANTEED THE BEST."

THE QUESTION IS

?

ARE YOU SELLING IT? IF NOT, BETTER WRITE US ABOUT IT.

The Codville-Georgeson Co.
Limited
WINNIPEG and BRANDON
MANITOBA

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FULL DELIVERY GUARANTEED

We know that there is a shortage in the production of several of the following lines, but we are prepared to book orders and deliver ***IN FULL*** any quantity we sell.

We can quote and deliver any of the following brands:

Tomatoes — Auto, Aylmer, Boulby, Boulter, Delhi, Fleur de Lys, Kent, Little Chief, Log Cabin, Lakeport, Quebec, Simcoe, Thistle, Victoria.

Corn — Auto, Aylmer, Boulter, Delhi, Little Chief, Log Cabin, Lakeport, Simcoe, Thistle.

Corn on Cob — Simcoe and Log Cabin.

Peas — Aylmer, Boulter, Delhi, Lakeport, Log Cabin, Simcoe and Thistle.

All Grades, Extra Sifted, Early June, Marrowfat.

Beans — Baked Beans, Log Cabin, Little Chief and Clark's. 1-lb. and 3-lb. cans.

Refugee Beans, Wax Beans, Kidney Beans.

SUCCOTASH, ASPARAGUS, SPINACH, PUMPKINS.

FRUITS OF ALL KINDS

Apples — 3-lb. and Gallon Cans of Boulter, Log Cabin and Simcoe brands.

Blueberries — Eagle and Daisy brands.

CHERRIES, DAMSON PLUMS, GREENGAGES, GOOSEBERRIES, LOMBARD PLUMS, PEACHES, PEARS, PINEAPPLES, RASPBERRIES, STRAWBERRIES, Etc.

NOTHING BUT THE BEST-KNOWN AND POPULAR BRANDS

Next week we shall publish a list of some other goods which have been bought in proper time.

Meanwhile, enquire about our prices on Dried Fruits of every description. We have bought before the prices advanced, and we can quote surprisingly low figures in every line.

We can give extra values in Teas, Coffees, etc. Our Victoria Brand Japan Tea is still a leader.

TRY A SAMPLE PARCEL

LAPORTE, MARTIN & CIE, LTEE.

WHOLESALE GROCERS, MONTREAL

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

The present cheese situation is a paradox. There is a general report of a large shrinkage in milk, yet the receipts of cheese have been actually increasing lately. The demand from Great Britain is very light, but shipments are very heavy and prices, which were said to be declining a few days ago, are actually a fraction higher.

Late cable advices report a considerable increase in stocks in Great Britain, especially in London, yet, as will be seen from figures given below, the shipments have been unusually large for last week, the only solution to be found for this seems to be that September cheese were largely sold "short" and these contracts must now be filled.

Undoubtedly these contracts were made at lower prices than current cost. The shippers will therefore lose money and the importers in Great Britain, getting reasonably cheap goods, are selling them below present c.i.f. quotations, which makes a very awkward market for the legitimate order trade to work on.

Recent country markets have fully demonstrated the fact that it is impossible to break prices. There is a demand for the goods, somebody has to buy, and under the keen competition prices are kept up to a high level.

Before going any further in this argument we will give the latest statistical figures as follows, viz :

Receipts in Montreal last week were 96,361 boxes of cheese and 20,609 packages of butter, against 84,380 boxes of cheese and 21,037 packages of butter for the same week of last year, or a total since May 1 of 1,802,503 boxes of cheese and 521,296 packages of butter, as compared with 1,744,986 boxes of cheese and 635,134 packages of butter for the corresponding period of last year.

Our exports were last week 119,678 boxes of cheese and 23,626 packages of butter, against 93,122 boxes of cheese and 29,016 packages of butter for the same week of last year, or a total since May 1 of 1,681,402 boxes of cheese and 326,930 packages of butter, as compared with 1,525,116 boxes of cheese and 489,481 packages of butter for the corresponding period of last year.

Receipts of cheese show an increase over last year of 57,517 boxes and the shipments show an increase of 156,286 boxes, leaving the stocks in Montreal 98,769 boxes less than at the same time last year ; in butter we find a decrease in receipts of 113,838 packages and a decrease in shipments of 162,551 packages, which would naturally mean an increase in our stocks in Montreal of 48,713 packages.

We have pointed out before that our Board of Trade figures for receipts are, or have been, notoriously incorrect. Strong efforts by the members of the Montreal Produce Merchants' Association have been made to get these figures more accurate and it is believed that this year's receipts are more correct than in previous years.

If this be really so, we may safely say that our stocks of cheese in Montreal are fully 125,000 boxes less than last year. Against this we have the higher prices and larger visible stocks in British markets, which makes it extremely doubtful whether it will pay to carry cheese at present prices into next Winter, when carrying charges are taken into due consideration.

During the Winter months the markets in Great Britain are largely influenced by Australian and New Zealand supplies, but, after all, the situation seems safe, as the English make has also been diminished by hot and dry weather conditions this year, and there is reported to be a large demand for milk, which will undoubtedly further affect the production of cheese.

In spite of the apparent increase in the stocks of butter in Montreal of 48,713 packages, there seems to be very little cold-stored creamery on our market. Whether this be due to an increased local consumption or not, is difficult to say, but it seems probable that more western dairy butter was brought in this year, and it is possible that the accumulation of butter is more in this class than in creamery. At any rate, prices for finest creamery butter show an advancing tendency.

OUR LONDON LETTER.

September 22, 1906.

During the past few days there has been a very fair amount of activity on the London cheese market, the demand being in no way hindered by the high prices ruling. In fact, there is a feeling prevalent that prices must go yet higher and consequently there is some eagerness to purchase in advance. This being the case, sellers are naturally assuming a firm attitude, and are showing no signs of selling easy ; c.i.f. prices are so high, however, that transactions do not leave a very large margin of profit for them, and with the great chances of Canadian sellers insisting upon yet higher prices one must expect to see some stiff bargaining later on. Cable quotations to-day stand at from 63s. 6d. to 66s. c.i.f., at which prices fair business has passed. Spot prices stand at 62s. and 63s. for finest white and colored, with 60s. and 61s. for secondary grades. September make realizes about 2s. more, while for the October make sellers are demanding as much as 68s. If retailers are going to make any money at all on cheese, they will have to put a penny or so more upon the pound. There is no reason why this should not be done, for consumers could easily stand an increase of this sort. With the continued fear of tinned meats, they have not hesitated to respond to the high prices prevailing, and retailers have experienced quite an awakening in their cheese department at most unexpected moments. The coloring of Canadian cheese, however, is not uniformly satisfactory, and this matter should be more carefully attended to. Many men in the trade here would like to have a little deeper insight into the methods of coloring employed by the cheese factories in Canada.

The market for butter is firm all round, and sellers have the upper hand all the time. The Copenhagen official quotation has been advanced a further 2 kroner, making a total of 108 kroner at present. The demand for Canadian butter has been very good, and prices are ranging high. This in spite of the fact that quality could be better by a good deal in many cases. That trouble, which has now continued for several seasons, of splinters in the boxes is still noticeable. Often, when Canadian butter is being examined, numerous particles of wood are found embedded in the butter, and good money has often been lost to sellers through this.

Very small quantities of Canadian bacon are on sale, but such as there are move well at prices ranging from 65 to 60 shillings.

BACON HOG IN QUEBEC.

What is Being Done to Increase it—Auctions—How it Pays.

The hog rearing industry has made rapid strides in the Province of Quebec during the past year. Not only are brood sows being kept in constantly increasing numbers, but these are being largely confined to the class of stock suitable for the production of export bacon. The series of fall fairs which is nearing completion has given strong evidence of this tendency, inasmuch as the exhibits of Yorkshires and Tamworths far exceed all other breeds, and where Chester Whites were shown they were almost invariably of the lengthy, smooth-shouldered, deep-sided kind.

The campaign in the interest of the bacon hog that has been carried on through farmers' institutes and other meetings conducted by the Department of Agriculture at Ottawa during the year, together with the distribution of improved swine of the bacon breeds at auction sales last Spring, have all tended to stir up the farmers to the possibilities of the industry. The high price of hogs that has prevailed during the season has further encouraged an increased production, while the bonus paid by the packers for animals of superior bacon type has created a lively demand for the foundation stock of the long, smooth-shouldered, thrifty class. In

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
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order to assist farmers of the province in getting brood sows and boars of desirable quality at reasonable cost, a generous distribution of Yorkshires and Tamworths has been arranged to take place within the province at an early date. To this end, auction sales will be held at Ormstown, Farnham, Waterloo and St. Jerome, on Monday, Tuesday, Wednesday and Friday, respectively, of the week commencing October 15. This undertaking is being carried out by the Department of Agriculture at Ottawa, assisted by the Department of Agriculture at Quebec and pork packing companies of Montreal.

It might be pointed out that the bacon hog is the more profitable, not alone because it is more valuable on the market, but also because it is more cheaply raised. It has been demonstrated over and over again that the sows of the lengthy fleshy class are the most prolific and best milking mothers and that their offspring are economically reared. Large litters are the rule, and with fair treatment a majority of the offspring are raised. Apart from all this, the system of rearing bacon hogs, that of pasturing, soiling and liberal exercise, affords a maximum of thrift and therefore of economical gains.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—A fair jobbing trade is being done at unchanged prices. Hams and bacon are moving out fairly well, while the demand for lard, both pure and compound, has been good.

Lard, pure tierces	0 11½	0 12
" 56-lb. tubs	0 11½	0 11
" 20-lb. pails, wood (10½)	0 11½	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12
" " 5-lb. "		0 12½
" " 3-lb. "		0 12½
Lard, Boar's Head brand, tierces, per lb.		0 09
" " ½-bbl., per lb.		0 09½
" " tubs		0 09½
Cases, 20 3-lb. tins, per lb.		0 10
" 12 5-lb. tins "		0 09½
" 6 10-lb. tins "		0 09½
20-lb. wood pails, each		1 90
20-lb. tin pails, each		1 80
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 15½
Hams	0 14½	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—In butter the market is again firmer, with higher prices paid at country points. Export demand has not been very brisk, but stocks are not heavy, and buyers among the home trade are making purchases more freely. This is the strong feature of the situation, and may be the cause of higher prices this month, since it will be necessary for the local trade to stock for the Winter. For the balance of the season, prices are more likely to be higher than lower.

Choicest creamery, salt	0 23¾	0 24
Medium creamery		0 23½
Western dairy	0 19½	0 20

CHEESE—Cheese is quiet after the heavy buying of two weeks ago. Demand from the Old Country is slow, buyers not caring to make any offers at the present high prices. The general opinion is that prices for September make will show little alteration, but as the season progresses and the quality deteriorates, prices should become a little easier. Stocks are not excessive, and all obtainable is sure to be wanted before the new make arrives next Spring. Shipments last week were very heavy, which may, to a certain extent account for the lack of inquiries from the other side this week.

Ontarios	0 13½	0 13½
Townships	0 13	0 13½
Quebecs	0 12½	0 13

EGGS—Eggs are higher this week, and receipts are lighter, which may account for the better figures. Selects bring as much as 22c., while No. 1's are sold from 18c. to 19c., more changing hands at the latter price than at the former. Straight gathered stock is offered at 18 1-2c. The present weather is favorable to holding the eggs in the country, and it is thought that perhaps this is what is being done. It is not thought that the coming week will see a very large increase in arrivals, but the opinion of the trade is that supplies will be better within the next couple of weeks.

HONEY—Honey continues very scarce and prices are inclined to advance. White clover, tins, is quoted 11c. this week.

White clover comb honey	0 15
White clover, extracted tins	0 11
Buckwheat	0 08½

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.

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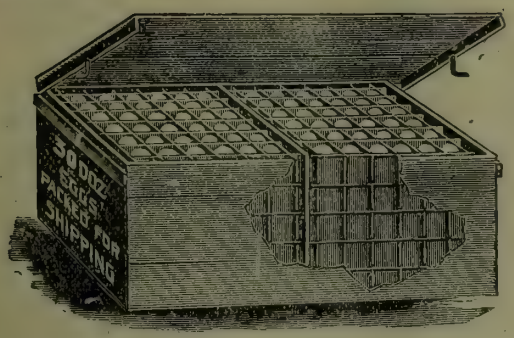

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Purest material—prepared with scrupulous care and cleanliness

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REINDEER CONDENSED MILK
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Oval Wood Dishes

Clean, Strong and Inexpensive

FOR

BUTTER, LARD, MINCEMEAT, PICKLES, and a dozen other Grocery Lines.

Make a clean, neat package. Never leak; never go to pieces.

Your customers will congratulate you on them.

18,000 now ready for shipment. We can fill all orders promptly just now.

Write or wire for prices. You will find them reasonable.

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces
W. S. CLAWSON & CO.
11-12 South Wharf St., ST. JOHN, N.B.

TORONTO.

PROVISIONS—Quotations are almost unchanged this week. Demand is reported to continue good and there is as yet no increase in the supply of hogs to warrant a decline.

Long clear bacon, per lb	0 12½	0 1.¾
Smoked breakfast bacon, per lb	....	0 16
Roll bacon, per lb	0 12½	....
Small hams, per lb	0 15½	0 16
Medium hams, per lb	0 15½	0 16
Large hams per lb	0 14	0 15
Shoulder hams, per lb	....	0 11½
Backs, plain, per lb	....	0 17
" pea meal	0 17	0 18
Heavy mess pork, per bbl	22 00	22 50
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 11½	0 11¾
" tubs "	....	0 11¾
" pails "	0 11½	0 12
" compounds, per lb	....	0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 00	....
" front quarters	3 00	5 00
" choice carcases	6 50	7 00
" common	5 00	5 50
Mutton	0 07½	0 08½
Lamb	0 10½	0 11½
Hogs, street lots	9 00	9 25
Veal	0 07	0 10

BUTTER—The market remains pretty much unchanged. The level is still about 25c. ; 26c. is got for the very finest, but 24c. will not bring a very desirable quality. Quality, generally, is said to be improving, but receipts are light. Farmers have not been storing it, nor have the merchants ; much milk is going into cheese and help is scarce.

	Per lb.	
Creamery prints	0 25	0 26
" solids, fresh	0 23	0 23½
Dairy prints, choice	0 21	0 23
" tubs, choice	0 20	0 21
Baker's butter	0 17	0 18

EGGS—A firmer tone prevails and 19c. is asked for choice stock. Shrinkage is still pretty heavy. Receipts are slightly lighter and the demand is improving.

Eggs (new laid)	0 18	0 19
" bakers'	0 15	0 16

CHEESE—Quotations here are unchanged.

	Per lb.	
Cheese, large		0 13½
" " twins	0 13½	0 14

FOWL—Receipts are fair and the demand continues to improve. Live weight quotations are :

Old fowl	....	0 07
Ducks	0 08	0 09
Young chickens	....	0 09

HONEY—The market is firm at present prices but an advance is not looked for.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins	....	0 11
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	....	0 08
" " in comb, per doz	....	1 50

WINNIPEG MARKETS.

BUTTER—Creamery is quoted again as last week:

Finest fresh creamery, in 56-lb. boxes	....	0 22
" " in 28-lb. boxes	....	0 22
" " in 14-lb. boxes	....	0 22
" " in 1-lb. bricks (eastern)	....	0 26
" " " " (western)	....	0 24

CHEESE—

Finest Ontario, large	....	0 14½
" Manitoba, large	....	0 13¾
" " twins	....	0 13¾
" " small	....	0 14

LARD—

Tierce basis, per lb.	....	0 12
Small packages take the following advance:		
50-lb. tin cans, per lb.	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	....	0 00½
10-lb. " in 60-lb. "	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb. net white wood pails, per lb.	....	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	....	0 18
Bacon, " " " "	....	0 22½
Backs, " " " "	....	0 18½
Hams, light, 10 to 12 average	....	0 17½
" medium, 14 to 16 average	....	0 17
" heavy, 20 to 30 for slicing	....	0 15½
" heavy, skinned 2 to 30 for slicing	....	0 17
Picnic hams light, choice, 6 to 8	....	0 13½
Shoulders light, choice	....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	....	18½
" " clear bellies 12 to 14	....	17
Clear backs, b bacon light	....	18
" b bacon 12 to 14	....	17½
Spiced rolls, long if in stock	....	0 13
" short	....	0 13
Dried beef ham, sets	....	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 13½
" " " smoked	....	0 14½
" " " boneless backs	....	0 13½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	....	24 00
" " " per ½ bbl	....	12 00
Standard mess pork, per bbl	....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb	....	....	0 04
" hocks, " "	....	....	0 05

EGGS—Produce houses are paying 18c per dozen f.o.b. country stations.

ST. JOHN, N.B.

PROVISIONS—There is a fair business in barrel pork ; clear rather easier ; mess unchanged ; domestic sold. Beef firmer. American quoted rather below Canadian. In pure lard prices remain firm at full figures. Refined compound is freely sold. Prices rather higher. Fresh beef rather dull. Domestic offered is poor. Lamb is lower in the market than in the country. Mutton dull. Veal not in demand. Pork more freely offered.

Mess pork, per bbl	$23 00	$23 50
Clear pork, "	19 50	22 00
Plate beef, "	13 00	14 00
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05	0 06½
Veal, "	0 07	0 08
Lamb, "	0 08	0 09
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12½	0 12½
" " pails, "	0 12½	0 13
Refined lard, tubs	0 09½	0 10
" " pails	0 10	0 10½

BUTTER—Prices continue to advance. Stocks are very light. There is a good demand.

Creamery butter	0 25	0 26
Best dairy butter	0 22	0 25
Good dairy tubs	0 21	0 22

EGGS—Prices while held at quite full figures are unchanged. Sales hardly as active.

Eggs, strictly fresh	0 25	0 30
" fresh	0 18	0 20

CHEESE—Stocks are small. Twins are demanded for local business. Prices firm and rather higher.

Cheese, per lb.	0 14	0 14½

N. B. MARKETS.

St. John, N.B, Oct. 1, 1906.

St. John merchants enter the last quarter of the present year with feelings of confidence; business in general has been good and the outlook is for a large Fall trade. Markets are firm; in many cases prices rule quite high, in some lines, particularly raisins and currants, the advance during the past few weeks having been very marked. Great interest is taken in Winter port matters. With the new, big Canadian Pacific steamers coming this season a larger business than ever is expected.

Rice is firmly held. Patna. of which the quantity used is small, but growing slowly, is rather higher.

In spice, which is an interesting line at this season, there are few changes. Pepper is fairly low; ginger and cloves are high: nutmegs are still chea . pimento and cassia firm; cream of tartar continues rather below the average price.

OIL— This is the busy season; not only is the consumptive demand growing, but shipments to outside points are being hurried forward, before the close of navigation. Paint oils are quiet. There is a steady sale for lubricating oils. Cod oil continues to come in quite freely, there is no change in price.

SALT—In Liverpool coarse salt here is a fair steady sale at even prices. Fair stocks are held. Fine salt in rather less demand.

GREEN FRUITS—Dealers are very busy. Apples have but a fair sale. Prices quite low. In early apples, New Brunswick stock freely offered (soft fruit). Oranges rather easier, but still high. Lemons very firmly held, but, with new fruit arriving shortly, lower prices expected. Ontario grapes are now being largely received. Prices rather lower. There are very few plums. Cape Cod cranberries, which are again on the market, are at about usual prices for this season. Bananas unchanged.

CANNED GOODS— With new corn and tomatoes quoted higher than usual, and pears well above last year market may be called very firm. Peaches and pears unchanged. Strawberries and apples firm at full figures. Salmon are firm. Meats have shown a small advance; sales not large.

OYSTERS—Oysters are scarce and higher. In domestic fish, market is largely unchanged. Finnan haddies and kippered herring in good supply. Sardines but a fair pack.

DRIED FRUIT—This is the line of interest. In California prunes our people bought quite freely. Market firm and prices higher. Large and small prunes both at a premium. Prices not yet up to the opening figures, but getting there. In California raisins our trade bought fair quantities, particularly seeded. There has been a continued and lately a sharp advance. Market tending higher. A few new Valencias due; prices will be high; very few, for later have been bought. No Malaga loose bought this year. In layers, a good business was done. Prices now higher. Shelled almonds will be high. Currants have shown a marked advance, spot and new goods. Peels are higher, particularly citron. Figs and dates, firm. New evaporated apples shortly expected; prices for latter are a little lower; values unchanged. In onions, while Valencias are offered, Canadian chiefly sold; while reports favor higher prices. sales are still made at low figures.

SUGAR—Market is very firm. The advance is very slow. Dealers continue to carry full stocks. Sales are good.

Small firm Vegetables, well cut, made crisp, delicious and appetizing by being pickled in our special Malt Pickling Vinegar.

We make the best bulk pickles in Canada, that is our reputation and we live up to it.

Put up in the best and most attractive packages obtainable, they will keep better, taste better and sell better than any other pickle on the market.

And they ought to be when you consider the care we take, we select the seed, supervise the planting, the cultivating and packing, the vegetables come to us straight from the fields.

When in our factory they are given the careful attention of years of experience, technical skill and the most modern methods and equipment, achieve results that are making our brands known from ocean to ocean.

Packed in 1-gal. to 10-gal. Pails

Write for Prices.

THE OZO CO., LIMITED

CEREALS AND CONFECTIONERY

Grain Prices Higher—Business Not Very Active—Flour Steady—Change in the Point of View Owing to the Lower Yield of Spring Wheat.

A grain dealer was quoted in The Canadian Grocer recently as saying that the low point of the wheat market for this season had been passed. This seems to be becoming more apparent.

"The past week has not been prolific of any important changes in prices or any especial activity either in the speculative or the spot market, but a radical change in opinion has been forced upon the trade by the very disappointing yield of Spring wheat, especially on the American side of the line, leaving the prospect of very little of this grade of wheat for export, over domestic clients, except of the macaroni grade, while Manitoba offerings have almost ceased because of the reduced estimate of that crop and by the refusal of farmers to sell more at the late low prices," says the New York Journal of Commerce. "On the other hand, Europe has sent free buying orders for both these wheats and hard Winter and has been unable, day after day, to fill more than a fraction of them, and yet exporters have played with masterly inactivity their game of holding off, though they have ceased to look for the big movement of Spring and the lower prices they were waiting for. The foreign markets have observed the same apparent indifference, and have only been slightly affected by changed conditions here, as our speculations have mostly been short and prevented our option markets from going up materially in spite of these unquestionable facts and conditions."

Flour quotations are unchanged and oat and wheat products hold the prices given last week.

MONTREAL.

GRAIN—Oats is higher this week by 1c. Peas are also higher, 77 1-2c. being asked. Corn has fluctuated more or less but the figure asked remains without change. New crop wheat is beginning to arrive and local grain merchants are centring much of their attention upon it.

No. 4 barley, store	0 51½
Rejected barley, store	0 48½
No. 2 white oats "	0 41
No. 3 white oats "	0 40
No. 4 white oats "	0 39
No. 3 yellow corn "	0 77½
No. 2 peas, basis 78 per cent. points	0 75

FLOUR—There has been an advance in flour since last report, 10c. being the extent of it. The market is firm. Trade is very good on all sides.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 00
Manitoba spring wheat patents		4 40
" strong bakers		3 90
Buckwheat flour	2 00	2 10
Five Roses		4 50

ROLLED OATS—There has been no change in the market situation since the advance which took place and was mentioned in the last minute markets last week. Prices are about steady.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 40
" 80-lb. bags		2 30
" bbls		4 90
Choice boiling peas	1 00	1 10

FEED—The demand for feed of every description continues unabated, and it is still just as difficult to obtain supplies of bran and shorts. Prices are firm.

Ontario bran	18 50	19 50
Ontario shorts	21 00	22 00
Manitoba shorts	21 50	22 00
" bran	18 00	19 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Prices are higher this week, and the situation in the market is more interesting. Farmers are not willing to let go their hay at the prices now ruling, and consequently business is quiet. Export trade is very light.

In the Old Country there is very little that is new. Latest advices from Liverpool quoted around 75s. c.i.f.

No. 1	12 00	12 50
" 2		11 50
Clover mixed	10 50	11 00
Clover, pure	10 00	10 50

TORONTO MARKETS.

GRAIN—Wheat has not varied much this week past. There has been a slight decline in Ontario wheat and a slight advance in western. Barley remains about the same and oats are somewhat higher.

(F.o.b. Georgian Bay points.		
No. 1 hard		0 81
Manitoba wheat, Northern No. 1		0 80
" " " No. 2		0 78
" " " No. 3, nominal		0 73½
Red, new " per bushel, 78 per cent. points		0 71
White, new " " " "		0 71½
Mixed, new " " " "		0 70½
Spring, nominal " " "		
Goose, "		0 65
Barley, No. 1, "		
" No. 2, "	0 48	0 50
" No. 3x, "		0 47½
" No. 3, "		0 45½
Oats, white "	0 35	0 35½
" mixed "	0 34	0 34½

FLOUR—Locally the market is unchanged with demand fair to good. Some export business is doing but not a great deal.

Pure winter wheat per bbl in sacks	4 00	4 25
85 per cent. patents " "	3 70	3 80
Straight roller " "	3 65	3 70
Blended	3 80	3 90

CEREALS—Quotations are unchanged. Prices are firm.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 25
" " " " wood	"	4 50
" " for broken lots in wood	"	4 75
" " broken lots in bags	"	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 80

ELIMINATING UNFAIR COMPETITION.

An address by Grant W. Porter before the Illinois Retail Hardware Association

I don't believe that there is a man in this whole assembly with a perfect character, or that there is any one here but who at some time or another has transgressed or selfishly usurped the rights of others to a greater or less degree. However, it is not necessary to attain perfection to conceive it. Therefore I am speaking as one aggressor to another upon this subject of unfair competition, which, if modified or eliminated, will be beneficial to us all.

No doubt there are a great variety of opinions as to just what unfair and disastrous competition is. Some of us would define as "unfair" that which others would call shrewd business tactics; and certain business methods would be alternately commended and condemned by the number of this association. But it seems to me that the meat of the whole question, stripped of its technical coloring, is motive. Motive seems to be capable of modifying or intensely changing the effect, good or bad, of any act born out of it.

Good done with a purpose is much more beneficial and effective than a favor accidentally rendered, and an act committed through an evil purpose or motive is proportionately worse in its effect than the same act unintentionally done.

My conception of fair competition is that when business is obtained in a legitimate profit through the environment, social standing or business ability of the dealer or his representative. Therefore, I would define as unfair and disastrous to all parties concerned, any aggressive competition which does not get business at a profit, and also, profit or no profit, where business is obtained by defaming the character of your neighboring dealer. We are all in business for the same purpose or motive. And that purpose is just and beneficial not only to ourselves but incidentally to the community in which we live. Because institutions are necessary to the existence and welfare of any community; and a business institution which does not show a profit is transitory and unsafe, and an unsafe institution is a menace and an infection to the community in which it exists.

Profit Necessary.

Our trade expects to pay and we are entitled to receive a legitimate profit, and unless we can show at the end of each year a satisfactory increase in our assets, we become discouraged and sad, apprehensive of conditions even worse than at present, and unfit to cope with the ordinary obstructions which baffle us at every turn and determine to a large degree our final failure or success.

Now, if we believe we are entitled to a profit, we have a right and are bound to grant and demand that our neighbor have and maintain the same privilege. If he is entitled to a profit on his merchandise, we are morally bound not to deprive him of it by selling his customers their goods at cost, and he is morally obliged to reciprocate, to the mutual benefit of both.

Business obtained by giving the profit to your customer, because of trade jealousy, puts the dealer in much the same light as the dog with a bone in his mouth looking into the stream. He drops the bone and grabs for its shadow, and when too late realizes what his jealousy has cost him.

Which is the more businesslike proposition—to work hard and give your profits away, because you want to down your competitor; or, sell your goods at a profit and let your competitor have a share of the business? To me it is an acknowledgement of defeat and inferior business ability for a dealer to give his goods away to get business. Don't sell goods with a club; use your brains. Cultivate that experience and ability which enable a man to satisfy his customer and sell his goods at a profit at the same time.

When unfair competition exists there is only one remedy for abolishing it. You

Flour from the "Wheat City"

Brandon is called the "Wheat City" because it is in the centre of the wheat growing district in Manitoba. Stands to reason that the best flour should be made here.

"Premier Hungarian"
"White Rose"
and
"Royal Patent"
} **Brands**

are made from best Manitoba Wheat and packed in 24½ and 49 lb. sacks specially for the grocery trade.

WHY NOT A TRIAL ORDER?

THE ALEXANDER MILLING CO.
BRANDON, MAN.

THE NEW PACKAGES

CANADA FLAKES

"ENGLISH"

TEN (10c.) CENTS

THE LARGEST PACKAGE
THE BEST-MADE FOOD
COUPON IN EACH PACKAGE

$2.85 PER CASE

"HOUSEHOLD"

The 25-cent package with fancy china tableware in every one.
The greatest seller. The best value.
Try a case and prove its qualities.
$5.00 single case. $4.90 in 5-case lots.

PETERBOROUGH CEREAL CO., Limited
PETERBOROUGH

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

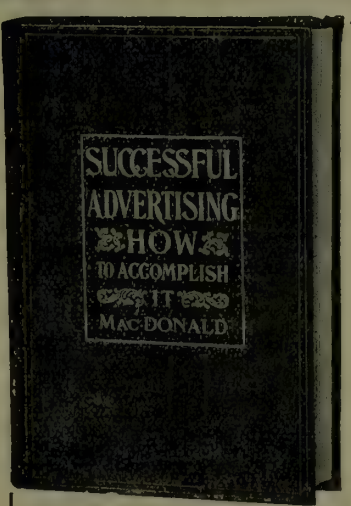
which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office:
Long Distance Phone Main 6060.

Phone in your Orders at our expense



Successful Advertising

How to Accomplish It—

by J. ANGUS MACDONALD

New York Herald:

The book will be found of the greatest utility to business men.

Profitable Advertising, Boston:

It is an authoritative work and one that will prove of incalculable benefit to the advertiser.

Printer's Ink, New York:

Mr. MacDonald searches out the inner advertising principles of each business and sets them forth clearly and briefly. His matter all through the book is distinguished for compactness and clarity, and is written in a sprightly, forceful way.

Ad. Sense, Chicago:

It is without exception the most complete encyclopedia of advertising information I ever came across.

London (Eng.) Times:

It expounds the whole philosophy of push and publicity.

Dundee (Scotland) Courier:

The book is, in short, the most sensible and practical treatise on the subject which has yet been published.

Progressive Advertising, London:

Mr. MacDonald's book should be in the hands of every advertiser, whether he is spending £50 or £500.

MACLEAN PUBLISHING CO., Ltd.
MONTREAL TORONTO WINNIPEG

GRANOSE FLAKES

are a delightfully crisp and appetizing breakfast food. They retail in large cartons at 15 cents.
Our advertising has introduced them into thousands of homes in Canada. Once tried the consumer will not do without them?

If you have not got them in stock write to

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

H. J. STEVENS,
126 Board of Trade, Montreal

Mill Feed always wanted.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

YES, ORDER THEM!

CLASSIC and DIADEM

Winter patents. Milled for pastry and biscuit purposes only.

THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

must organize the business methods and moral tendencies of dealers' increase.

Each must realize that the yoke which he has helped to place around his own neck is fastened to a load not worth the hauling. Each must be made to see that all he can do is to back up and pull his head out from behind—he never can get his body through—then leave his load in the mire, and forget about it. Pick up your original motive as a business man, the one which you so entirely forgot in your desire to inflict an injury on your fellow dealers, and carry it to the end. The rank words of hate must be uprooted and the spot sterilized by common sense and fair-mindedness.

Local Associations.

The principal benefit to be derived from our local association is the sterilized effect it has upon this rank growth. But, gentlemen, if you keep fertilizing at the same time, you can never kill it off. Don't think that because you joined the association that you are converted. Don't think that because you can grasp in friendship the hand of a dealer miles from you—a dealer whom you never knew as a competitor—that you are out of the rut. No, sir! Not until you can walk into your competitor's store across the street with a "Good morning, John," and mean it.

Mere membership in our association means nothing unless we are men enough to bury our differences. Each must make up his mind to do something and to lay upon the sacrificial altar some of his selfishness. Usually it costs a man something, in dollars and cents, or nervous energy, to do the right thing; but here is a proposition that usually pays a man in coin to be fair, and it costs him money to be unfair.

Every year millions of dollars in profits are strewn broadcast by business men because they desire to be unfair to their competitors. Are we so desirous for the enmity of our fellow-dealers that we are willing to pay for it? Are we to continue to sell goods through malice or are we going to sell for a legitimate profit?

Free Trade With a Vengeance.

The other day a customer came to my store and said to me: "Mr. Porter, I have a furnace to be repaired, out of your district, so I am going to do the work myself; But I want you to give me an order downtown, so that I can buy the repairs that I need at your price." I said, "Do you think that would be fair? What do you suppose I I would think of a dealer on the north side who would grant what you ask, to fix a furnace in my locality? Do you suppose, if I knew it, I would have the same regard for his welfare as before? I am sorry that you ask it, and I must absolutely refuse."

That would be free trade with a vengeance. If a man steals a purse from the pocket of another and gives it to a friend, does that mitigate the theft? If we deprive our competitor of his profit simply to make a sale, we are moral robbers. I have just one new thought and can embody it in three lines — the great commercial trinity:

Justice to our customer.
Justice to our competitor.
Justice to our firm.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

PURE Pot and Pearl Barley and Feed **SURE**

Pleased to Quote Prices

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

SPLIT PEAS. POT BARLEY.

WRITE FOR PRICES

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

BRANCH IN MONTREAL.

Wm. Rennie & Co., the seed men, Toronto, have opened a branch at 190 McGill street, Montreal. John G. Purvis is manager of the Montreal office, which will control the business of Quebec and the Maritime Provinces. A full line of field, garden and farm seeds will be kept in stock.

H. Bartliff, Clinton, Ont., has removed his fruit and confectionery stock to the new Johnston block, on the opposite side of Albert street.

The Harbor Commissioners' grain elevator at the foot of St. Sulpice street, Montreal, is being painted on the outside. When the work is finished the improvement will add to the neatness of the harbor front in that district.

What is Your Book-Keeper's Time Worth?

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO

Is your ledger arranged on any special system?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it?

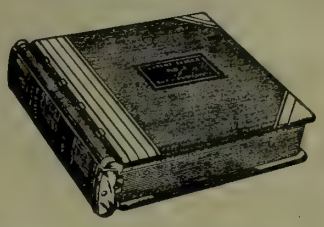
■ ■ ■ ■ ■ ■

Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us today for full particulars.



This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.

BUSINESS SYSTEMS LIMITED
85 SPADINA AVE.
TORONTO, CANADA

OVER TWO MILLION TINS OF WAGSTAFFE'S JAMS SUPPLIED TO HIS MAJESTY'S TROOPS IN SOUTH AFRICA

17 YEARS REPUTATION IN MANCHESTER, ENGLAND.

MINCE MEAT TIME

The market is flooded with unpalatable so-called mince meats. If you want a line that has the real old Christmas flavor to it, you must get

WAGSTAFFE'S FINE OLD ENGLISH MINCE MEAT

Made for the first time in Canada last season when it delighted all users. If you did not try it last season send for a trial shipment now. It surpasses anything heretofore on the Canadian market.

PUT UP IN
65-lb. tubs, 28-lb., 14-lb., 7-lb. wood pails, 2-lb., 5-lb., 7-lb. gold-lined tins, 16-oz. glass.

WAGSTAFFE, LIMITED
HAMILTON, ONT.

The fruit market is excited, you will do well to book orders at once.

Enquire of your wholesaler, if he can't supply you write us direct.

CRANBERRIES
(CAPE CODS)
SWEET POTATOES
(JERSEYS)
JAMAICA ORANGES
(NEW STOCK)
VERDELLI LEMONS
(LAST CAR)
FLORIDA ORANGES
The first of the Season, Fancy packing and well colored for first shipments.
A few boxes of Florida Grape Fruit in this Car.
These are all new arrivals and Fresh Stock.
Valencia Onions
Canadian Onions
Write for our prices.

McWILLIAM
Mc. AND E.
EVERIST

Canadian Fruits in Baskets
PEACHES PEARS GRAPES

DRIED APPLES
BRIGHT, DRY STOCK WANTED
O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Peach Season Drawing to a Close—Imported Fruit—Oysters Likely to be Higher This Season Owing to Failure of Crop in Chesapeak Bay.

The peach season is past the interesting stage, though good late varieties are still arriving. Grapes have attained their sweetness and in Ontario are coming on the market in large quantities, Niagaras, Concords and Rogers. There is reported to be a large crop, largely because growers have found the commercial advantage of spraying the vines. Prices are slightly easier than a year ago. Prices on peaches this season were a little higher than last year despite the big crop. This was probably due to the heavy demand for preserving on account of the shortage of small fruits.

The foreign fruit season is beginning. Florida oranges are added this week. Cranberries are coming pretty plentifully. These are expected to be higher as the growers have arranged their differences.

Oysters are now in fair demand. The Chesapeake Bay crop is reported a failure this year and it is expected prices will range higher this season on that account. In Chesapeake Bay natural increase is depended upon and this year it seems to have failed. An advice to White & Co. from Baltimore states that on account of the shortage 10,000 shuckers, women and boys who open the shells, will be out of employment in that city this Winter. In Long Island Sound, where the oyster beds are cultivated and harvested in rotation, the crop is satisfactory.

MONTREAL MARKETS.

GREEN FRUITS—Dealers report a slight falling off in business, but there is still good trade passing. Prices show considerable changes this week, being easier in some instances, but higher in other cases. The late fruit is now arriving in good quantities and the dealers are thus kept more or less busy. Apple shipments to the other side have commenced to be of some size and present trade augurs well for the future. Oranges are easier this week, as are also cranberries. Receipts of the latter are heavier. Lemons have been advanced.

Late Valencia oranges, per box		5 00
Dates, per lb	0 04½	0 05
Bananas, fine stalk		1 75
" jumbos		2 00
Cocoanuts, per bag of 100		3 60
Pineapples	5 00	5 50
Apples, bbl	2 50	3 00
New apples, baskets	0 20	0 40
Crab apples, per basket	0 35	0 50
New lemons	7 00	7 50
Limes, per hundred		1 50
Peaches, per box	1 75	2 00
Plums, "	1 75	2 00
Pears, per box	3 25	3 75
Canteloupes, per crate		5 00
Jamaica oranges, per bbl		5 00
Western melons	1 25	1 30
Spanish Onions, crates		2 75
" 55 lb cases		0 85
Cranberries, Cape Cod, per bbl		7 75
Jamaica grape fruit, box		6 00
Canadian plums, per basket	1 00	1 25
" pears, "	0 40	0 60
" peaches "	0 50	0 75
" grapes, per basket	0 20	0 35
Almeira grapes, per bbl	4 50	5 00

VEGETABLES—Vegetable trade is fairly good, local merchants buying more or less well. Purchases are mostly for actual need. Dealers are commencing to do a fair shipping business to local points on the river route. There are no startling changes on the list this week. Tomatoes are higher. Potatoes are commanding practically the same price as a week ago. Receipts are heavier than they have been for some little time.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Green peppers, per basket		0 50
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 50
" " per box		0 75
Turnips, bag		0 75
Water cress, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		0 75
Spinach, per bbl		2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Potatoes, per bag	0 90	1 00
Jersey sweet potatoes basket		1 50
" barrel		4 00
Georgia sweet potatoes, bbl		3 00
Beets 3 doz		0 25
Carrots, per 3 doz		0 25
" bag		0 75
Wax beans, per bag	0 50	0 60
Green beans, per bag	0 50	0 60
Corn, per doz	0 07	0 12½

FISH—The feature of the market this week is the arrival of the new oysters, which are quoted in the list of prices hereunder. Standards opened at $1.40, while selects are quoted at $1.60. Malpeques opened up at $7 to $9. In fish, fresh cod and haddock are this week more plentiful, as is also lake trout. Supplies of whitefish are limited. Fresh fish prices are rather low this week. Yarmouth and St. John bloaters are now quoted. New kippered herring and fresh cured haddies are in good supply. Dealers report a noticeable increase in orders.

Fresh haddock, express, per lb	0 04
Fresh steak cod " "	0 06
" halibut " "	0 09
Lake trout " "	0 08
Brook trout, " "	0 20
Sea trout, " "	0 09
Flounders, " "	0 08
Grass pike, " "	0 07½
Dore, per lb. " "	0 10
Mackerel, large, " "	0 10
Small sturgeon, "	0 08
Fresh frozen fish—	
B.C. salmon, per lb	0 14
Dore, per lb	0 09
Smoked fish—	
New kippered herring, per box	1 10
Yarmouth bloaters, per box	1 25
St. John bloaters, "	1 00
New haddies, in 15-lb boxes, per lb	0 07½
Smoked herring, in bundles, per box	0 12
Oysters and Lobsters—	
Standards bulk, per imp. gal	1 40
Selects, bulk, per gal	1 60
Oyster pails, pints, per 100	1 00
" " quarts, "	1 25
Prepared fish—	
Boneless cod, "Favorite," 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, large, per case	5 50
Scotch cured herring, 25 lb. kits	1 00
Salt and pickled fish—	
Labrador herring, per bbl	5 75
" " per half bbl	3 25
" " per pail	0 80
" salmon—	
" " in bbls	13 00
" " in ½ bbls	7 00
Mackerel, per pail	1 75
No. 1 green cod, in bbls, per 200	6 50
Small, " " "	5 00

TORONTO MARKETS.

GREEN FRUIT—Prices show a few seasonable variations for the week, but nothing startling. Valencia oranges are quoted within narrower limits; Jamaicas are firmer and Floridas have arrived,

opening at $3.75 a box. Lemons and limes are a shade easier. Some late peaches are arriving and prices are not much changed. Cranberries are lower than a week ago. Grapes are in ample supply. The crop is large and the quality is good.

Oranges, late Valencias, 96's, 112's, 288's	4 75	5 50
" Jamaicas, per barrel	6 00	7 00
" " box	3 25	3 50
" Florida, 150s-216s	....	3 75
Lemons, Messina, 300's, 360's, per box	6 75	8 00
Limes, per crate	....	1 25
Apples, Duchess and Astrachan, per basket	0 25	0 35
" Fall, per bbl	2 00	2 50
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 25	2 25
Red bananas per bunch	2 20	2 50
Plums, Canadian, per basket	....	1 00
" Idaho, 4 basket crates	....	1 40
Peaches, per basket	0 40	1 10
Pears, per basket	0 40	0 75
Cantaloupes, per case	....	1 00
" Rockyfords, per basket	0 60	0 65
Grapes, small baskets	0 20	0 30
" large baskets	0 40	0 50
Crabbs, per basket	0 30	0 40
Cranberries, per barrel	....	8 00
" " crate	....	2 90

VEGETABLES — Delaware potatoes are plentiful and slightly lower. Cucumbers are done. Tomatoes are higher and cauliflower quoted lower than a week ago. There is still some corn coming.

Potatoes, Delaware, per bag	0 80	0 90
Sweet potatoes, per barrel	3 25	3 50
" per basket	....	0 60
Onions, Spanish, per large case	....	2 75
" silver skins, pickling, per basket	0 75	1 00
" Canadian, per bag	0 75	1 15
Cabbage, new Canadian, per bbl	....	1 50
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 75
" " hand-picked, bush	....	1 90
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 30	0 40
Watercress, per doz. bunches	....	0 25
Egg plant, per basket	....	0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 40
Mint, per doz	0 15	0 20
Cauliflower, per doz	0 75	1 25
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Green corn, per doz	....	0 15
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	....	1 25
Spinach, per bushel	....	0 40
Parsnips, per bush	....	0 50

FISH—Quotations are unchanged and the trade though fair is nothing to boast of yet.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium, per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 08
Oysters, per gal	....	1 75
Labrador herring, per half bbl	....	3 25

ALL BEAT THE DUTCH.

The British customs took 1,875 samples of imported butter last year, the consignments coming from 14 countries, and the London Commercial Intelligence states it as remarkable that, except for one "doubtful" sample from the United States, Holland provided all the bad and doubtful shipments. All the adulterated consignments, 71 in number, were of Dutch origin, and the commissioners expressed a regret that the penalties imposed in the prosecutions which followed were on several occasions insignificant

APPLES APPLES

We have a few thousand barrels Winter apples to offer for delivery shortly. **Packed by our own men and guaranteed up to Government Standard. Close prices in car load lots.**

FLORIDA ORANGES

First car of season has arrived, fruit fine and juicy.
Your Order Solicited.

WHITE & CO., LIMITED
TORONTO
Branch at HAMILTON

ST. NIKLUS EXSEL (Teddy)

Roosevelt may change the spelling of "St Nicholas" but Tracuzzi will see that the quality of the lemons is right·

W. B. STRINGER & CO., Sole Agents - Toronto

For prudential reasons we have decided to discontinue the handling of Fruits and Vegetables in connection with this business, and we purpose taking the initiative in everything that makes a **FISH BUSINESS** thoroughly up-to-date. This organization includes the best experience to be had and we claim preeminence in every detail of Fresh, Frozen, Smoked and Salt Fish.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders — WHOLESALE FISH MERCHANTS, TORONTO — *76 Colborne St 33 Church St.*

JAMAICA ORANGES (Barrels or Boxes)

Your consignments of Poultry, dead or alive, and Farm Produce solicited.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

SEASONABLE GOODS — FANCY — *CAPE COD CRANBERRIES, JERSEY SWEET POTATOES, CALIFORNIA VALENCIA ORANGES* (The only good Orange now) *NEW LEMONS*

Also—All kinds of DOMESTIC FRUITS

Our prices always right

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.

in amount, even in cases in which the adulteration extended to large consignments of considerable value.

John Meldrum & Co., the egg merchants, Montreal, are making some alterations in their office.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Importers

7 and 9 Market Street,
HAMILTON

Send us your orders for

CANNED LOBSTERS

GOLDEN CROWN AND GOLDEN KEY Brands.

All Goods Fully Guaranteed.

Wholesale Only

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

GREAT WEST DEVELOPING.

Returning Montreal Manufacturer Speaks of Progress.

S. W. Ewing, of S. H. Ewing & Sons, and who is chairman of the Manufacturing grocers' section of the Canadian Manufacturers' Association, arrived home this week after accompanying the C.M.A. excursion as far as Winnipeg and attending the meetings held in that city. In an interview with The Grocer representative yesterday, Mr. Ewing expressed himself highly satisfied with the trip and the results of the meetings held. A lot of very important work was gone through with by the various committees and the grocers' section accomplished good work and laid out extensive plans for the future. Mr. Ewing speaks most highly of the manner in which the city of Winnipeg, through its mayor and other officials, as well as the merchants generally, entertained the delegates to the convention. His surprise at the growth of Winnipeg since his last visit, four years ago, was great, and can only be expressed in the word "marvelous." Sections of the city visited by him four years ago, and which seemed in those days practically outside of the outskirts, were now practically centrally located—to such an extent has the city spread out and developed. A feature that struck Mr. Ewing was the fact that the manufacturing industries were still in their infancy, but he anticipated that with the energy and progress of the citizens it would not be many years before, as was the case with Chicago and St. Louis, eastern houses and firms would open up manufactories in the western metropolis.

Fort William and Port Arthur, in both of which places Mr. Ewing spent a few days, impressed him very much and in his opinion and that of others who have studied the situation closely, these ports are particularly well adapted for manufacturing purposes, being amply supplied with magnificent water power. A great advantage for manufacturers located in these points is the fact that raw material can be laid down much more cheaply than in Winnipeg and other western centres; and as it is the cost of the raw material that is a big factor in the proper and profitable turning out of goods, it will be to the interest of those contemplating manufacturing to consider these ports.

It was with much regret that Mr. Ewing's business requirements prevented him from accompanying the touring manufacturers over the entire field laid out by the executive, but his enthusiasm is none the less strong.

WITH THE TRADE IN LONDON.

Traveler Starts for Himself—Grocers' Association.

London, October 2.

The retail grocery trade in London has been good during the past week and all report improving business. The wholesale business has also been brisk.

A change is taking place in one wholesale grocery that will be of interest to the trade. Frank Layman, who has been traveling through Perth, Bruce and the northern counties for Masuret & Co., has resigned to go into business for himself. He has purchased the grocery business of D. M. McLeod, of Parkhill, His place on the staff at Masuret's is being taken by John McPetrie, formerly with Mooney's, of Stratford.

The Retail Grocers' Association will shortly resume their meetings. Recently they appointed Mr. Hays, son of the grocer on Adelaide street of this city, as secretary, and an active canvass will be made to keep the bad debts list up-to-date. The members of the association expect to more than save the amount that it will cost them to keep the secretary.

GOOD APPLE CROP.

Dominion Fruit Inspector Gifford, at Goderich. Ont., states that the apple crop of Western Ontario is a good one this year, as to quantity and the quality is much better than last year, particularly where spraying was done. 35 to 40 per cent. will grade No. 1, and probably 40 per cent. No. 2. The Georgian Bay country produced the finest fruit Mr. Gifford had seen, fully 40 per cent. grading No. 1 there. The apples have not colored up this year as quickly as usual, but the cold weather now will do much to remedy that.

The Acadia Sugar Refining Co. are doubling the capacity of the Moncton barrel factory. At present the capacity of the factory is about 1,000 barrels a day and about fifty hands are employed. The increasing demand for barrels by the Halifax refineries is the cause of enlarging the Moncton factory. In future the barrel wood required will be increased from 5,000 to 10,000 cords.

Ordering ***"E. D. S." Brand Jams*** is a matter of placing on your shelves jams that will never deceive you.

Ordering ***"E. D. S." Brand Jams*** is a matter of considering the security of your patronage.

Ordering ***"E. D. S." Brand Jams*** is a matter of considering a question of vital importance to you.

Did you secure a copy of Bulletin 119 (June '06) ?

Agents.: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, Winona, Ont.

ORDER EARLY—PACKING NOW

"DUFF'S" LABRADOR HERRING

ABSOLUTELY THE FINEST LABRADOR'S EVER SENT TO CANADIAN MARKET
PACKED IN SPECIAL BARRELS WITH

GALVANIZED HOOPS

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Labrador Herring Station, Bay of Islands, Nfld.

Selling Agents—A. H. Brittain & Co., Montreal. H. S. Connor, Winnipeg, Man,

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.

HALIFAX FISH CO.

Limited

Packers of

High Grade Boneless Codfish for Grocery Trade

Registered brands: H.F.Co., Scotia and Chebucto.

Head Office: HALIFAX, CANADA

Works—DARTMOUTH, N.S.

Fishing Plant—Mutton Bay and Mecattina Island, Labrador.

SELLING AGENTS:

Pyke Bros., Halifax, N.S.
John A. Moir, Montreal, P.Q.
Anderson, Powis & Co., Toronto, Ont.
Robert Stewart, Quebec, P.Q.
F. Grierson, Ottawa, Ont.
Alfred Powis, Hamilton, Ont.
Wm. G. Coles & Co., London, Ont.

Traveling Agent: H.T. Graham, Montreal, P.Q.

See our nearest agent for prices, etc., or write us direct.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL Cannot be Equalled

Correspondence Solicited. HALIFAX, Nova Scotia

EFFECTIVE ADVERTISING

Some Maritime Advertising—A Fort William Sample—Advantages of an Ad Diary—Hints on Methods of Publicity.

FORSYTH, JR.

In The Canadian Grocer of June 23, 1905, the following reference was made to a circular of Forsyth, Jr., Dartmouth, N.S.

"The data in the ad is good and the conclusion well brought out, but the effect would have been better had the compositor used more taste."

The above paragrapn partly applies to a series of newspaper ads run by Forsyth, Jr., and sent in for review.

The purpose of the ads was to bring Wednesday bargain sales to the notice of the people.

Forsyth, Jr., opened up with "A Heart to Heart Talk," in which he gave reasons for the series of ads that were going to appear.

But some sentences are also to be found in the initial ad the suitability of which are open to question.

Is it the place of the retail grocer to talk like this: "Advertising is effective in keeping the merchants' goods before the prospective customer until he is in need of the goods or thinks he is, which amounts to the same thing."

Should a customer be led to believe that sometimes he buys goods on illusion? Is that the kind of argument to preface bargain items with?

Forsyth, Jr., should have made his heart to heart talk more relative to particular selling and less relative to advertising generalizations.

Some of the headings are creditable—for instance "The Longest Pole Knocks Down the Most Apples; the Shortest Prices and Best Service gets the Business." While the comparison is not altogether complete, still it suggests something in the reader's mind. The other headings are more commonplace. For the size of space he uses Forsyth, Jr., could get far better display results.

In the first place there might be more uniformity of headings and a smaller size of display type employed in the majority of instances.

Then, instead of breaking the matter up with various sized rules without regard to symmetry, the items could be set two-columns wide, the first and fifth columns being used for side headings and numbers, and the fourth column for any special note which might be set in single column as a contrast.

In this way, just about as much news could be got in the ad as there is at present, whereas it would be 25 per cent. easier to find and the numbers at the side would assist the reader in making notes.

WADDELL'S GROCERY.

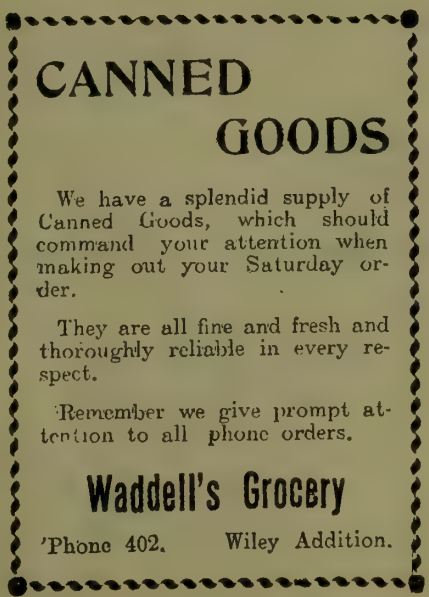
The ad reproduced on this page was clipped from the Fort William Times-Journal.

For a 45-line space the ad says a good deal. The point that stands out particularly strong is the appeal to the reader in reference to the make up of Saturday's order.

A few years ago a grocer would never think of getting down to the fine points of retailing as Waddell has done, but grocers must do so to-day.

AN AD DIARY.

There are times in the life of every advertising man when he would cheerfully and gladly pay over his next week's salary for the very dear privilege of laying his hands on a certain document, upon a certain advertisement or upon a special idea that came into his head and slipped away in a twinkling.


CANNED GOODS
We have a splendid supply of Canned Goods, which should command your attention when making out your Saturday order.
They are all fine and fresh and thoroughly reliable in every respect.
Remember we give prompt attention to all phone orders.
Waddell's Grocery
'Phone 402. Wiley Addition.

Schemes of a hundred varieties have been devised to help a man out of just such a predicament. Many a man saves a lot of valuable material which immediately amounts to just so much junk because it is improperly filed. However, I am not going to tell you about a new scheme for filing. Every man must work out his own filing scheme to suit his own ideas of order or disorder.

Good ideas pop in and pop out as quickly as they come. How to get hold of these ideas when you want them, how to get hold of suggestions for borders, arguments for a holiday, special schemes for special departments and above all how to advertise the right thing at the right time without wasting hours of time hunting for material, was the thing that bothered me. I let it worry me for a couple or three years, but finally I mastered it and it was such a good stunt that I cannot help but think that it will benefit many others who are in the position that I was.

A few years ago an advertising solicitor handed me a copy of a large diary gotten out by one of the big papers. It was a last year's diary and to him or anyone else was about as useful as a last year's bird's nest. It had a pretty cover on it, however, and it struck me that some time it might be useful. I did my best to throw it away time after time, but it seemed to hang around as if it wanted to make itself useful. One day when I was hard pressed for copy, when the world seemed upside down, when the hard-hearted man who pays my weekly salary got mighty unpleasant and personal because I did not sometimes advertise the things that women most wanted to buy at that particular time (I laid it to the head of the particular department about which he complained and it worked all right), I got to thinking, and all of a sudden it came to me that it would be a good scheme to use that diary.

Now I have always had a horror of diaries. Up to that time, as far as I was concerned, they were invented only to keep for the first few days of the year and forget for the rest, but it helped me a great deal, not so much for the first year, but the second year it was immensely valuable and I would not sell my original copy for a great deal of money. With it I am doing better work than I could possibly hope to do without it. I use it every day. I do not try to get a new one each year, but I keep on using the old one year after year and I would not think of getting along without it.

The methodical, detail-loving advertising man will have no difficulty to keep the thing going and to make it valuable, but who ever saw a methodical, detail-loving advertising man. It is not a difficult thing to start, if you once get the idea into your head that you really want it. Get a nice big diary about as big as an ordinary book. Don't try to go too far back. Simply take each day as it comes along and put down the things that you believe will be helpful to you the next year when you are preparing an advertisement.

The advertising man who tries to carry around a lot of detail in his head is not going to do the best work. The human brain is only capable of carrying about so much. Its capacity is limited and no man can afford to carry in his mind something for next year's border or a suggestion for the first of July advertisement that is to come.

My experience is that good ideas come, not when you can use them, but at the wrong time. Now, through this book I capture them and they are mine for good and always. I place them where they will be useful and where I can find them, as in our sales book when there is the greatest demand for an article. Don't try to begin a year back; begin to-day. Record your errors of omission. Afterthoughts are not as forethoughts, but they are far more

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

There has never been any question about the selling qualities of

MOTT'S Chocolate

made from the finest selected Cacao, with best machinery, and hygienically correct.

"Diamond" and "Elite"
BRANDS ARE YOUR SAFEST SELLERS

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

WEBB'S
CHOCOLATES

High-class goods for High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited
31-35 Buchanan St., Toronto

numerous, and this year's afterthought will make a mighty good forethought next year.—Brains.

BREVITY AND TRUTH.

Brevity, we are told, is the spice of life. Brevity in advertising does not mean that the adv. itself should be short or small, but that the sentences in it should be terse and to the point, stripped of unnecessary verbiage. It means just as much to say: "The New Crop. Sound, ripe and of fine flavor. Buy some to-day." as it does to say it thus: "These apples are of the 1905 crop. They are guaranteed sound, are fully ripe, and have a fine flavor. Hadn't you better buy a few of them to-day?" Busy people want to read the ads as they get their lunch—bolt it, gulp it down, and get back to business.

The short, terse, to-the-point language of the street, the shop and the car is the kind to be used in advertising. Say enough, however, to accurately describe your goods, but so choose your words that the fewest possible number will give the fullest possible description.

I hate to have to say anything about truthfulness in advertising, but it is a fact that there are thousands of advs. that don't tell the truth.

Even reputable business men who would scorn to tell an untruth with the tongue, nevertheless tell a great many falsehoods in their advertising, or permit it to be done by their advertisement writers.

If your stock of goods is medium-sized or small, and plenty of other dealers in town carry larger stocks than you do, it is not only an idle assertion, but a harmful untruth when you say, "We have positively the largest stock of these goods in Blankville."

Now everybody knows that Smith Bros. have twice as large a store and twice as many goods as you have, and people will probably laugh at your claims.

Another error that is often committed is the advertising of goods "at cost" or "below cost." People know that you are not going to sell goods that way—that you can't sell 'em that way and stay in business. "At cost" is a very vague, meaningless expression. It is nothing to the customer what the goods cost you, but what are they going to cost him? That's the question. Far better to give the actual figures at which you expect to sell the goods than to say "at cost" or "at a saving of 25 per cent."—Advertising World.

ENGLISH AGENCIES.

Green & Co., who some months ago began business in Toronto as manufacturers' agents, specializing on English goods, have recently taken quarters at 25 Front street, east, where they are preparing to enter upon an energetic campaign with a number of English specialties, for which they have secured the agency.

Among the firms they represent are Thorne & Co's health cocoa, Leeds; Branson's coffee extract, London, S. W.; Rayner & Co., lime juice, cordials, extracts, etc.; E. E. & W. Anstie, Limited, tobacco, particularly shags and navy cuts, Devizes, Wilts.

FOOD FROM THE STRAITS.

Tapioca, Sago, Cloves, Nutmegs, Peppers Pineapples.

The Straits Settlements are the principal source of the world's supply of tapioca and it is interesting to note that the exports during the first half of 1906 fell off several thousand tons. The exact figures are: 1905, 24,173 tons; 1906, 21,574 tons. England is by far the largest purchaser, though curiously enough the exports to England fell off and those to the United States increased; here are the figures: 1905, England 12,872 tons, United States 5,668; 1906, England 10,562 tons, United States 6,481 tons. The purchases of the rest of Europe also fell off, being 5,633 tons in 1905 and 4,504 tons in 1906.

The figures showing the exports of some other food stuffs are not uninteresting:

Cloves—1905, England 21 tons, United States 25 tons; 1906, England 65 tons, United States 126 tons.

Nutmegs—1905, England 58 tons, United States 209 tons; 1906, England 115 tons, United States 283 tons.

Sago—1905, England 13,302 tons,

"The Same Yesterday and To-Day"

have never changed in quality.

When the standard is high at the beginning there is no need to change.

PERFECTION CREAM SODAS

were never "wrong." PERFECTION CREAM SODAS will always be right.

Put a Supply

on your shelves.

3-lb. Cards or Tins

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

OUR RECORD
is "Best Essence Makers"
ORDER
Shirriff's Flavoring Essences
and you get record goods.
Always sell ***Shirriff's.***
MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

United States 908 tons; 1906, England 12,865 tons, United States 2,725 tons.

Pineapples, by cases—1905, England 169,161, United States 42,615; 1906, England 238,076, United States 41,181.

Pepper, by tons—1905, England, black 1,025, white 1,115; United States, black 3,942, white 542; 1906, England, black 1,074, white 854; United States, black 3,141, white 888.

A JAPANESE VISITOR.

Says Present Price of Japan Tea is Just About Right.

A visitor to Montreal this week was N. Nakomura, a member of one of the largest tea firing firms in Japan. Of the situation in Japan teas this year Mr. Nakamura had to say: "In Japan the present prices asked for our teas are regarded as being just about right. Native growers and merchants consider it normal. Last year the price was exceptionally low, and there was no profit for any one engaged in the tea business. This year, however, conditions are different, and if the present prices are maintained, I think all will be well in the future. Although the crop this year was a short one, and export to Canada and the United States was consequently smaller than in previous years, yet this season the teas exported were even smaller in quantity. There are two reasons for this. One of them is that the demand from the interior of Japan for medium grade teas, although high grade are used chiefly, is largely increased this year. Transportation facilities are just about complete on the island now, and it is easy to ship these teas to any point. The other reason for the limited export business is that more low grade teas than ever before were shipped to Manchuria and Russia. These two teas interest this market more than any other grades and of course with the demand from the interior of the country, prices went up, and conditions were more strained, particularly since the crop was short. The same applies to the lower grade teas, which were shipped to Russia and Manchuria." Mr. Nakamura said that the

The English hall-mark of Quality—**Holbrook & Co.**

HOLBROOK'S
GENUINE Worcestershire
SAUCE

Has the Largest Sale in the World

HOLBROOK'S LIMITED, Canadian Branch, 28 Front St. East, **TORONTO**

MANAGER—H. GILBERT NOBBS.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 King St., - LIVERPOOL,
are open to receive all kinds of Canadian Produce. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
Newcastle-upon-Tyne.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
Provision Importers
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, London. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
Provision Merchants, Liverpool,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per ear.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
Butter, Cheese, Eggs, Bacon, Apples, Poultry.

JAMES MARSHALL
Aberdeen, Scotland,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "Rapp, Liverpool"
HERMAN RAPP & CO.
Provision Merchants.
19 Mathew Street, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., Liverpool England. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, Eastcheap, London, and Victoria Street, Liverpool. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St. George's House, Eastcheap, London, Eng
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
Correspondence Invited.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. Highest Bank References

market was without feature when he left Japan, the season being over.

GOING AFTER FOREIGN TRADE.

Not a great many years since, while foreign firms were establishing branches in Canada, the Canadian concerns who were doing business outside the Dominion could be numbered almost on one's fingers. All this is materially changing and every day one hears of Canadian firms opening branches in all parts of the world.

One of the latest Canadian firms to do this is Business Systems Limited, of Toronto, who have recently opened up in the British Isles at 32 Cheapside, London, England. H. J. King, the general manager of this concern, went over to the Old Country some months ago, and spent considerable time investigating the opening in the British market for his goods. The result is the opening of a London office completely equipped with a strong selling force.

The progress made by Business Systems Limited, is especially noteworthy in view of the fact that although this concern has only been in existence one year, they are already so thoroughly organized as to be able to extend after foreign trade.

The English manager of Business Systems Limited will always be glad to welcome Canadian business men who are visiting in the Old Country. The London office is equipped with writing rooms and stenographers for the use of Canadian business men who are invited to make this their headquarters while in the Old Country and to have their mail addressed in care of Business Systems Limited, 32 Cheapside, London, E.C., England.

ORANGES AND GRAPE FRUIT.

White & Co., Toronto, are first on the scene this year with a car of Florida oranges and grape fruit. Coming from a very early section the fruit is ripe and well matured. Grape fruit is becoming more popular every year, as in addition to it being a most delicious breakfast fruit its medicinal qualities are great.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

DIAMOND
Brand
MAPLE SYRUP
has that delicate flavor of New Sap Syrup direct from the bush. Try it.
ALL JOBBERS
Sugars Limited, Montreal

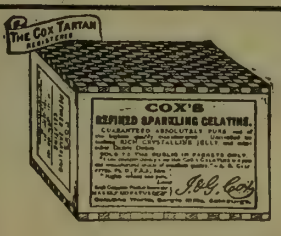
"KIT" COFFEE ESSENCE
The latest and Best Coffee production in the Home Market.
A PERFECT TREAT in comparison with any bottled Extract previously before the public.
A SURE SELLER IN PROPER HANDS.
The proprietors invite application for Sole Agency throughout CANADA. Only Agents or firms quite definitely in a position to place same on the strength of established connection need apply. The sale of a good quality WORCESTER SAUCE may be associated with any agreement entered into.
Apply giving full particulars to
"KIT" COFFEE LTD.
COVAN, GLASGOW

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

UPTON'S
Jams
Jellies *and*
Orange
Marmalade
ARE LEADERS IN THEIR LINE
They have been made and sold in Canada for years and stand the test of time.
Other brands come and go, but Upton's will stay.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES.
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.
THE MOST NUTRITIOUS **COCOA**

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada



Sixty Years of Popularity
COX'S GELATINE should be used in every Canadian household, because
(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Mr. Merit is the Man I Work For

He is a cranky fellow, too.

Tells me I must use "good-all-the-way-through" Tobacco in making

"Pebble" and "Pharaoh" Cigars

I follow his instructions with pleasure.

Then he says: "Your cigars must have the even draw, clear, sweet taste, and the looks that take in a grocery store."

I obey the command willingly. Merit then says: "You can now call your cigars after me!"

And smokers do so.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

When You Are Getting Tickets For The Show

take note of the number of fellows with pipes.

Take note of the fragrance of the tobacco and you'll find most of it is

T. & B.

All smokers smoke ***T. & B.***

All smokers buy ***T. & B.***

The grocery man saves the smoker a journey. That is the reason he calls for his package.

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, CANADA

FREIGHTS AND CHARTERS

Getting Ready for the Fall Rush—Grain and Apple Business Picking Up—Little Butter Going Abroad—Provisions Also Slow.

Shippers report increased business in most export lines during the past week. It is the beginning of the annual Fall rush, and lines which are strong during the Fall export season, such as apples, are beginning to move out very freely.

Low water does not affect the trade so much now as formerly, although it is still a factor in the situation, restricting vessels more or less. The end of last week the water in the harbor was 26 feet 5 inches in depth.

There is not much being done in grain exportation as yet, but interest is being taken in the article. Demand from points in Europe has been getting larger every day during the past week. Shipping companies are making arrangements for a record season in grain once the new crop begins to move outward.

Hay shipments, while light, are improving. The market on the other side has been such as to make good export business impossible and this, with the fact that hay has been strongly held by the farmers on this side, has had the effect of keeping down trade with the Old Country.

Cheese has been going out in very good quantities, although the continued high prices have their effect on the demand from the other side. There is bound to be a considerable steady demand from England, however, because the article is regarded in the light of a staple and must be supplied.

In butter the effect of the high prices on the export trade is much more noticeable than in cheese. Very little trade as compared with last year, is being done. Climatic conditions on this side have had the effect of keeping the flow of milk low, and consequently sending up the price of butter.

Apples are gaining strength in an export way, every week. Some good large bookings have been made by shipping companies lately. Up to the end of last week the size of shipments was rather behind the corresponding period in 1905 but trade is increasing.

Provisions are rather slow than otherwise, although there is some trade with the United Kingdom.

The only change in rates this week is flour to Glasgow, which is now quoted 10s. 6d.

The Kildona, for London, with a general cargo, cleared Sept. 28.

Other boats getting away the same day were: Lake Erie and Southwark for Liverpool, and the Manchester Importer for Manchester. All carried general cargoes.

MOTORING IN MUSKOKA.

Wm. Dobie, of E. W. Gillett Co., Limited, has just returned from a two week's trip to Rosseau, Muskoka. Mr. Dobie made the trip in his auto and had some thrilling experiences with the roads beyond Orillia. The scenery, however, was ample compensation for the other discomforts. Mr. Dobie was accompanied by his brother, A. D. Dobie, of New York, who is just recovering from a dangerous illness. The Muskoka air has restored him to good health.

EMPIRE SALT CO.

Will Enlarge Their Works and Manufacture Dairy nd Table Salt.

The Empire Salt Co., of Sarnia, are now operating one of the most extensive and modern plants in this country. So far, however, they have confined their operations to manufacturing ordinary grades of salt. Having recently decided to also manufacture the various grades of dairy and table salt, work has been commenced on the erection of a substantial building for the purpose, immediately to the south of the present premises. The new building will be 48 x 64 feet, five storeys in height, and will be equipped with the most up-to-date machinery in order to produce table and dairy salt with a greater degree of excellence than has been heretofore attained.

As the addition to the company's works will have a daily capacity of about 200 barrels, employment will be given to a considerable number of men, boys and girls, which will be of material benefit to the town.

J. I. Carter, president of the company, states that this work will be completed about the first of January next and that during the coming Winter another salt well will be put down that ample brine may be obtainable for the increased output of salt.—Sarnia Canadian.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from
JOS. COTE
Importer of Pipes, Havana Cigars, Wholesale Tobacconist
186-188 St. Paul St.
QUEBEC
Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

EDUCATION AND BUSINESS

Fair and Unfair Competition the Com mercial Question of the Hour—Result of the Greed for Gold—Speculation the Modern "Philosopher's Stone."

By J. R. Garfield, U. S. Commissioner of Corporations.

Education is the foundation of civilized society. It has well been called "the cornerstone of our republic." Education, which was in the beginning confined to a favored class, is now open to all, and the man who neglects the educational opportunities of his age puts himself out of the running in life's race. The need of education is not confined to the so-called "learned professions," it is equally important in trade, in commerce, in business, in manual labor. The man who day after day works with his hands, runs a machine, keeps books, sells over a counter, works in the bank, or manages a great business corporation becomes a mere drudge, a mere slave to work alone, unless he has by education had his mind opened wide to the thoughts and work of other men.

We must not forget the misery that the greed for gold has brought upon men and nations. The stupendous growth of our country during the last 25 years, the enormous increase of great fortunes in the hands of a few, started the fever of speculation among our people. Men have been crazy to grow rich over night. They have tried, like the seekers for the philosopher's stone of old, to make something from nothing. The result of all this has been the development of what may be termed a "commercial conscience"—a conscience that has chosen a different standard for business than for any other work of life; a conscience that has thrown aside all ideals other than the single one of money; a conscience that has sneered at old-fashioned, common honesty in trade; a conscience that has called trickery ability; a conscience teaching that all things—that all men—have their price, can be bought.

It is under the corporate form that most of the industrial evil of to-day has been done. The individual has hidden behind the corporation. The old-fashioned individual responsibility has been shifted to the responsibility of the corporation, which knows no individual. This law of personal responsibility is in great measure responsible for the growth of what I have referred to as "commercial conscience." Under the form of a corporation men have been willing to do, or cause to be done, that which they would not do as individuals. Behind the corporate form they have been able to conceal the evidence and record of acts for which, as individuals, they would have been, and should now be condemned. Through the corporation the control of great interests by the ownership of 51 per cent. of the stock has made men forget the minority stockholder and fail to realize that the directors of corporations are trustees for every stockholder, not merely for 51 per cent. of the stockholders.

Publicity in the affairs of corporations is resulting in accurate knowledge of conditions and has opened the way to great improvements. If men know that their business acts cannot be hidden from their associates they will see to it that nothing unfair, nothing dishonest be done. The leaders of business are not insensible to public opinion. A director of a bank would not use bank funds for personal gain if his act would be immediately known to the depositor. The railroad manager would not give rebates if he were unable to conceal them The manufacturer would not use unfair methods to destroy a competitor's trade, nor deceive the public as to the quantity and quality of his product if his actions would be known to the public.

One of the newer questions in business is the difference between fair and unfair competition. None more need the guide of high ideals. We demand free competition, but competition inevitably means greater success to some than to others. The man without ideals, he who says business is business, adopts as his rule of conduct, "anything to win," uses every means not legally prohibited to destroy his competitors, and, little by little, as the pinch comes, tries by trickery to evade the law, and finally, if he thinks himself big enough and strong enough, ignores the law. Such men deny that fair competition is possible. They represent the idea that "might makes right."

The game of football is a good example of the rough and tumble of business life. The man who plays for the ball, and in so doing outruns, knocks down, and perhaps injures an opponent, with the hope of thereby getting the ball, he plays an unfair game, and ought to be put off the field. So in business, a man should give the best that's in him to honestly and lawfully make his business succeed, but he should not make the injury or destruction of a competitor the object of his endeavor.

CANADIAN CASTILE SOAP CO.

The Grocer representative had an interview last week with G. E. Maybee, manager of the Canadian Castile Soap Co., of Berlin, Ont. The new venture managed by Mr. Maybee, who by the way is known far and wide as thoroughly posted on soaps and soap products and whose connection with the industry has long been prominent, stated that the production of genuine castile or olive oil soaps had always appealed to him and the establishment of a castile soap factory in Canada both feasible and necessary. The finest olive oils are imported direct from Italy, France and Spain and with the special machinery invented by Mr. Maybee and patented by him in England, United States and Canada, the result is that the finest pure castile soaps are being manufactured in Canada. Soaps for laundry purposes are a feature with the company and the reception by the trade has been so satisfactory that orders are getting ahead of output capacity. Besides laundry soaps the company is putting up the finest olive oil toilet soaps in most attractive packages and styles and a very large business in this is in sight. The importing of the refined olive oil in bulk and manufacturing the soaps in Canada admits of selling genuine olive oil castile soaps at prices that appeal to consumer and dealer alike. With the experience possessed by Mr. Maybee and the energy with which he is known to enter into all his business affairs success is bound to follow.

QUALITY and PRICE!

These are the two points to consider when buying your cigars.

MOGEN-MOGEN and ROYAL SPORT

FIVE CENTS TEN CENTS

These are the cigars which will give the greatest satisfaction.

QUALITY—The very finest. PRICE—The very best consistent with the quality.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

ANCIENT COLONY NOTES

Business and Personal Happenings in Newfoundland—Trade on the Island is Very Good—Opening for Canadian Pork Products

(St. John, Nfld., September 19, 1906.)

J. H. Roberts returned from his northern trip in the interests of Vim tea. Chesley Woods, the music dealer, who accompanied him on his trip around Green Bay, sold a large number of fine organs for which he is agent. Both gentlemen report a very profitable trip.

Jos. Sellars, representative of Union Blend tea, booked a few days ago the largest order for tea taken from one house for a long time. Mr. Sellars is very popular with the trade.

Chesley Manuels, of Exploits, was in the city a few days ago. Report has it that Mr. Manuels will soon join the noble army of benedicts. Mr. Manuels and his prospective bride are very popular. The Canadian Grocer wishes them every happiness.

J. W. Hodge, Fogo, has just finished a fine new store which is fitted up very attractively. Mr. Hodge is one of our most enterprising and progressive outport merchants.

T. T. Cartwright, representative of Gillett's goods, has returned to the city after a very successful trip. Mr. Cartwright reports increased orders for Gillett's goods. There is no question about the popularity of both the representative and the goods in Newfoundland.

D. P. & L. Osmond, Morton's Harbor, will enlarge their new store built a year or two ago. This progressive firm's business has increased so rapidly of late that they have had to build two large warehouses and a new wharf, and now find their store much too small for their requirements.

C. D. Chetwynd, tea expert for Harvey & Co., has just returned from a business trip around Green Bay. His order book showed some very fine orders from the outport trade. Charlie has the tea business of Newfoundland down fine. Importing the teas as they do direct, he claims they are able to compete with the big London houses. It certainly looks as though these claims were correct, for your correspondent saw some large orders. Mr. Chetwynd was accompanied around the bay by Gillett's representative, T. T. Cartwright.

T. & M. Winter received a large invoice of Mont Bernard tobacco the other day. This progressive firm has the exclusive agency for this brand of tobacco.

John Ryan, special ambassador of the Royal Stores, is now on the west coast after doing a remarkable business in the northern bays.

H. Bowering and W. Munroe, two of our prominent merchants, and their wives left for New York on the SS. Silvia. From there they will motor to Chicago and Montreal. They will be gone about five weeks.

W. D. Reid, general manager Reid Newfoundland Co., gave the representatives of the local papers an outing to Harbor Grace in his motor car. The boys speak highly of the way they were treated.

W. Noseworthy, Clark's Beach, has been spending a few days in the city. Will is one of the best judges of horseflesh we have in the country.

The many friends among the traveling fraternity of Josiah Manuels, of Exploits, will be sorry to learn that he has not been feeling very well of late. Mr. Manuels is 76 years of age, but is a wonderfully preserved man for his years. The firm of Josiah Manuels is known the length and breadth of the land, and no firm in the country has the confidence of the importers to a greater extent than this house.

Wm. Ashbourn, of Twillingate, has opened a branch business at Herring Neck.

Ayre & Sons have opened a branch in Heart's Content.

Pitts' new premises on Water street will be a great addition to that thoroughfare when finished.

D. Curtin has returned from his vacation which he spent on Belle Island and the South Shore. Dan says he enjoyed the regatta at the latter place very much.

Dunn Bros. have moved to Hay Market Square.

Hon. J. D. Ryan imports large quantities of Irish hams and bacon. Mr. Ryan is one of our most enterprising merchants, who, by strict integrity, has worked up one of the largest trades of the colony. Mr. Ryan is a director in several local industries, and is also president of the Irish Benevolent Society, in which he takes great interest. Mr. Ryan has just returned from a holiday trip to Ireland, which he makes periodically.

R. Wright & Son have leased part of Thistle's premises, which has a fine wharf. They find that with their increased trade they need a wharf where they can handle their schooner trade.

T. & M. Winter received by SS. Polino a large shipment of Gillett's goods, including the largest shipment of Magic Baking Powder received at any one time. Our friend, T. T. Cartwright, is evidently booming things.

Pansy tea is a new brand handled by T. & M. Winter, which is meeting with a large sale. While this firm does not make a big splurge over their tea trade yet they do a large business. Quality, they claim, is their best advertisement.

The following officers were elected by the stockholders of the F. P. Wood Co., Limited: President, M. G. Winter; vice-president, F. P. Wood; secretary and treasurer, H. McConbrey. These with the following are directors: Hon. J. D. Ryan, A. H. Murray, W. Munroe, C. Marshall, P. T. Templeman and G. F. Taylor. The business of the company shows a large increase over the same time last year.

A new foundry is being started in the city and there is a report that a new butterine factory will be built.

The Thos. Smyth Co., Limited, are meeting with large sales of their Candle match. They also report a large increase of business.

J. Urquhart has taken the agency for Pure Gold goods for this market.

R. M. Moore is now on the road for Red Rose tea. Mr. Moore is on the west coast, and reports business very good.

W. J. Kennedy, who is favorably known to the outport trade, now represents the Thos. Smyth Co. He has just returned from a very profitable trip.

W. E. Bearns, the popular merchant of Hay Market Square, does a large outport business. He carries a fine assortment of goods.

NEED MORE SURPRISE SOAP.

Bigger Factory to Meet the Demand—Now Ready.

When a factory increases its capacity 40 to 50 per cent. it's a pretty good indication that the business is expanding, and when it happens to be a soap factory the odds are long that the quality of the product is commending itself to the consumers. That's the case with the Surprise soap factory at St. Stephens, N.B.

J. E. Ganong, president of the St. Croix Soap Manufacturing Co., manufacturers of Surprise soap, is now on a trip to Montreal and Toronto calling on their selling agents. When seen by a representative of The Canadian Grocer and asked about the additions to the factory he replied:

"Yes, we've been busy about three months making two additions to the factory. These will increase our output 40 to 50 per cent. To make room for the enlargement we tore down the older part of the factory erected in 1878. The work has considerably interfered with the output and the orders have got somewhat behind. We are now catching up as rapidly as possible. The enlargement was rendered necessary by the natural increase in the business. The increase has been very large this year."

This success Mr. Ganong attributes to the quality of Surprise soap and the company's liberal treatment of its customers. The company's advertising campaigns have been thorough and their material has been gotten out in good shape. Mr. Ganong was good enough to say they had obtained results from their advertising in The Canadian Grocer.

The institution was established by Ganong Bros., wholesale grocers and confectioners, who started as confectioners in the fore half of the last century. As the manufacturing departments of the business grew the jobbing was abandoned. The St. Croix Soap Manufacturing Co. was incorporated in 1884.

A lady factory inspector was at St. Stephens recently and asked Mr. Ganong: "How do you account for two such large and prosperous concerns as the St. Croix Soap Co. and the Ganong Bros., confectionery manufacturers, being in such an out of the way place?"

"Brains," replied Mr. Ganong. He was right. It takes brains to build up any business. But the location does not seem so strange when it is understood that St. Stephens affords excellent shipping facilities by both rail and water, especially for raw products,

The Loose-Leaf Systems

were first invented in the United States and improved on from time to time by different large concerns. The Crain Company purchased in 1900 the patent rights for Canada, of the leading Binder on the market, in 1901 we invented and patented another Binder and incorporated the leading features of the two in one, and improved on it until now the

Crain Continuous Ledger

is the recognized standard in Canada. Imitation is the sincerest flattery. The Crain end-screw Binder is the only Binder in Canada giving direct pressure. It is being imitated by others, but not duplicated.

Stock Ledger Outfits

This is the Binder we supply with our stock outfits. We do not substitute a cheap Binder to reduce the cost. We believe a stock outfit should be as substantial as any other. When you are ordering a stock outfit see that you have the best—the one that has stood the test.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA

Toronto Office: 18 Toronto St. **Montreal Office:** 74 Alliance Bldg. **Winnipeg Office:** 11 Nanton Block, Main St.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A MODERN GROCERY
FITTED WITH "WALKER BINS"

GEO. A. VICK & SONS, ORILLIA, ONT.
Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.
There is no way to so effectively display goods as with

"WALKER BINS"

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Representatives
Manitoba:—Stuart Watson, Winnipeg. Saskatchewan and Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

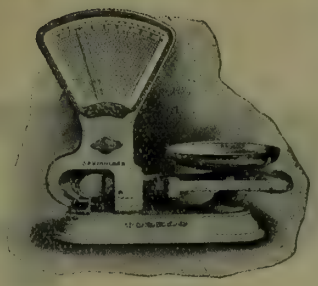
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

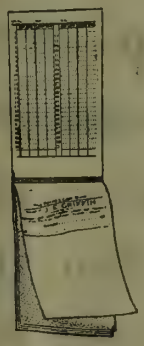
MONTREAL.

DO YOU THINK

you can get along without our

SPECIAL DUPLICATING Counter Check Book

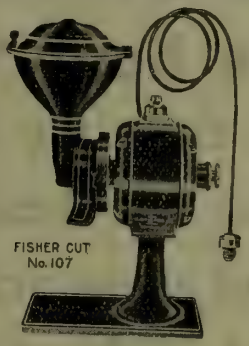
Other grocers don't think they can.



The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

Thats the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited

PRESTON, - - - ONTARIO

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

Surprise

A pure hard Soap--the soap that sells all the time because your customers want the best value, and Surprise is far and away better than the next best —this has been proved every day of the 20 years it has been on the market, especially on wash days.

Your profit is insured on Surprise, no question of loss, a sure steady profit waiting for the grocer who pushes the sale of surprise—be one of them.

The ST. CROIX SOAP MFG. CO.

ST. STEPHEN, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 27, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

arrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes.	
" according to size	0 08 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 40
Vanilla, ¼'s	0 [illegible]
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 9[illegible]
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 8[illegible]
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½	doz. to case	per doz.,	$ .90
1 " "	4	" "	"	2.40
½ " "	2	" "	"	4.75
1 " "	1	" "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ¼'s	$0 30
Prepared cocoa, ¼'s to ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 38
" ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee[illegible] chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoas, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoas—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per l
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	[illegible]
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Another Fatal Accident

occurred in Worcester, Mass., on August 28, 1906, when a young lady of only twenty-three years was the victim of an explosion of inflammable stove polish which she was using. After suffering for hours from frightful burns, death relieved her. These accidents are by no means rare, as we can prove to you from the daily papers. Don't take any chances by selling customers dangerous explosives under the name of stove polish. Push **RISING SUN Stove Polish** in cakes and **SUN PASTE Stove Polish** in tins. Both are absolutely safe. Both give the greatest possible satisfaction. Both pay you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Whole Fruit Strawberry Jam

You can sell a great many bottles of **Good Strawberry Jam** during the coming winter. But it must be good and must sell at a reasonable price. **BATGER'S** is put up in a very attractive jar and is always "asked for again." Try a four-dozen case. It's bound to give everybody satisfaction.

BATGER'S

AGENTS

ROSE & LAFLAMME

MONTREAL

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

"EAGLE" Brand Condensed Milk

You cannot be told too often that

BORDEN'S BRANDS

are the best

A good truth is worth repeating.

"PEERLESS" Brand Evaporated Cream
(UNSWEETENED)

For Sale all over Canada

WILLIAM H. DUNN, Montreal and Toronto,

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B C.

RECKITT'S BLUE and ZEBRA PASTE

Always give your Customers Satisfaction.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth. which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5 cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	1 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09⅝
Tubs	0 09⅝
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09⅝
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 50 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

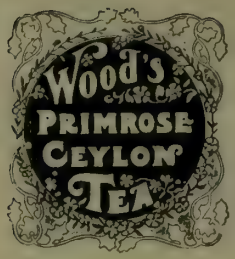
Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

LIKE A STALWART TREE

at midsummer—its trim branches full of life, and its foliage revealing calm strength and beauty.



Wood's Package Teas

stand before the public the finest illustration of tea growth, culture, development and selection.

They are the "stand-byes" in thousands of households, where they have added a new charm to the names "May Queen," "Primrose," "Golden Rod," "Fleur-de-Lis."

The four varieties, Ceylon, Formosa, Japan, English Breakfast in each brand.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 07½
6-lb. toy trunks, 3 in case	0 07½
6-lb. enameled tin canisters, 3 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

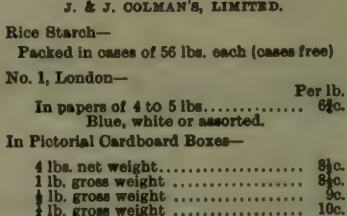
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 15
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " " assorted	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

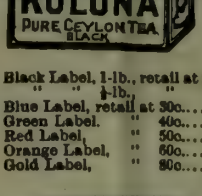
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

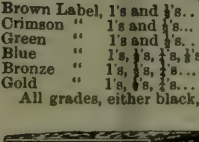
	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 [illegible]
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

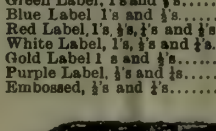
Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label. " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

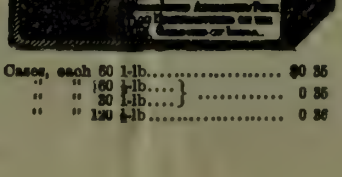
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.		$0 35
" " 60 ½-lb. / 30 1-lb.		0 35
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, ½-lb	0 19	0 25
Green Label, ¼s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases	retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases	retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases	retail	0 50 at 0 [illegible]
White Label, ½s, ¼s and 1s, 50-lb. cases	retail	at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 [illegible]
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 [illegible]
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

WARNING!

Crescent BM&Co TRADE MARK Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.
Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, $ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Glass Lamps

Assorted Packages

If you need a few common glass lamps write for lists of our different assortments.
The G. M. is a daisy.

GOWANS, KENT & CO.
LIMITED
TORONTO
Montreal Winnipeg

We want you to sell

WETHEY'S
Condensed Mince Meat

It has been tried in every particular for twenty years and NEVER FOUND WANTING

3 doz. in a case. Sold by Every Jobber

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

C. & B.

Crosse & Blackwell's Marmalade

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Crosse & Blackwell's Fresh Fruit Jams

1, 2, 4 and 7-lb. tins and 1 and 2-lb. glass jars.

Agents :

C. E. COLSON & SON

10 St. John St., MONTREAL

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, OCTOBER 12, 1906. NO. 41.

Wherever people wash and iron THERE

Keen's Oxford Blue

is found—In your town or city the best people use it.—Knowing this, won't it pay you to keep it in stock?

FOR SALE BY ALL JOBBERS IN CANADA.

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

Make money on a seasonable seller

CROWN BRAND

Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

Cannot be surpassed for perfection in color, body, richness of flavor and absolute purity. It contains the best health-giving and nourishing qualities of the finest selected corn.

Buy it for your family trade.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

There's Money In It.

There's a large business to be done in Burton's All-Healing Tar Soap.

1. It is a pure high-grade antiseptic soap

2. The ideal soap for Doctors, Surgeons, Dentists, Medical Students and Nurses. With this class of people it sells largely.

3. Every home is visited by sickness or accident; therefore Burton's All-Healing Tar Soap has a place in every home.

4. For cleansing the hair and scalp it is very beneficial.

5. It is used by many of the leading hospitals throughout Canada.

6. It bears a good profit and is a good seller.

Vital reasons why you should sell

Burton's All-Healing Tar Soap

One of the excellent lines manufactured by Albert Soaps, Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

Hannah's Scotch Pickles

Are sound and crisp. They are preserved in genuine Malt vinegar ; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more ? (10, 16, 20, 30 and 40-ounce bottles.)

LOW PRICES

Quality Tells !

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—7 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

"Shell" Castile Soap

TRADE MARK

"SHELL BRAND"
(LA COQUILLE)

RETURNED
to Nov 6/06
Cut Book No. 57
Page No. 10

ARTHUR P. TIPPET & CO., Agents
8 Place Royale, Montreal
20½ Front St. East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

Ask us for prices on
EVAPORATED APPLES
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(Continued on page 4.)

MEAT OF WHEAT
THE GERM OF THE GRAIN.
REGISTERED TRADE MARK
THE DOCTOR:
The parts of the wheat of the greatest value as a FOOD are GLUTEN and PHOSPHATES—two important constituents in "MEAT of WHEAT" Pure, wholesome, nutritious and delicious. Easily cooked and easily digested. Nothing better made.
WESTERN CEREAL CO.
A STRICTLY PURE NUTRITIOUS FOOD

Meat of Wheat—

Made from the finest quality of No. 1 Manitoba Hard Wheat. The ***best*** and most ***economical*** breakfast food on the market. Each package makes ***12 lbs.*** delicious breakfast food.

It pays you a good profit——

There's money enough in it to make it worth your while to push it. A greater profit than any other 15c. package on the market.

CASES—36 packages **$4.20 per case.**

Freight paid on 5-case lots.

Order from your wholesaler. If he doesn't have it in stock write direct to

The WESTERN MILLS PURE FOOD CO., TORONTO

A New Seller and a Good Seller—

HIRST'S YORKSHIRE TOFFEE

Caramel Toffee, ½-lb. tablets, tins 5 lbs.
Cream Bon Bons, loose, tins 5 lbs.
White Rose Toffee, ½-lb. tins
Yorkshire Carmels, ½-lb. tins

These pay you a good profit and are just the thing for Fall and Xmas trade.

A rattling good seller is our line of 10c. Biscuits——

—Cost you 7½c. lb., boxes free—

Trial orders will be quickly followed by repeat orders

—OUR TRAVELLERS WILL SHOW YOU SAMPLES—

Don't Forget—we are well stocked with NEW SEASON'S

RAISINS — *VALENCIA SULTANA MALAGA* — ***FIGS*** — OUR PRICES ARE RIGHT

ALL ORDERS RECEIVE PROMPT DESPATCH

The EBY, BLAIN CO., Limited WHOLESALE GROCERS TORONTO

Manufacturers' Agents—Continued.

G. C. WARREN
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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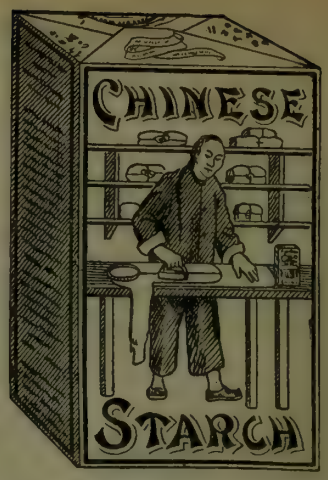
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



You need a good starch for your customers. Write us for samples and prices of

CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

A Good Counter for Sale

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet 2 inches wide, 3 feet deep, 15 feet long.

The MacLean Publishing Co., Limited
10 Front St. East, Toronto

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

SEEDED RAISINS

THE good keeping quality of Californian Seeded Raisins is owing entirely to the fact of their being what is termed in the trade "Processed." This "processing" is simply subjecting the fruit, after it is cured, to a process of alternate great heat and then great cold, by chilling it. The raisins are placed in a hot room with a temperature as high as 140°, left there for a certain time, and then changed into the chilling room with a temperature near the freezing point. This procedure is followed several times. The result is that the saccharine quality in the fruit is somewhat changed by this treatment, and the sugar in the raisins **will not candy or crystallize** when exposed to the air by the skin being broken in seeding.

Owing to the scarcity of properly **processed** Californian Seeded Raisins, some importations have been made of Spanish Malaga Seeded Raisins, and the market being bare of Californian fruit, retail merchants have been tempted to handle this Spanish seeded fruit. This Spanish article will not keep as it is not processed. It is poor looking stuff even when it first arrives. It is worse after keeping a little while, and is absolutely unmerchantable should it be kept on the shelves a few months. It is in the interests of everyone concerned, wholesaler, retailer and consumer alike, to draw the attention of the trade generally to this fact. It will kill your trade with consumers for seeded fruit if you handle this unprocessed Spanish seeded fruit. The Spanish fruit cannot be processed owing to the more delicate quality of the skin, which will not stand the severe treatment of processing.

The better grades of Californian Seeded Raisins are all properly processed and will keep, if need be, for a year, without deteriorating in quality, or without giving any cause of complaints from the consumer.

"GRIFFIN" BRAND is now recognized the whole country over as the standard of quality for seeded raisins.

W. G. A. LAMBE & CO., TORONTO

Ontario Agents for

GRIFFIN & SKELLEY COMPANY

SAN FRANCISCO

A Quarter of a Century's Experience

BEHIND THEM AND

STILL ON TOP

Lynnvalley (Simcoe)
Maple Leaf (Delhi)
Lion (Boulter)
Thistle (Brighton)
White Rose (Lakeport)

Canadian Canners LIMITED

New Crop Broom Corn

Now Arriving

The first of this season's crop is just to hand. We have secured an exceptionally fine selection and are now prepared to execute orders for

Fine Green Carpet Brooms

H. W. Nelson & Co., Ltd.

Office and Warehouse,
92 Adelaide W.

TORONTO

Factory,
15, 17, 19 & 21 Jarvis St.

WILL PAY FOR YOUR ENERGY

It is a well-known fact that no tea ever placed on the Canadian market possesses as much intrinsic value as

Red Rose Tea

There are many ways to prove it

Try the tea yourself!
Ask other people who drink it!
Ask any disinterested tea man!

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

T. H. ESTABROOKS

Branches:
TORONTO, WINNIPEG.

ST. JOHN, N.B.

"Salada" Ceylon Teas will cover every customers requirements, inasmuch as we pack and sell—Black—For Black Tea Drinkers. Natural Green—For those used to the use of Japans.

What a Revolution the "Salada" Corporation has wrought in the Tea Trade is conclusively evidenced by the enormous and ever increasing demand—the sale now being one-sixth of the entire Tea Consumption of Canada.

THERE MUST BE A REASON WHY

"Draw Your Own Conclusions"

Good Customers'

choice is always
MAGIC BAKING POWDER,
because it is so well and favorably known.

Good grocers most everywhere sell it.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

Whatever may be your idea of a toothsome pickle

"STERLING" BRAND PICKLES

will, we feel confident, meet your standard. We speak confidently because we know how thoroughly these pickles meet the ideas of the most fastidious.

Leading grocers everywhere find these a splendid selling line.

THE T. A. LYTLE CO. Limited
TORONTO CAN.

The famous "Made-in-Canada" Pickle

E. NICHOLSON D H BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, October 12, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	**4,495,000**	**acres**	**yield**	**87,203,000**	**bushels**
Oats	**1,838,000**	"	"	**75,725,600**	"
Barley	**546,000**	"	"	**16,980,600**	"
Flax	**55,660**	"	"	**690,184**	"
Grand Total				**180,599,384**	"

Population of the three provinces in 1906:

Manitoba	**360,000**
Alberta	**185,000**
Saskatchewan	**260,000**
Grand Total	**805,000**

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

We Want You To Know

because it is to your interest as well as to ours, that the OLD HOMESTEAD brand canned

Corn and Tomatoes

we are putting up this year are positively the best ever packed in Canada.

The season has been perfect and the Picton district a veritable garden. Here we are right in the centre of it and we are putting up the choicest the garden can afford for the trade of Canada.

A standing invitation is extended to the trade to visit our factory and see the kind of goods we are putting up and the neatest factory in America.

They are positively the best, are OLD HOMESTEAD Canned Goods. There is no doubt of it. Give them a trial and you will prove their worth. Ask your wholesaler for OLD HOMESTEAD Brand. If he can't supply you write us direct.

The Old Homestead Canning Co.

Picton, Ontario

Every THINKING merchant studies the tea-drinking tastes of his customers. He posts himself on the characteristics of GREEN and BLACK Teas.

Did you ever know that the only REAL, genuine, natural GREEN Teas were **JAPANS?** Also that, prepared as these teas are, they are absolutely the PUREST and HEALTHIEST teas to drink?

They are—then buy and sell

JAPAN TEAS

"CAMP"
COUNSELS.
The finest coffee stock you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

RICE RICE RICE

RANGOON
PATNA
JAVA
Just Arrived
JAPAN
CAROLINA

Write for Samples and Quotations

WARREN BROS. & CO.

Limited

Wholesale Grocers

35 and 37 Front St. E., Toronto

ELEME FIGS

Lowest Prices

For immediate delivery

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

PURNELL'S

PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.

The best for Pickling and for the table.

PURNELL'S PURE PICKLES AND SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Ltd., Bristol, Eng.

Founded in the year 1750.

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HANZARD, - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St. Peter St., - MONTREAL
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.
BICKLE & GREENING, - - - HAMILTON, ONT.
J. CARMAN, - 722 Union Bank, - WINNIPEG, MAN.
C. E. JARVIS & Co., - - - VANCOUVER, B.C.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY

9 and 11 Francis Street, TORONTO, ONT.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

It sells well and gives satisfaction

What more do you want?

Don't run short of it.

PATERSON'S CAMP COFFEE ESSENCE

ROSE& LAFLAMME
Agent Montreal

CRYSTAL SUGAR

SOLD
TO THE RETAIL GROCER
DIRECT
FROM THE MANUFACTURER

WE GUARANTEE every pound to be strictly pure and manufactured in a perfectly CLEAN and SANITARY factory by CLEAN Canadian labor.

OUR QUALITY IS SECOND TO NONE

Western Agents
MASON & HICKEY
WINNIPEG

The Wallaceburg Sugar Co., Ltd.
WALLACEBURG, ONTARIO

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works
MONTREAL

"WAGSTAFFE"

A name that means much in the Jam, Marmalade and Sealed Fruit business.

The British War Office thought enough of our goods to buy over 2,000,000 tins of Jam for Tommy Atkins' use in the late Boer war.

In Canada we are now putting up a line of

Jams, Marmalades and Sealed Fruit

in glass, equal to the goods that have the top-most reputation in Manchester, England.

Pure Wholesome Profitable

All our experts are the most up-to-date in the trade. See your wholesaler or communicate direct.

WAGSTAFFE, Limited, HAMILTON, ONT.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

YOU WANT Something that will bring you trade.

"MELAGAMA"

MOTHER'S FAVORITE TEA

Brings constant repeat orders.

WRITE US TO-DAY

Close Prices - - - - - - - *Prompt Shipment*

We carry a full line of bulks—Will be pleased to send you samples.

MINTO BROS., Tea Importers

F. J. WHITE, Manager TORONTO, ONT.

OUR MOTTO:

"Quality Regardless of Price"

This motto peculiarly applies to our **Cream of Sugar Corn,** which in selection, careful handling, ingredients of syrup, is made to cost much more than the ordinary brands put on the market, but is sold at a very slight advance in price over the ordinary brands. Now, what is true of our **Cream Sugar Corn** quality is also equally true of **Farmers' Brand of Canned Peas, Corn, Beans, Tomatoes, etc.** These are **all** delivered from our own fields to the factory, and packed fresh the same day as they are gathered.

Proof of dealers' and consumers' appreciation being that though our **1906 Pack** doubles that of 1905, but very little of the former remains to be sold. We solicit a small trial order that you may be in the swim with dealers who are buying our goods.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

BLACK LEAD

Cooler weather has brought stoves, etc., again into general use making a good demand for Stove Polish. Black Lead is the best form of Stove Polish and

"JAMES DOME"

has proved itself the best make of Black Lead. Sort up your stock. All jobbers handle it.

W. G. A. LAMBE & CO., Canadian Agents.

The Season for Coffee

If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "CLUB" and "PRINCE OF WALES" brands. These brands of coffee will do for you what they have done for others—increase your coffee trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

A Lot of Starch is sold. But how many of these sales are of the "Come-Back Again" Kind?

There is one of the most important things you have to consider. When a package of

IVORINE
(Cold Water
STARCH

is sold it **half sells** another package in your store. It leaves the impression mark on the buyers memory.

Don't forget this fact.

"Ivorine Starch" is obtainable from your jobber. Case of 40 packages, $2.50

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

You can't keep a grocery store without

Matches

You can't keep the best Matches unless you buy

Our Matches

Made from the best material by skilled workmen with the most up-to-date machinery.

Write us for price list and see how much more money you can make selling our Matches than any other brands.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

NEW PRUNES

Santa Clara Valley goods in 25 lb. boxes, 60/70, 70/80, 80/90, 90/100

Prices Right

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

"RIVERDALE" BRAND CANNED GOODS

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTARY & SONS

AGENTS

QUEBEC Montreal OTTAWA

Cleanliness is a mighty important factor with the Napanee Canning Co.

All the floors in our factory are made of cement. The ceilings in our factory are very high. A first-class sewer runs direct from our factory to the river.

These virtues cannot do other than this one thing: produce perfect sanitary conditions for putting up

"CANADA'S PRIDE"

CANNED FRUIT and VEGETABLES

Have you ordered our delicious Tomatoes, our delicious Corn?

WM. GALBRAITH & SON,
Sole Agents for Montreal

NAPANEE CANNING CO., Limited
W. A. CARSON, Manager - - Napanee, Ont.

Royal Crown
Witch Hazel Toilet Soap
Is Well Advertised

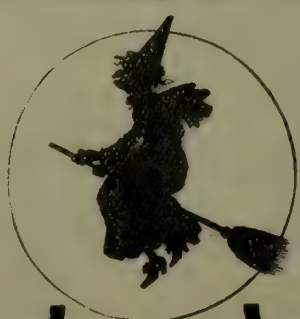
Throughout Canada the interest of the public is being aroused and maintained in this combined Skin-Tonic and Soap.

Advertising of which the prudent dealer takes advantage.

If your supply is not up to the mark, why not order?

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario, Agents.



Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

20

HAVE YOU READ

The BUSY MAN'S MAGAZINE

THE REVIEW OF REVIEWS FOR BUSY PEOPLE

Each issue contains a varied and selected number of articles from the world's leading magazines. This publication is really an ideal magazine, embodying as it does all the best features of the best periodicals.

We are most anxious that you examine a copy closely.

The Busy Man's Magazine is on sale at all bookstores, or it will be sent regularly for one year to any subscriber to THE CANADIAN GROCER for $1.50.

Have your subscription commence with our OCTOBER NUMBER.

THE BUSY MAN'S MAGAZINE
Toronto, Canada

Tartan BRAND

SIGN OF PURITY

MALAGA RAISINS, arrived 27th Sept. We have

22-lb. boxes Choicest Clusters
¼ boxes Choicest Clusters
22-lb. boxes Royal Dehesa Clusters
¼ boxes Royal Dehesa Clusters
22-lb. boxes Vega Clusters

Arriving on Wednesday, 5th Oct., first shipment of NEW FIGS

10-lb. boxes 4-Row Figs
10-lb. boxes 5-Row Figs
24-lb. and 48-lb. boxes 2½-in. Figs
48-lb. 3-in. Erbeli Figs

WAGSTAFFE—These goods are being rapidly sold. If you want a complete assortment of Sealed Fruit, order now.

We have a big snap in a Hyson Tea to retail at 25c. **See our travellers or ask for samples**

Always when in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., *Wholesale Grocers, HAMILTON*

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

JUST ARRIVING

½-bbls. **Sea Trout,** ½-bbls. **Labrador Salmon,** ½-bbls. No. 1 **Mackerel,** ½-bbls. **Split Herrings,** ½-bbls. Labrador Herrings.

"ALL FIRST-CLASS STOCK"

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.

FLAKED WHEAT

The distinguishing feature of

Greig's White Swan Flaked Wheat

is the large, thin flakey flakes that make it so vastly different from any other wheat produced in Canada.

No attempt is made to compete in price with ordinary kinds of rolled wheat, as there is no comparison in quality. It stands in a class by itself and readily commands its price from particular people.

All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times.

Samples and quotations will be cheerfully furnished.

The Robert Greig Co., Limited
White Swan Mills,
Toronto

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane, LONDON, England
TRIAL ORDERS SOLICITED

NICHOLSON'S MINCE MEAT

Means Much to the Family Exchequer

Just the reason you should speak its merits to customers. They will save the money and you will secure the business.

About: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed:

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Red Label Catsup

We are offering an unusual snap in a freshly prepared pint bottle of Catsup, freight paid in 5 case (each 2 dozen) or 2 barrel lots to any station East of North Bay.

This is the best value on the market to-day.

Our travellers have samples and prices; if they don't call, write us.

Have you looked into our Red Feather Spice proposition? It will pay you.

JAMES TURNER & CO., HAMILTON, ONT.

LIMITED

Straight Pointers on Canned Goods

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

AMERICAN NEW PURE FOOD LAW

Results Obtained at Meeting of Commissioners With Representatives of Manufacturers and Distributors—Object of the Law to Prevent Misbranding and Adulteration.

When the new pure food law passed by Congress at its last session comes into force in the United States on January 1 the people of the republic will have made a great step in advance in safeguarding their victuals, drinks, sweetmeats and drugs.

Dr. Wiley, chairman of the commission constituted under the new law to formulate rules for its enforcement, thus briefly defines the new act:

"The Food and Drugs Act has two great purposes in view which stand out clearly throughout all of its sections, namely, first, to prevent the introduction of any injurious substance to food and drug products or the abstraction of any valuable properties therefrom; second, to prevent the misbranding of any packages of food or drug products either as to the nature of the contents of the package or their properties, or as to the place, country, state or territory where made or produced. These two purposes of the law have equal weight. The first set of offences is called 'adulteration,' the second 'misbranding.'"

Hear Food Interests.

The commission of three, representatives of the departments of the Treasury, Agriculture and Commerce and Labor at Washington, sat a week in New York to hear the representatives of the food and drug interests tell what they thought the regulations under the act should be or should not be. The National Wholesale Grocers' Association was among those represented and their solicitor, Wm. C. Breed, of New York, obtained from the commission the very important statement that acticles manufactured before January 1 to meet the ordinary demands of trade would not be affected by the law.

The enforcement of the law is in the hands of the ministerial heads of the three departments named and they deputed the three commissioners to draw up the necessary rules and regulations. Before meeting the representatives of manufacturers and distributors in New York they had spent six weeks studying carefully the provisions of the new law and the character of the regulations and rules apparently necessary to secure its enforcement. The commission were not argumentative and it was with difficulty they could be got to express their views. They came simply to listen.

Results Obtained.

The actual result of the hearings, from the standpoint of the manufacturers and dealers who presented briefs and oral arguments, as nearly as can be judged from expressions of Dr. Wiley and his associates, may be given as follows:

1. Products necessarily manufactured to meet a normal demand and to take advantage of seasons before the new law becomes effective will be allowed to go into consumption, even if preservatives or coloring matter have been used. Restrictions as to labeling will be imposed.

2. The letter of the law will be adhered to in the matter of the use of coloring matter or preservatives with the single exception noted above. The rulings of the Secretary of Agriculture under the Meat Inspection law will be followed in the recommendations of the Food and Drugs Law Commission. It may be stated on authority that all mineral coloring and preservatives will be prohibited in food products.

3. Benzoate of soda, as a preservative, will come under the ban, in all probability, although the commission has not yet fully decided upon a ruling.

4. The commission, in its rulings, will not embarrass manufacturers by any strict adherence to dictionary definitions in the wording of labels. Trade terms will be recognized when there is no intention to deceive.

5. The present rulings in regard to imported products will stand and may be materially strengthened.

6. Great care will be used in the selection of samples for examination. Only original packages or properly certified goods will be used, the Government largely assuming responsibility where fraud or blackmail is charged.

7. Manufacturers and distributors may guarantee goods in any legal way which they may find convenient.

Special Act for Meat.

In due course the rules and regulations finally formulated will be published. The Food and Drugs Act does not affect meat products, these being cared for by the Meat Inspection Act, also passed by Congress at the last session.

Mr. Breed in a concluding address to the commission said:

"I predict that this meeting will prove to be of more benefit to the cause of pure food than any other gathering ever held. Certainly the manufacturers and distributors of food and drug products who have been attending these sessions must have convinced the Government representatives of their honest desire to comply with the law and assist in its enforcement, and I am sure that after the public statement made by the commission yesterday we are all agreed that the Government will not put such a strict construction of this act as will ruin business interests provided any other construction is possible and will insure pure food and drugs. We believe that a pure and healthful product can be prepared and put out, truthfully labeled, and not require an upsetting of business customs and conditions."

What the effect of the new law will be upon the retailer of groceries cannot easily be premised. It looks on the face of it as if it would relieve him of a good deal of responsibility. The question which naturally arises on this side of the line is, where are we in Canada in regard to pure food?

POINTER TO SALMON TRADE.

The attention of Canadian shippers of whole salmon is drawn by P. B. McNamara, Canadian commercial agent at Manchester, to the fact that at the present time and until the end of February, prices rule very high and the fish is very scarce. In order to overcome this scarcity and consequent high prices, a scheme is said to be inaugurated whereby the great centres of Great Britain can be supplied by shipments in a refrigerated condition from Siberia. Two steamers specially built for the frozen meat trade are said to be now loading salmon at a port on the Amur River. Immediately on being caught they will be placed in the ship's holds and kept in a frozen state until delivered. The Amur salmon is stated to be equal in size and quality to the Canadian variety. The exports of salmon from Canada to Great Britain in November, 1905, amounted to 90,853 pounds, valued at $7,119, or an average price of 8c. per pound. The wholesale price of Scotch and Irish salmon at the present time is about 2s. 3d per pound. I am confident that if more attention was paid to the English market a very much larger volume of business could be secured.

REMEDY FOR DUST ON ROADS.

W. A. McKinnon, Canadian commercial agent at Bristol, Eng., writes: "A correspondent writing in the Times of the 29th instant, states that if calcium chloride, which can be purchased at 30s. per ton at the works at Northwich, be used for heavy watering of the streets, at a strength of 1 cwt. to 100 gallons of water, and afterwards for light waterings at half strength, the dust evil will be entirely disposed of. I take it that this has reference to macadam roads. The correspondent writes: 'I was in Woodbridge (Suffolk) on the 20th instant, and the clerk of the council assured me that the streets had not been thoroughly drenched with the solution since July 28. They had been watered lightly once daily early in the morning. They were in perfect condition, and not a particle of dust flying when I inspected them.'"

Perhaps some Canadian municipalities would think it worth while to make a trial of this remedy on some part of its streets where the dust nuisance has been most pronounced.

IMPORTANT VISIT TO CANADA.

Another link in the chain of Bristol's commercial relations with Canada, writes W. A. McKinnon, Canadian commercial agent at Bristol, Eng., will be forged by the visit to all important Canadian centres of Mr. F. B. Girdlestone, secretary and general manager of the Bristol Docks Estate. The object of Mr. Girdlestone's visit is to confer with boards of trade and other organizations, with a view to bringing about a larger traffic between Bristol and Canada. Any improvements in the facilities offered at Avonmouth for such transaltantic trade which may be suggested to Mr. Girdlestone will receive careful consideration by the Bristol authorities.

A PAYING BUSINESS.

The dividend on E. W. Gillett Co's stock for the current quarter will be at the rate of 10 per cent. This will be good news to the many wholesale and retail grocers who are fortunate in being owners of some of the stock.

WINDOW AND INTERIOR DISPLAY

Picture of an Up-to-Date Grocery Depar tment in a General Store—New Idea for Window Grocery Display—A Meal and its Cost.

The world's great prizes are for the man who has that quality which is called "initiative." The reason for this is that initiative is so rare, says the Commercial Bulletin. The laws of supply and demand govern the market for brains just as they govern the market for salt or oranges. Were there plenty of men of initiative there would be few prizes for them.

Almost the hardest thing in the world is to think up something new—absolutely new. That this is so is proven by the comparatively small number of really new things and ideas that are evolved. The continual demand of the world is for "something new, something different."

It is this demand which the window trimmer must try to satisfy every time he puts in a new trim. If it is the same old idea that people have seen over and over again it will not attract the attention that is desired. To use canned cans of tomatoes this week instead of the cans of corn used last week will not be evolving something new, if they are arranged in the same old stereotyped pyramids, stacks and columns.

There are fewer original and effective window displays in grocery store windows than in those of almost any other stores. Lack of suitable material for displays cannot be brought forward as an excuse for this, for certainly the grocer has at his disposal a large and varied stock of goods which are capable of being shown in striking and appealing ways. There is really no excuse for it.

The aim of the grocer should be, of course, to display his goods so conspicuously and attractively as to create in the beholder a desire to eat some of them. This—to create desire—is, of course, the aim of all display and advertising, whether it be display of dry goods, hardware or groceries, or advertising in the newspapers or otherwise. Having created this desire, the next thing is to impress upon the beholder the idea that the things which look so good can be secured at a low price. If a merchant can succeed in impressing these two ideas firmly on the mind of the man or woman who looks in his windows he is pretty likely to make a sale.

Now, since the aim of the grocer is to make the window-gazer's "mouth water," is it wise for him to pile up in his window a great pyramid of cans and bottles? Does the dry goods merchant make great piles in his window of bolts of cloth and closed boxes containing shoes and gloves? Does the cigar dealer display piles of closed cigar boxes?

The stuff that is inside the can or the box is what interests the consumer. On the outside there may be a very handsome label printed in three colors, but the man who buys the package wants to know what the contents look like. It has been suggested that grocers display in a neat and attractive manner the contents of the cans and bottles, arranged in dishes or on saucers or plates. Canned fruit or vegetables, crackers, canned fish, potted meats, cocoanut, coffee, tea, condensed milk, jellies, preserves, jams and pickles may all be shown in this manner.

A new idea for displaying groceries is that of showing in the window a large card, bearing a model menu, and showing with it the goods themselves. For instance, prepare a card about 14 x 22 inches size, headed "A Delicious Breakfast." The menu might be as follows:

Grapes.
Oatmeal and Cream.
Poached Eggs on Toast.
German Fried Potatoes.
Griddle Cakes, Maple Syrup.
Coffee.

This menu may be altered or elaborated upon to suit the taste of the individual grocer, but the price of each article should be displayed immediately after it on the menu card.

Then, immediately in front of this menu card, the goods themselves should be shown. The grapes may be either in the original basket or in a dish. The oatmeal packages should be opened at the top and tipped over an oatmeal dish so that its contents are partly poured into the dish. The cream may be shown in a glass pitcher or in a bottle. A loaf of bread with half a dozen eggs will represent the poached eggs on toast and half a dozen raw potatoes are suggestive of the "German fried." The griddle cake flour, with a can of maple syrup, and a large measure full of unground coffee, will complete the display.

This idea may be enlarged upon or varied to suit the taste and conditions in each particular case. If desired, several of these menus may be shown at the same time, and other menus for dinner and luncheon may be easily arranged. Just how, an exceptionally seasonable menu would be one for a picnic dinner, which would be easy because of its almost entire dependence on canned meats and fruits.

Much interest could be added by indicating on the card or a separate card the cost of a meal for each individual.

GROCERIES A GENERAL STORE.

A section of the grocery department of A. Beattie & Co., St. Mary's, Ont., is shown in the accompanying illustration. It is located at the rear of a 150 foot floor, the main part of which is taken up with dry goods. The store occupies a corner, and the grocery department is served by a separate entrance from the side street. The excellence of this department furnishes an index to the high standard maintained throughout the whole store. The business has been established for many years. The staff of nearly fifty is now employed.

GROCERY SECTION—A. Beattie & Co., St. Marys, a Town of 4,000 Population.

A. Beattie & Co. conduct a second store at Thedford, Ont.

EDMONTON OPPORTUNITIES.

Under the above title the Edmonton Board of Trade issued an attractive booklet last month for distribution among the members of the Canadian Manufacturers' party. The introduction consists of a quotation from an article appearing in the Western Board of Trade issue of this paper last June and it is followed by a mass of information about Edmonton given in concise and readable form. Edmonton undoubtedly offers splendid opportunities as a manufacturing site and the Board of Trade are alive to the necessity of advertising.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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NEW ADVERTISERS.

Crown Mfg Co., Toronto.
Griffin & Skelley Company, San Francisco, Cal.
International Stock Food Co., Toronto.
Mason & Hickey, Winnipeg, Man.
Royal Crown Limited, Winnipeg, Man.
Wallaceburg Sugar Co., Wallaceburg, Ont.

U. S. CURRENCY REFORM.

For years business interests in the United States have been hampered by the inelastic nature of their systems of currency and banking. In March last the New York Chamber of Commerce appointed a committee to report a plan for the remedy of the defects in the currency system. The committee after investigation and study covering a wide field of experience and suggestion reported last week, submitting alternative plans.

It recommends as its first choice the creation of a central bank of issue similar to the Bank of Germany or the Bank of France, such bank to deal exclusively with banks, and its stock to be owned in part by banking institutions and in part by the Government, but with the proviso that the representatives of the Government shall be supreme in the management. Under the plan proposed this central bank would issue currency, rediscount for other banks, hold public money, and act as agent of the Government in redeeming its paper money and making its disbursements.

The committee has not shut its eyes to the fact that public sentiment in the United States may not be found in a receptive state as regards what it deems the more desirable solution of the currency problem, and it presents as an alternative a plan under which national banks whose bond-secured circulation equals 50 per cent. of their capital should be allowed to issue additional notes equal in amount to 35 per cent. thereof, such additional notes to be subject to a graduated tax, ranging from 2 per cent. on the first issue of 5 per cent. of the capital to 6 per cent. on the last issue of 10 per cent. thereof. It is proposed that the proceeds of the graduated tax should constitute a guarantee fund in the custody of the Government for the redemption of the notes of failed banks.

Other recommendations are that the law restricting the retirement of national bank notes to $3,000,000 a month be repealed; that future issues of United States bonds be not made available as a basis for the issue of national bank notes, and that a law be enacted requiring all money in the general fund in the treasury above a reasonable working balance be deposited in national banks.

THE RETAILER'S BANKER.

From practically every standpoint the interests of the jobber and retailer are mutual and each must depend to a certain extent upon the other. Price cutting and kindred evils which injure the retail trade and prevent a fair margin of profit from being secured hurt the jobber almost as much as the retail dealer. Consequently any movement upon the part of retailers to organize to better their position should meet with the approval of the wholesalers, whose capital is invested in stocks to be sold or already advanced to retail customers.

Few retail merchants are in a position to buy their goods for cash, when they are obliged to extend credit to their customers for varying terms from 30 days to one year—and rarely sure of payment of one hundred cents on every dollar of credit outstanding. The comparatively small number doing business on a cash basis might be able to pay spot cash, but the average dealer needs a banker and a bank credit, and he has them both in his jobber.

And how many manufacturers can afford to employ a force of salesmen sufficient to sell a bill of goods to every small buyer in the limited quantities his capital compels him to buy—a half dozen of this line and a twelfth of a dozen of another ?

Jobbers to-day must have ample capital before they can meet the demands made upon them. Great warehouses representing investments of hundreds of thousands of dollars, erected on valuable ground in the wholesale centre of the great cities, bear witness to the importance of the jobber.

The modern jobber knows about how many bales of wire, how many ranges, or how many dozens of shovels will be sold during the season, and he places the order for his season's supply with the different manufacturers. He exercises wisdom, visits the marts frequently, keeps posted on every phase of the situation, is on the watch for bargains, and keeps his large capital employed or husbanded as he reads the signs of the times.

An instance of how the retailers' association could be of assistance to the jobber came to light during the past week. An Ontario wholesaler found cutting going on in a line he sold to retail customers. He notified the manufacturer that the price of his line was not being maintained but as the price cutter was a large retailer who bought direct from manufacturers the manufacturer declined to interfere and the price cutting continued. If the jobber had been assured of the support of an organized retail trade the manufacturer would probably have acted in an entirely different manner.

The relations of banker and depositor should be maintained between jobber and retailer and each should conserve the interests of the other and help to strengthen their trade associations.

MORE ABOUT RETURNED DRAFTS.

In a recent issue the subject of returned drafts was discussed in some of its most common phases and the consideration of the retailer asked in facilitating transactions and saving extra charges. "Goods not yet checked over," "drawee out of town," or merely the word "refused," were quoted as endorsations with which a wholesaler or jobber's paper is frequently returned, resulting in inconvenience in bookkeeping and the loss of the bank's service fee and interest.

In a great many instances there is undoubtedly room for complaint against the retailer, but he, in turn, is not without a grievance. Sometimes he is presented with a draft several days before the goods arrive and he could not reasonably be expected to accept it. The wholesaler or jobber should time his drafts so that sufficient margin may be allowed for checking shipments.

Small shortages or overdrafts may be overlooked as adequate cause for refusal

to execute an acceptance. A jobber or wholesaler of any standing would certainly hasten to adjust an error of this kind. However, we know of one case where the mistake amounted to over $50. Good business form, not a fear that he would lose the difference, renders a merchant loth to accept under such circumstances. He follows the principle that it is a good deal easier to keep an account straight than to make it straight once it gets out of plumb.

RUNNING A MUNICIPALITY.

Government by a commission of experts each endowed with executive ability of superior order is, theoretically, the ideal system of municipal administration. Practically it is impossible. The first question confronting the "commissionist" is "how would you elect or appoint the commission.

It is becoming a habit with city and towns people when condemning their municipal government, to remark "government by commission is the only way." Not one in a thousand has given the matter careful consideration.

Municipal government in Canada—and to the average citizen it is the most important government we have—must be worked out on the basis of popular representation. There are now two opposite tendencies in municipal method. the one growing in favor in Canada, is to concentrate executive authority in the hands of a small committee or board, in Ontario called the Board of Control and make the functions of council legislative and supervisory. The other tendency, almost universal in Great Britain, is to divide executive authority among a great number of standing committees. Some councils have scores of such standing committees each devoting itself to a minute detail of civic administration. Of course, the councils are large.

The former system seems the more natural on this side the Atlantic. Nowhere yet has it approached perfection, but it has given good results thus far.

Wishing for municipal government by commission is like crying for the moon. In the first place, it isn't likely to be forthcoming and in the second place they wouldn't know what to do with it if they had it.

If people would only learn that they themselves are the rulers of their city, appreciate their responsibilities of citizenship and vote and act accordingly, the great and pressing problems of municipal government would be quickly solved.

PREMIERS AT OTTAWA.

This meeting of provincial premiers at Ottawa is not a healthy sign. The talk of beginning provincial jurisdiction for a larger subsidy hand out from the Federal treasury smacks of the late Esau's improvident dicker for a mess of pottage with his shrewder and more abstemous brother Jacob. In a democratic country where all government is based upon popular representation, centralization of power is to be guarded against. The Federal authority should take care of only what in the nature of things the provinces cannot do for themselves and the provincial legislatures should in turn delegate to the municipalities all matters that may be made municipally individual or be municipally bounded. The nearer home the subjects of administration can be brought the more intelligent the interest people will take in them, and the cleaner and healthier and more sane will be the national life. The man who neglects his civic responsibilities, no matter how high may be his walk in provincial or federal politics, is not a good citizen, at any rate not as good as he ought to be.

Then there is another, though analagous reason, why the provincial premiers would have been better at home. Sir Wilfrid Laurier stated it in his address to them: "The subsidies which we give to the provinces out of the exchequer cannot be said to be altogether in accordance with the old doctrine that they should have the responsibility of spending who also have the responsibility of collecting the revenue." Perhaps an older doctrine is that the privilege of spending should carry with it the responsibility of collecting. At any rate, both functions, getting and spending, should go together. Nothing in political economy is sounder than that. Therefor the provincial premiers are heading the wrong way.

WINDOW DRESSING COMPETITION

Don't forget The Canadian Grocer's monthly window dressing competition. It is an opportunity for clerks to prove their quality. Send a photograph and a short description of how the window is dressed. The prizes are $5, $3 and $2. The store window is a neglected means of advertising that every grocer should cultivate.

DRIED FRUITS IN SEASON.

Not in the memory of man, as Caesar would have said, has there been such a dried fruit season as this. The root of the trouble was the failure of the Valencia and Sultana raisin crops. The Greek currant merchants seeing their opportunity have boosted the price of their product and the American markets are to a great extent falling back upon the California seeded raisin. The crop is all right, large, in fact, but the conditions for marketing it are adverse in the extreme. Railway blockades, scarcity of labor, high prices of materials are all hindering the progress of the crop to the consumer and together with the abnormal demand, furnishing the growers and packers with good reasons for advancing prices.

Despite all drawbacks, however, the consumption of California seeded package raisins will be larger in Canada this year than ever before. This will give the Canadian housekeeper a larger opportunity for studying the comparative merits of the Spanish and California fruit.

The Californian hasn't the flavor of the Spanish; its producers admit that, but it can be seeded successfully and its convenience is expected to commend it to the consumer. Attempts have been made to seed the Spanish fruit, but it has so much sugar and so thin a skin that it is apt to candy before the output is consumed. The Californian fruit is submitted to a sort of sugar refining process after being dried and before being seeded, which aided by its tougher skin and drier quality insures its keeping in good shape. The process to which the California raisin is submitted consists of alternately heating and chilling.

Well informed importers estimate that not more than a fifth of the usual Canadian importation of Valencia raisins will be brought in this year. High prices will of course restrict consumption to some extent, but the deficiency will be made up from California.

EDITORIAL NOTES.

Imports into France increased during the first seven months of this year from $540,636,000 to $597,048,000, and exports from $516,597,000 to $551,311,000.

The importations of cheese into Australia for 1904 and 1905 were very much below those of previous years. They amounted to £12,494 last year, of which £337 is credited as coming from Canada. New Zealand, Germany, the United Kingdom and Belgium furnished the bulk of the trade. The Canadian share of the trade has fallen very materially. It ought to be increased and should be with careful provision for safe carriage

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to The Pacific—News of Your Brother Grocer in all the Provinces.

W. T. Smith, Carman, Man., has sold out.

T. L. Cook, Murray River, P.E.I., has assigned.

Brockville, Ont., has organized a board of trade.

E. B. Benson, St. Thomas, Ont., has sold to H. Worsley.

Jos. Rousseau, tea merchant, Levis, Que., has assigned.

Fred Warren, general store, Wales, Ont., has assigned.

Mr. Base has completed a large general store in Vonda, Man.

T. H. Estabrooks, of St. John, N.B., was in Ottawa last week.

Cudmore & Morrison, Saskatoon, are succeeded by Price & Little.

Arthur Hammond, Spring Hill, has sold to John Haffner & Son.

Brownstein Bros., Pierreville, Que., have assigned to A. Lamarche.

Wm. Heughan's general store, Thorndale, Ont., is advertised for sale.

Thos. Sanderson has succeeded Sanderson & Kearns, Kinistino, Sask.

J. R. McPetrie has accepted a position as traveler with M. Masuret & Co.

C. Stewart, North Battleford, Sask., is advertising his business for sale.

Hormisdas Crevier, general storekeeper, of Cartierville, Que., is dead.

Frank J. Kernick has bought the stock of J. J. Graham, Alliston, Ont.

M. Diamond, Wyoming Park, Ont., is having improvements made to his store.

The general stock of Wilbert Forshee, Dresden, Ont., will be sold by auction.

J. H. Woolliams & Co. have opened a store at 720 Robson street, Vancouver.

McCammon's new store in Moose Jaw, Sask., was opened on Sept. 27th.

The assets of Leon LeBel, general store, Rimouski, were sold on the 10th inst.

A. J. Sweeney, fruits, etc., Hatley, Que., has been succeeded by R. R. Whitcomb.

Powell & Jones, Swift Current, Sask., has been succeeded by Harry Jones.

The assets of J. Elzear Rion, general store, St. Philippe de Nery, Que., have been sold.

Samuel Stevenson, of Kazabazna, Que., is offering to compromise at 25c. on the dollar.

T. G. Siddle & Son, grocers and bakers, London, have sold out to Beach & Son.

H. E. Boule, of Italy, is in Montreal. He will appoint an agent in that city for his olive oil.

Schroeder & Heinricks, general merchants, Aberdeen, Sask., have dissolved partnership.

Robert E. Stroud has bought the grocery and butcher business of H. Brittain, Toronto.

Hector Dupuis, general merchant, of Glen Robertson, Ont., has assigned to Francis C. Costello.

The business of H. H. Brennan & Son, Ottawa, will in future be known under the name of H. C. Brennan.

McKenzie Bros., Moose Jaw, Sask., have disposed of their business to W. Heasman and Friend Fowler.

The recent collapse of an elevator in Weyburn, Sask., caused damage to the store of N. D. McKinnon & Co.

The premises of Mrs. E. Rogers, Ottawa, were recently damaged by fire. The loss was covered by insurance.

Mrs. A. R. Vandusen, Picton, Ont., is offering her grocery business for sale because of Mr. Vandusen's ill health.

Last shipments of saltpetre are due to arrive, and prices are 15c. to 20c. above figures asked in the Spring.

Laporte, Martin & Cie., Limited, Montreal, are expecting a big lot of canned salmon which they can quote cheap.

The Raymond, Alta., sugar factory starts operations on October 10 after a thorough overhauling of the plant.

William E. Orton, of Lucas, Steele & Bristol, Hamilton, Ont., was married on September 26 to Miss Laura Tovell.

Laporte, Martin & Cie., Limited, Montreal, quote low figures for dried fruits they bought before the advance in price.

David Henderson, M.P. for Halton, complains that bad packing is injuring the Canadian apple trade in British markets.

J. A. Breton, fruit dealer, Montreal, has assigned to Kent & Turcotte, and the assets were advertised for sale on the 11th.

The firm of Watson & Jones, Victoria, B.C., has been dissolved, Frank C. Jones retiring. F. P. Watson will continue.

The general store, etc., of Maurele Tremblay, St. Simeon, Que., is advertised to be sold by the sheriff on the 31st inst.

Laporte, Martin & Cie., Limited, Montreal, are offering a new brand of pure table olive oil, for which they are now the sole agents.

The National Cash Register Co. has been given a provincial charter by the Ontario Government. The capital is limited to $90,000.

The premises of the Atlantic Soap Co., 74-78 Don Esplanade, Toronto, were damaged by fire to the extent of $6,000 on Oct. 4th.

The probable amalgamation of the Ogilvie mills and the Lake of the Woods Milling Company is still attracting attention in Montreal.

Robert B. Brown, of Joseph Brown & Sons, Montreal, the banana people, is at present making a tour of the west for business and pleasure.

Robert N. English, a prominent general merchant of Keene, Ont., died on September 23. He was born in Lang, and was sixty-six years of age.

Indications point to an advance of 15 to 20 per cent. in pickles, owing to shortage in the vegetable crop. Glue prices are upward in tendency also.

The stock of Thos. Williamson, general store, Minto, Man., is advertised for sale by C. H. Newton, on the 12th inst.

Laporte, Martin & Cie., Limited, Montreal, report good sales of their special brands of teas in the west, Victoria brand Japan tea being a leader.

A charter has been granted by the Ontario Government to the Ottawa Vinegar Works. The capital is $40,000, and the head office will be in Toronto.

The grocery store of Robert Taylor, Bathurst and Harbord streets, Toronto, was entered by thieves on the night of the 3rd. Only a small amount of money was taken.

W. H. Halford, representing S. H. Ewing & Sons, Montreal, visited the Quebec jobbing trade last week. He reported an active demand for teas and good business.

Robert A. Mitchell, a director of Mitchell Bros. & Co., Glasgow, the whisky people, is in Montreal. Laporte, Martin & Cie., Limited, are Canadian agents for the firm.

Hamburg has a report that German importations of American pork will be stopped owing to Congress having failed to vote an appropriation for the purpose of microscopic inspection.

Peiler & Gow, commission merchants, of Montreal, have dissolved partnership, and the business will be continued by Herman L. Peiler and J. L. McKenzie, under the name of Peiler & Co.

Mitchell & Sanderson, manufacturers' agents, Winnipeg, have been appointed western representatives of S. H. Ewing & Sons, Montreal. The firm will have charge of Ewing's business west of Fort William.

The funeral of the late Robert B. Powell, Toronto, who died of pneumonia on Oct. 5th, took place on the 8th inst. He had been engaged in the grocery business in Toronto for about 27 years. He leaves a widow and four children.

L. Martineau & Cie, Limited, have been incorporated with a capital of $100,000, to take over the business carried on by Leon Martineau and Joseph A. Richard, in Montreal. The head office of the firm will be in that city.

E. Van Diver, promoter of the Bon Ami Company, of New York, was a visitor to Montreal this week. The Grocer met him in the office of Hudon, Hebert & Co., Limited, Canadian agents. Mr. Van Diver has conducted a thorough sampling campaign in all the Canadian cities.

J. A. Beaudry, Montreal; E. M. Trowern, Toronto; Geo. Tetran, Montreal; A. L. Green, Belleville; H. F. Lawson, Montreal, have been incorporated under the name of the Retail Merchants' Publishing Co., of Canada, Limited, with a capital of $15,000, to publish various periodicals. The head office is to be in Montreal.

J. J. Cowie, the Scottish expert on herring curing, who has been giving demonstrations to the fishermen in Baie des Chaleurs, states that herring caught in those waters are equal to the finest English or Scottish fish. With improvements by the railways in the facilities for inter-provincial fish trade, herring importation could be made almost unnecessary in Canada.

(Additional notes on page 35.)

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Jacobs, W. & R., Dublin, Ireland.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn. N.Y.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cans. Tin.
Acme Can Co., Montreal.

Cash Registers.
National Cash Register Co., Dayton, O.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Thorne, Hy., & Co., Leeds, Eng.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co, Ottawa.

Cordials.
Batger's, Rose & Laflamme, Montreal.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
Graham Bros., Kinmount, Ont.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insuranc
Bradstreet Co.

Fish.
Atlantic Fish Co., Lunenburg, N.S.
Connors Bros., Black's Harbor, N.B.
Halifax Cold Storage Co., Halifax, N.S.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Northrup & Co., Halifax, N.S.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Crown Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitskell, J. H., Liverpool, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Murray, Oswald & Co., London, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Griffin & Skelle Co., San Francisco.
Hilborn, W. W., Leamington, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Hamilton Saratoga Chip Co., Hamilton.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J, Co., Ltd., Bowmanville, Ont
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Quance Bros., Delhi, Ont.
Tanguay, Alf. T., & Co. Quebec.
Western Canada Flour Mills Co., Toronto
Wilson, W. H., Co., Tillsonburg, Ont.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Barbour, G. E., Company, St. John, N.B.
Battle Creek Health Food Co., Battle Creek, Mich.
Canada Brokerage Co., Toronto.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Walker Bin & Store Fixture Co., Berlin

Jams. Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Haszard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Maiden, J. H., Montreal.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Radford, Herbert, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Wiseman, R. B., & Co., Winnipeg.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wethey & J. H., St. Catharines.

Office Supplies.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Gillard's Pickles, London, Eng.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co. Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Royal Crown Limited, Winnipeg, Man.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Stock Food.
International Stock Food Co., Toronto.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Crosby, The Molasses Co., St John, N.B.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co, Wallaceburg.

Teas, Coffees, and Spices.
Balfour, Smye & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville-Georgson Co., Winnipeg
Crown Mfg. Co., Toronto.
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
"Kit" Coffee Ltd, Govan, Scot.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

Wrapping Paper, Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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Markets and Market Notes

QUEBEC MARKETS.

Pointers:—

Fish—Revised.

Evaporated apples—Declined.

Maple products—Higher.

Montreal, Oct. 10, 1906.

Continued good business makes it possible for the trade to expect a good Fall turnover. Jobbers report many good-sized orders from country points, while collections are said to be first class. The feature of the grocery market this week is the situation in dried fruits. The upward tendency continues in most lines. A small shipment of prunes reached Montreal this week and everybody is after a quantity of the new stock, so that agents are in a quandry. The Oregon crop of prunes is reported almost a failure. It seems that ripening set in too quickly for the packers to take care of the crop. Interest in black teas continues. Advices received say that they are upward in tendency. Since last week prices have advanced over one cent. Honey is higher this week as are also maple products. Sugar is rather easy than otherwise. There is a little more interest displayed in molasses this week and also in coffee.

CANNED GOODS—Nothing further has developed in the canned goods situation. The trade is resigned to the new prices, the normal conditions have been resumed. Many orders have been cancelled, modified or otherwise affected by the new lists. At present, deliveries of confirmed orders are being made. Jobbers have, most of them, received shipments from the factories, and in turn are filling the commands of their customers.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 27½	1 25
Gallons	2 67½	2 65
Perserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, not peeled, 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	1 17½	1 15
3's " "	1 67½	1 65
2's " heavy syrup	1 22½	1 30
2½'s " "	1 62½	1 60
3's " "	1 92½	1 90
Gals. " " standard	3 22½	3 20
2's " Lombard, light syrup	1 22½	1 20
3's " "	1 72½	1 70
2's " " heavy syrup	1 37½	1 35
2½'s " " "	1 67½	1 65
3's " " "	1 92½	1 90
Gals. " " standard	3 42½	3 40
2's " Green Gage, light syrup	1 27½	1 25
2's " " heavy syrup	1 47½	1 45
2½'s " " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " " standard	3 72½	3 70
2's " Egg, heavy syrup	1 70	1 67½
2½'s " " "	1 97½	1 95
3's " " "	2 27½	2 25
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz.	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz.	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz.	....	1 75
½-lb. " " "	....	1 15
Pink salmon, various brands, per doz.	....	1 00
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz.	....	1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Sugar is fairly easy this week. There has been a falling off in demand since last report. Prices are steady as quoted hereunder. Advices from primary markets do not mention any new features in connection with the Cuban situation.

Granulated, bbls.	....	$4 40
" ½-bbls	....	4 55
" bags	....	4 35
Paris lump, barrels	....	5 05
" " half-barrels	....	5 05
" " boxes, 100 lbs	....	4 95
" " boxes, 50 lbs.	....	5 05
Extra ground, bbls.	....	4 80
" " 50-lb. boxes	....	4 90
" " 25-lb. boxes	....	5 00
Powdered, bbls	....	4 60
" 50-lb. boxes	....	4 80
Phoenix	....	4 40
Bright coffee	....	4 20
" yellow	....	4 25
No. 3 yellow	....	4 25
No. 2 "	....	4 10
No. 1 " bbls.	....	4 00
No. 1 " bags	....	3 95

SYRUPS AND MOLASSES—There is a little more interest in molasses this week than there has been for some time. Syrups are beginning to sell better also.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 35
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 03
" ¼-bbls.	....	0 03½
" 38½-lb. pails	....	1 40
" 25-lb. pails	....	1 00
Cases, 2-lb. tins, 2 doz. per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 35
" 20-lb. " ¼ doz. "	....	2 25

TEA—The tea market this week is rather strong. There is considerable interest displayed in all blacks, which, according to latest reports are advancing. Since last report there has been an advance of from 1c. to 2c. on low grades, medium and higher. Quite a lot of attention has been given to black teas of every description since the close of the Japan season, the demand being continually strong. Prices are more likely to advance than decline, if present indications work out. China blacks are firm while greens present no new feature. Ceylon greens are scarce, the market here being scantily supplied. A good figure is obtainable for anything in this line.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 17	0 18
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 23
" " pinhead	0 28	0 32

COFFEE—Coffee orders are becoming larger with the advance of the Fall season. Jobbers report a noticeable increase in the business received from country points.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS — The feature of the market this week is the situation in California. Packers are working under the most deplorable conditions. There is scarcity of labor; of packing material; of cars and of everything else esential to the carrying on of their business, except fruit. There is plenty of fruit but no way of shipping it. It is said that one large packing house is not in the slightest interested in any new business There has been

a small shipment of prunes to Montreal, being about sufficient to cause a great deal of trouble for Montreal representatives of the fruit houses on the coast, because the shipment is not enough to fill anything like the number of orders which are waiting. Reports state that the Oregon crop of prunes has been almost destroyed, because it ripened too quickly. The California crop is falling considerably under first estimates, the large sizes not being obtainable. The raisin crop is well under way. Dried apricots, peaches, pears continue to advance. Figs have been put up also, and are now 5s. to 6s. above opening price. The prices this week are about 1-2c. to 1c. above last week's figures. There is nothing further from Greece about currants, while there is nothing of particular interest in advices from Spain.

Valencia Raisins—	
Fine off-stalk, per lb	0 08
Selected, per lb	0 08½
Layers, "	0 07
Dates—	
Dates, Hallowees, per lb	0 05
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ¼s	1 3
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs	0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08½ 0 09
" " 4 crown	
Prunes—	**Per lb.**
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 07
" " cleaned	0 07 0 07½
" " in 1-lb. cartons	0 07½
Finest Vostizzas "	0 08
Amalias "	0 07
Sultana Raisins—	
Sultana raisins, per lb	0 08 0 12
" " 1-lb. carton	0 10
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 15
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 06
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES — Spices are unchanged since last report. Business is said to be improving.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

PEELS—Peels remain practically unchanged, the market continuing strong.

Citron peel, per lb	0 18 0 20
Lemon peel, per lb	0 10½ 0 11
Orange peel, per lb	0 10½ 0 11

EVAPORATED APPLES—Evaporated apples are slightly lower this week, dealers being willing to accept orders for some varieties, at 7c. Trade passing is very good, some excellent orders having been shipped lately.

BEANS—Lower prices are looked for in beans about the end of this month. At the moment there is little business being transacted on spot.

Choice prime beans	1 55 1 60
Lower grades	1 50 1 55

MAPLE PRODUCTS—Fall business is coming in and shipping has begun in earnest. The holiday trade is commanding the attention of all manufacturers and jobbers, all of whom are busy. Prices are slightly higher than last quotations.

Maple syrup, in wood, per lb	0 06 0 07
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 08 0 09
Pure Beauce County, per lb	0 09

HONEY—On account of the scarcity of honey, little business is being done. Prices are firm, and in the case of buckwheat, higher. Shippers in the country report being cleaned up, or say they have practically no stocks available for shipment.

White clover comb honey	0 15
White clover, extracted tins	0 11
Buckwheat	0 08½ 0 09

RICE AND TAPIOCA—Tapioca is very hard to obtain, the market being very bare. The price remains as quoted. Rice is normal.

B rice, in 10 bag lots	3 25
B rice, less than 10 bags	3 35
C C rice, in 10 bag lots	3 15
C C rice in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 08

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 10, 1906.

BUTTER—Market slightly easier, but prices are well maintained.

CHEESE—Prices steady.

EGGS — Firm tone in market continues. Prices unchanged.

PROVISIONS—Nothing new. Dressed hogs quoted $9.50 to $9.75 per 100 lbs.

ONTARIO MARKETS.

POINTERS—

Sugar market unsteady.
Currants firm again and higher.
Good demand for canned goods.
Eggs higher.

Toronto, October 11, 1906.

Business in the grocery trade is brisk and collections are satisfactory. The wholesalers' credit men who take a minute to think about it congratulate themselves on the fact that crops have been good. Had it been otherwise they would have had a lot more trouble on their hands now.

Wholesalers report that the retail trade is taking hold of canned goods well but here and there it is found that the high price is still an impediment. Some wholesalers say, "We're not pushing them; we'll get more for them later." Others are content with the situation.

There is considerable buying of dried fruit but the retail trade is pretty chary of taking hold at prices which make currants and raisins luxuries. The easiness in the currant market has passed and the fruit is higher than before. Sugar is passing rapidly into consumption but the market is regarded as unsteady. The price is made on first shipment dates, Hallowees only, at 5¾ to 6 cents

CANNED GOODS — There are no changes in quotations. Wholesalers say there is a brisk demand but consumption is not as heavy as last year. The belief is strongly held in some quarters that prices will be higher before next Spring. But packing of tomatoes is still in progress and the situation is incomplete. American tomatoes are quoted: 3's, 92½c. to 95c. As the duty is 1½c. a lb. gross weight, it can be seen the price here has room to expand before it will bump up against the imported article

SUGAR—The course of European beet sugar prices, f.o.b. Hamburg, for a week beginning October 3, was: 9s. 4½d., 9s. 3½d., 9s. 3¾d., 9s. 3½d., 9s. 3¾d.

Willett & Gray, New York, in their last weekly report, say after speaking of Cuban affairs.

"Under these new conditions, all the markets of the world have declined. The closing quotation here being 4c. for 96 degrees test Centrifugals against 4⅛c., the highest point recently reached. The closing quotation for beet sugars in Europe is 9s. 3¾d., against the highest point reached of 10s. 3d. The closing price for Java sugars afloat is 4c. for 96 degrees test at which they are offered, against the highest sale made at equivalent of 4⅛c. per lb.

"These declines are directly traceable to the improvement in the Cuban affairs, the European crop prospects having remained throughout generally favorable and having had no important bearing on the market during the recent crisis. From this time forward, however, beet crop prospects and Cuba crop prospects will work together to establish market quotations.

"Refiners' supply of cane sugars is very limited and as very few Cuba sugars of the last crop remain unsold, these are held at prices considerably above the parity of European beet sugars which to-day at 9s. 3d. is the equivalent of 3.93c. per lb. for 96 degrees test Centrifugals. New crop Cuba Centrifugals are offered in a small way for December-January shipment at 2 7-16c. for 96 degrees test equivalent to 3.80c. landed duty paid.

"The final outturn of the Cuba crop depends more than anything else upon the supply of laborers for harvesting. The conditions of the cane and the quantity of cane are sufficient for a very large crop provided proper labor can be had to secure it.

"As regards the European beet crop Mr. F. O. Licht's preliminary estimates have not yet been given out, although he has called attention to some trade estimates which indicate a minimum crop of 6,045,000 tons to a maximum crop of 6,515,000 tons against the actual crop of last year, 6,954,000 tons."

Visible supply.—Total stock of Europe and America, 1,309,103 tons, against 1,094,007 tons last year at the same uneven dates. The increase of stock is 215,096 tons, against an increase of 239,139 tons last week. Total stocks and afloats together show a visible sup-

ply of 1,529,103 tons, against 1,374,007 tons last year, or an increase of 155,096 tons.

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28
Bright yellow	4 33
No. 3 yellow	4 33
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Prices are unchanged. The molasses market is reported firm.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.		0 0[illegible]
" ½-bbls "		0 03
" kegs "		0 0[illegible]
" 3 gal. pails, each		1 40
" 2 gal. " "		1 00
" 2-lb. tins (in 2 doz. case) per case		1 [illegible]
" 5-lb. " (in 1 ") "		2 40
" 10-lb. " (in ½ ") "		2 35
" 20-lb. " (in ¼ ") "		2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—The market for all lines is very firm. Indian teas, blacks and greens, have advanced a cent a pound. It is not, however, the custom of buyers on this market to take hold on a rising market. Francis F. Street, in a mail advice from Ceylon under date of August 29 says :

"Offerings during the past fortnight have been rather heavier than in the previous one, but as a very large proportion of the offerings were fannings and dusts and a good deal of low common second-hand tea has been printed, the quantity of interesting tea has been very small.

"The market is firm to advancing for all grades and good liquoring sorts and finest teas have met with very keen competition. Common to medium pekoes show an advance of fully 3 cents, due to heavy Russian buying. Good dusts and fannings are selling at 'famine' prices and were dearer in last sale than ever before.

"There have been some very fine invoices offered for which competition was very keen, but the supply of fine tea is very small and not nearly enough for trade requirements."

COFFEE—Willett & Gray in their last weekly report say :

"No one doubts that each Brazil crop is marketed more rapidly than the preceding one. No one can deny that the Brazilians have been favored with most remarkable dry weather for harvesting and curing this crop, having practically no rain since April — five months dry weather, barring a few showery days. But no one will deny that the movement of the crop in Brazil has been very rapid. Receipts at Rio and Santos for the first three months were 5,550,000 bags. In the same time 951,000 bags of other kinds came into sight and yet the world's visible supply on October 1 is exactly 470,000 bags less than this time last year when coffee prices were half cent per pound higher than now. In these same three months the actual seaport deliveries in Europe and the United States were 4,000,000 bags on the hand-to-mouth basis. * * * There are strong factors for advance in the bad prospects for the growing crop, in the enormous short interest, and in the peculiar conditions which exist regarding the firm holdings of nearby option contracts in the market, and we repeat that the future of coffee will bring interesting developments and a big advance seems inevitable."

DRIED FRUITS—With the exception that currants have firmed up again in the primary market, no change has come over the face of the situation during the week. A London advice regarding Valencias received this week says : "The first direct steamer will take 350 tons for all Canada and according to recent advices from Spain, I doubt there will be any raisins remaining by the time the second direct steamer sails. Practically the crop is ruined."

Three hundred and fifty tons is about 28,000 boxes. The ordinary importation into Canada is between two and three hundred thousand boxes. A prominent broker said yesterday he did not believe there would be brought into Canada a fifth of the usual importation. It was becoming, he said, not as much a question of price as of fruit.

Sultanas are stronger than ever. It would cost now to import 9½c. for commonest grades and 11½c. to 12½c. for medium.

	Per lb.			Per lb.	
Prunes Santa Clara—					
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 06½	0 07½
80-90s "	0 05¾	0 06½	50-60s "	0 06½	0 07½
70-80s "	0 05¾	0 06½	40-50s 25-lb "	...	0 08
			30-40s "	....	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 10	0 11½	Citron	0 20	0 22
Orange	0 10½	0 12			
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 04	0 04½
Peaches—					
Californian evaporated,					
Pears—					
Californian evaporated, per lb					
Currants—					
Fine Filiatras	0 06½	0 07½	Vostizzas	0 07½	0 09½
Patras	0 07½	0 08			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 09	0 12
" Fancy				0 10	0 14
" Extra fancy				0 15	0 16
Valencias, selected					0 10
Seeded, 1-lb packets, fancy				0 09½	0 10½
" 16 oz. packets, choice				0 08½	0 09
" 12 oz. " "				0 07½	0 08
Dates—					
Hallowees	0 05½	0 06	Fards choicest		
Sairs			" choice		
Domestic evaporated apples					0 07½

NUTS—Quotations are unchanged.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 31	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	0 09½	0 10½
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES—The market is steady with unchanged prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA — Prices are steady.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

HIDES AND WOOL—The market is very dull and inclined to weakness. Plenty of hides are coming in, but the out-go is limited.

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11½
Country hides, flat, per lb., cured		0 11
Calf skins, No. 1, city		0 13
" " No. 1, country		0 12
Lamb skins and pelts		0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb		0 25
" extra "		0 27
Wool, unwashed fleece	0 15	0 16
" washed fleece		0 25

SEEDS—Alsike clover prices are unchanged from last week : Fancy, $6.50 ; No. 1, $6 ; No. 2, $5.75 ; No. 3, $4.35 to $4.65.

Red clover and timothy have scarcely begun to move as yet, so that the prices can not be said to be established. Tentatively, however, they are :

Red clover—Choice lots, $6.75 to $7. Seed containing buckborn, dock and other weed seeds are at a big discount, from $5.40 to $6.

Timothy—Machine threshed, containing very few weed seeds, $1.65 to $1.85. Flail threshed, bright unhulled seed, $2.10 to $2.25. Samples of timothy containing much weed seed are quoted at 1½c. to 2c.

AN EASY BERTH.

Miggles—"There's a wonderful difference between my two nephews. One of them is a born hustler and the other too lazy to work."

Wiggles—"How does the lazy one manage to exist?"

Miggles—"Oh, he has a job with a firm that doesn't advertise."

MARKET HINTS.

Exclusive control for the sale of Boulle's famous Minerva olive oil has been secured by Laporte, Martin & Cie., Limited. On each bottle of this table oil is attached a certificate of analysis from a French Government officer, attesting its purity. Their travelers have now samples with them. A miniature bottle of this oil will be mailed to any grocer, or hotelkeeper who wishes to give it a trial.

Frederick Dane & Co., have been appointed agents. at Toronto for Sugars Limited, Montreal.

T. A. Stone has bought the business of Foster, Kissock & Metcalf, Hawkstone, Ont. Mr. Stone was the Michigan Central agent at Hagersville, but he formerly owned the business he is now buying back from Foster, Kissock & Metcalf. Years ago Mr. Stone was a telegraph operator and that's where he got his taste for railroading, which he now appears to have satisfied. It was a traveler gave The Grocer man this item of news, and another traveler standing by exclaimed, "Good, I'm glad he's back." He knew him.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Secretary W. A Coulson is in the country this week beginning in the Dauphin district a campaign of organization in the country towns and villages. With the month of October money is commencing to circulate more freely, business is more active and dealers are anxious for local organization.

* * *

It is through the local organization that dealers derive their principal benefit from the association. Through the local organization dealers in the same town or district are brought in touch with each other and are able to deal with local problems arising from local conditions. They meet once or twice a month and compare notes, giving each other information as to bad accounts and agreeing as to the policy to be pursued in regard to credit and other matters.

It is from the local association the local organization of dealers that the direct, tangible, dollars and cents benefit from membership in the association is derived. The secretary is willing and anxious to assist in the organization of local sections, but he cannot do the work of several men, and there are limits to the work of this character which he can undertake. In this matter each local section must work out its own salvation. The central one has shown the correct method of work and it is up to the country dealers to work upon the lines laid down. Distances are too great for the secretary to visit the scene of every complaint and moreover his time is pretty fully occupied with the larger affairs of the general association.

* * *

But while it is from the local organization that the direct tangible benefit from membership in the association is derived it must not be thought that the central organization is of no importance. It is concerned with the general interests of the trade and is the mouthpiece of the retail trade in general This is an age of consolidation and organization, and the other branches of the trade have long had their own associations. The manufacturers and the wholesalers are organized to protect their own interests and it is the part of wisdom and prudence for retailers to unite to protect their own interests. It is not intended to suggest that the manufacturers and wholesalers would be deliberately unfair to the retailers, but "business is business" and business is essentially selfish; consequently it is well that the retailer should be able to act with his fellows in an association when dealing with organizations of wholesalers and retailers. The individual who opposes an association stands a poor chance of success.

It is for this reason that the central office has the right to appeal with confidence to the retail trade for support. It is surely worth $5 per year to every retailer in the west to be identified with an association of his fellows, to know that he is helping to support an organization which has been formed to protect the general interests of the retail trade.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Oct. 11, 1906.)

With colder weather business is reported more active in the country and liberal buying is reported by commercial travelers. Values are steady in most lines and there is still a strong upward tendency in foreign dried fruits.

CANNED GOODS — Blueberries are quoted now at $2 per case in 2's and at $2.15 per case in gallons. There is an active demand for all lines of canned goods. We quote :

	Group No. 1.	Group No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new. red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 09	2 04
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
" gallons, "		2 15
Goodwillie's Goods.		
Strawberries, per case		3 10
Red raspberries, per case		2 60
Red cherries, "		2 60
Red currants "		2 60
Black currants "		2 60
Lawtonberries "		2 60
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 88
refugee, "	1 98	1 93
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2 18
(No. 2) 2's sweet wrinkle	2 23	2 28
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
" crystal wax	2 13	2 18
FISH.		
Salmon, Fraser River sockeye, per case		7 25
" Skeena River, " "		7 10
" River's Inlet, " "		6 85
" Red Spring, " "		6 30
" humpback, "		4 00
" cohoes, "		5 50
(Prices are for delivery in October-November.)		
Lobsters (new), ½-lb. flats, per case		16 50
" " ½-lb. talls, per case		10 50
" " 1-lb. talls, per case		15 00
" " " flats, per case		15 50
MEATS.		
Pork and beans 1's, per doz		1 25
" 2's, "		1 90
" 3's, "		2 60
Clark's 1 lb. plain, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		2 25
" 2 " " "		1 95
" 3 " " "		2 35
Soups, per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's "		2 80
" " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "	3 00	3 43
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25
Corned beef 1-lb. tins, per doz		1 50
" 2-lb. " "		2 65

SUGAR—Prices continue as last week:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 90
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 85
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES — Corn syrups are in particularly active demand but molasses is not in very much request. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Prices are quoted as follows :

Whole green Rio, per lb	0 11½ 0 12
" roasted " per lb	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS—New figs will be on the market the first of next week and revised prices will be found below. The first shipment of Trenor Valencia raisins will arrive about the same time. We quote :

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb	0 08
" " " 3 "	0 09½
" " " 4 "	0 09½
" " choice seeded in ¼-lb packages per package	0 07½
" " fancy seeded in ¼-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 08
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08
Hallowee dates, new per lb	0 05½
Figs, cooking, in toprnts, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

COCOA—Baker's cocoa has been advanced 1 cent per lb. and is now quoted at 43c. per lb.

NUTS—Prices are as follows :

Almonds, per lb	0 15
" (shelled), per lb	0 33
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES—Whole cloves have been advanced to 25c. per lb.

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 lb	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz	0 75

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows :

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 20
Pearl barley, per half sack (49 lbs)	1 65
" " sack	3 30

BEANS—White beans, hand picked, are quoted at $2.05 per bush., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

NOVA SCOTIA MARKETS

Halifax, October 9, 1906.

The retail grocers did a rushing trade during the exhibition, but the wholesale trade was rather quiet. Prices are firm and collections good. The quotations on canned goods have arrived and while the jobbers anticipated an advance over last year, the figures quoted are somewhat of a surprise. They are as follows for ten-case lots : Corn, No. 1, 95c., No. 2 92½c. ; less than ten-case lots, No. 1, 97½c., No. 2, 95c. Tomatoes, group No. 1, $1.22½, No. 2, $1.20 ; less than ten-case lots, No. 1, $1.25, No. 2, $1.22½. Peaches and pears are about the same as last year, but plums are higher. A shortage is expected in the salmon pack and dealers here say their orders are coming along very slowly. Jobbers also say that yellow-eyed beans will be higher this year.

* * *

BUTTER—General complaint is heard regarding the price of butter, and it is the opinion of all that the prices are too high. The past two years during the Autumn season the price of butter has been jumped up without any apparent good reason. The consumption is not any greater, and there is not as much butter exported as heretofore. The receipts on the whole are up to the average. The jobbers have to pay high prices and it is not they who are making the profit. The majority of them endeavor to keep the price down so as to hold their customers. Dairy is quoted from 21c. to 22c., and creamery prints 27c.

EGGS—A better quality of eggs are now reaching the market, the cooler weather conditions being responsible for the improvement. The price is firm, eggs being quoted on the island at 18c. and here at 20c. Good Nova Scotia eggs are not very plentiful, and the price varies from 22c. to 26c. per dozen. Cheese remains firm at 13½c. to 14c.

VEGETABLES—The arrival of the first produce-laden vessels has caused the potato market to become a little easier, Prince Edward Island now being quoted at 50c. per bushel, and Nova Scotia at 60c. Turnips are selling at $1.25 per barrel, beets and carrots at $1.50 and parsnips at $2. A further drop in potatoes is looked for at an early date, as from now on the vessels will be arriving from the island with big cargoes.

FISH—The market is well supplied with fish, both fresh and salted. The price of dry fish is unchanged since last report, but an advance is looked for, as the dealers are buying up all the fish available. Mackerel have again struck in along the coast, and some of the hand line fishermen are doing well, but no large catches have been reported. The fish are large and fat, and command a good figure now. Oysters are very high and there is a big demand for this kind of fresh fish, not only locally but in other parts of the Dominion, particularly in the big cities. Oysters this season will be higher than ever before. It is expected that the shipments from the island will be up to the average, but the consumption being greater causes the price to advance. Hand picked oysters are now quoted at $7.50 to $8 per barrel.

* * *

William Duff, managing director of the Atlantic Fish Co., has gone to Bay of Islands, Nfld., where his company has purchased a fishing stand in the centre of the great herring grounds. It is the intention of the company to cater to the herring trade of Canada, and already goods are being exported as far as the Yukon.

* * *

The recent agitation in regard to sheep raising is resulting in farms being purchased suitable for the industry by men of means who purpose introducing new breeds into the country and endeavoring to make the enterprise successful by every means in their power. The North Mountain, in Cornwallis County, has been selected as the most favorable spot for sheep raising and several farms are being negotiated for to this end by business men in different sections of that county. It offers natural facilities for sheep raising to the man who is anxious to make the industry a lucrative one.

James Whitehead, of Whitehead & Huether, Walkerton, Ont., has arrived home from a very pleasant trip to the west. Mr. Whitehead was shooting prairie chickens on several occasions during his sojourning in the great growing land and brought back a number of photographs bearing incontrovertible evidence of his prowess with the gun and his good fortune. Now Mr. Whitehead is feeling fit for big Fall business. He looks after the grocery and crockery end and Mr. Huether the dry goods and millinery.

WITH THE TRADE AT OTTAWA

Business Brisk—Canned Goods Prices—The Potato Market—The Flour Situation —Death of Mrs. H. N. Bate, a Lady Highly Esteemed.

Business has been reported fairly good during the past week among retailers. Wholesalers are extra busy taking into stock Fall and Winter supplies. New raisins and figs are to be had and are being snapped up freely.

A good deal of comment is heard on the new price set for canned goods. Some retailers feel that with corn selling at 3 for 25c. and tomatoes at 10c. it is poor satisfaction putting in a Winter supply. Of course the above prices are not what should be, but because of those merchants who bought from independent factories having an extra advantage of 10 off they are able to sell at above figures and show a seasonable profit. Other dealers who bought from the association have to follow and sell at what is the bare cost of handling. However, there is the consolation of the possibility of a rising market, which may help to strengthen retailers' prices. It is also thought by some of the merchants here that if the leading stores would come out with their opening prices of this season's goods at 10c. for corn and peas and 12 1-2c. for tomatoes, it would have a beneficial effect to all and set the canned goods business on a proper basis as far as the retail trade of Ottawa is concerned.

* * *

Over 1,200 boxes of cheese were boarded on the local board Friday last and the price obtained was 12 3-4c. for both white and colored.

* * *

Small fruits are pretty well over for the season with the exception of grapes, which are not any too plentiful. Apples are commanding good prices on this market. Not much local grown stock is to be had, which other years, when supplies are plentiful, has had an effect on western grown fruit.

* * *

Shipments of potatoes from outside points have been arriving on this market and selling at 85c. to 90c. a bag with a good demand; it looks as if these prices will be maintained for a while.

* * *

The flour market is brisk, their being a good demand by housekeepers at this season, as many who do not bake their own bread during the Summer do so when the cold weather starts. Prices to the trade here are: For Hungarian Patent, $4.40 per bbl, and Strong Bakers, $3.90. Bran is quoted about $19, and shorts $22.

* * *

The death occurred on Friday last of the wife of H. N. Bate, head of the firm of H. N. Bate & Sons, wholesale grocers, this city. Mrs. Bate was an estimable lady and one who will be greatly missed by a large circle of friends. She was ill about two weeks before her death. The funeral took place on Monday the 8th inst., from her late residence, Fenwick House, to All Saint's Church (Anglican), thence to Beechwood Cemetery. The cortege was the largest seen in the city for some time. Sir Wilfrid Laurier and other members of the Cabinet were in attendance besides a large concourse of prominent Ottawa people. The casket was borne by her sons, Gerald, Harry A., Llnorllyn, Thomas A. and Frank, with her nephew, H. Christie, and it was a sad sight to notice with what loving care they deposited it to its last resting place.

The Ottawa grocery trade extends its deepest sympathy to Mr. Bate and his family in their bereavement.

* * *

The Ottawa Retail Grocers' Association meet on Wednesday this week.

HERE AND THERE WITH THE TRADE.

Hood & Teetzel, Nelson, B.C., have dissolved.

M. C. F. Hambly, Toronto, has sold to W. E. Thompson.

Adams & Furville, general store, Stettler, have dissolved.

Wm. McClelland, Niagara, was in Toronto Wednesday of last week.

Neil Marron, grocer, Barrie, was a visitor in Toronto last week.

G. E. Porter & Son, Edmonton, Alta., are giving up business.

J. G. Steacy, general merchant, Crystal Citv. Man., is selling out.

A. E. Dell, general merchant, Niagara Falls South, has taken in a partner.

W. E. Medland, 228 Queen street east, Toronto, is taking a fortnight holiday.

Francis Allore, of Stoco, Ont., has made an assignment to C. W. Huyck.

Bradley & Son, St. Catharines, report business their way is very satisfactory.

H. Knowles, Newmarket, took a day off last week and visited the Markham Fair.

S. M. Warriner's general store, Stouffville, Ont., has been sold to H. Tunory.

A. Provan, Toronto, took a holiday last week and made merry at the Markham Fair.

Hartley Authors and Geo. Clayton, Toronto, saw the Markham Fair together last week.

A meeting of creditors of Walker & Hurlburt, Thornbury, Ont., was held on the 4th inst.

Mr. Jacob Doersam is erecting a two-storey brick addition to his store in Waterloo, Ont.

The Alberta-Pacific Co. have acquired the grain elevator of John Lineham, Okotoks, Alta.

Leon E. Dyer will continue the business formerly conducted by Dyer & Son, at Sutton, Que.

The business of McKenzie Bros., Moose Jaw, Sask., has been sold to Heasman & Fowler.

Campbell, Titsworth & Morris, of Lacombe, Alta., have been succeeded by Campbell & Titsworth.

The business of J. Ouellette, general storekeeper, Papineauville, Que., has been advertised for sale.

J. A. Ratcliffe & Co., Stouffville, Ont., report that they have done an unusually large business in fruit this Summer.

The enlargement of the Welland Canal is being urged before the grain commission, in order to lower rates and preserve the grain carrying trade for Canada.

SITUATION WANTED.

COMMERCIAL TRAVELLER—good salesman—seeks situation. Box 125 Canadian Grocer.

APPLE EXPORT SITUATION.

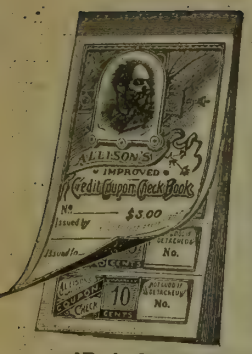
Shipments From American Ports Last Week.

Fred Barker, Toronto, gives the following statement of apple shipments for the week ending October 6 :

	Liverpool.	London.	Glasgow.	Various.	Total.
Montreal	17,162	1,533	16,585	3,909	38,189
New York	6,644	3,904	3,091	4,708	18,347
Boston	17,338	856			18,194
Halifax	1,932	13,034			14,966
Week's total	43,076	19,327	19,676	7,517	89,596
Same week's total, 1905	67,827	36,004	32,801	24,559	161,191
Season to date	104,068	41,919	72,694	14,902	233,583
Last season to date	201,555	92,133	112,280	46,633	152,601

Mr. Barker says : Liverpool cable under date of October 5 is : "12,000 bbls. selling ; Virginian apples selling ; Kings, XXX, 15s. to 21s. 6d. ; Greenings, XXX, 14s. to 17s. ; XX, 11s. to 13s. ; Colverts, 11s. to 15s. ; Snows, 12s. 6d. to 20s. ; demand active for best qualities."

A Glasgow cable of same date reads : "Numidian, Marina, selling ; conditions are improved ; market has an improving tendency ; good demand for best quality; Kings, 16s. to 25s. ; King Pippins, 14s. to 16s. 6d ; Baldwins, 11s. 6d. to 15s. ; Blenheims, Wagners, 14s. 6d. to 15s. 9d.; Greenings, Colverts, Fallawaters, 10s. 6d. to 14s. ; Wealthy, Snows, Gravensteins, 13s. to 18s. 6d."



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited.

COLLIER BROS., NAPANEE, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
52	"	"	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

A GENTLEMAN with considerable experience in manufacturing business and manufacturers' agencies, and possessing a good connection among the grocers, druggists and confectioners of Montreal, desires to obtain the Montreal agency for one or more firms selling to the above-mentioned class of trade. A1 references as to character and ability. Address at once "Nagroch," care of CANADIAN GROCER, Montreal Office.

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

POSITION WANTED.

GROCERIES, PROVISIONS—Foreign and Colonial—Patent medicines, wines and spirits. Englishman, having had seventeen years' first-class experience, wants position as traveler, manager, or head counterman. Age 32. Good address. Good references. Distance no object. Thomas Lee, Queen's Hotel, Vegreville, Alberta. [41]

SITUATIONS VACANT.

WANTED—Broom and whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 124, CANADIAN GROCER, Toronto.

GOLD STANDARD

BAKING POWDER

IS

"GUARANTEED THE BEST"

IF YOU SELL IT YOU ARE GIVING YOUR CUSTOMERS THE HIGHEST VALUE POSSIBLE, AND YOU ARE ENJOYING A GOOD, SURE, SAFE PROFIT. THE QUALITY IS ALWAYS THE SAME. "GUARANTEED THE BEST."

THE QUESTION IS

?

ARE YOU SELLING IT? IF NOT, BETTER WRITE US ABOUT IT.

The Codville-Georgeson Co.
Limited
WINNIPEG and BRANDON
MANITOBA

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

PRICES HAVE ADVANCED

But we can still book orders at the old figures, having bought before the increase.

We sell, to arrive, all fruits of 1906 crop:

Prunes

"Griffin & Skelley," sizes from 30/40 to 90/100. . 25-lb. boxes
"Webfoot," sizes from 30/40 to 90/100 . 10 and 25-lb. boxes
"Santa Clara" Prunes, sizes 40/50 to 70/80

Malaga Raisins

Empress Cluster, in 1-lb. cartons, 5½-lb. and 22-lb. boxes
Duchess " " " " " "
Countess. in 5½-lb. and 22-lb. boxes
Princess " " "

Seeded Raisins

Choice Peacock Brand, in 1-lb. packages
Dragon Brand, in 12-oz. packages
Griffin & Skelley, in 1-lb. packages

Valencia Raisins

F.O.S. Selected and 4 Crowns. Best brands.

Currants

Fine Filiatras, in ½ c/s
Cleaned Loose, in ½ c/s
Vostizzas, in ¼ c/s
Cleaned, in 1-lb. pkgs.

Evaporated Fruits

Peaches Apricots Pears Nectarines

Also: FIGS, NUTS, SHELLED NUTS AND WALNUTS, Etc.

NO TROUBLE TO QUOTE. WRITE OR WIRE.

Laporte, Martin & Cie, Ltee.

WHOLESALE GROCERS, MONTREAL

ROLL BACON

is a good seller at this time of year.

We are offering Choice New Cured Stock.

It will pay you to order a shipment of this favorite line by mail or telegram at once.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO
TELEPHONE M 3960

FRESH PORK SAUSAGE

The coming in of colder weather gives an appetite for something savory, and nothing fills this want better than fresh pork sausage. We make them in our own sausage room, and there is none finer or cleaner in America. They are made of fresh pork, pure spices, ground by ourselves, and they are sure to please.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

"CORONA"

CHOICE NEW CURE
PLATE BEEF
IN 200 POUND BARRELS
Every Piece cut from Select Cattle
QUALITY GUARANTEED
READY FOR SHIPMENT

MESS BEEF
Write for Prices

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

FIRST
Speak to yourself

SECOND
Speak to us

About our **SAUSAGE**

You cannot get any better at any price.

So get the rewards of satisfaction now through ordering now.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

EVERYTHING IN THE PROVISION LINE

Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The situation on cheese remains practically unchanged since last week. New business is scarce, while the shipments were again heavy, which simply confirms our previously expressed opinion that a great many September cheese were sold "short," and which may also account for the firm country markets, when there is hardly any new business to warrant buying at present prices.

Shipments of cheese last week, as will be seen from figures later on, were nearly 30,000 boxes more than the receipts, which indicates that the goods were largely wanted on previously made contracts, and also that a large quantity of goods, held here for account of British houses, were ordered to be shipped as the present demand for prompt shipment is very light and our market is very quiet with prices even a shade lower.

Our receipts at Montreal were last week 76,767 boxes of cheese and 13,064 packages of butter, against 87,294 boxes of cheese and 21,720 packages of butter for the same week of last year, or since May 1, 1,884,708 boxes of cheese and 524,470 packages of butter, as compared with 1,832,280 boxes of cheese and 656,854 packages of butter for the corresponding period of last year.

Our exports from Montreal were last week 105,667 boxes of cheese and 12,261 packages of butter against 119,334 boxes of cheese and 20,807 packages of butter for the same week of last year, or a total since May 1 of 1,787,069 boxes of cheese and 339,191 packages of butter, as compared with 1,646,626 boxes of cheese and 509,378 packages of butter for the corresponding period of last year.

According to these figures our receipts of cheese show an increase of 52,428 boxes and our shipments show an increase of 140,443 boxes, leaving naturally a decrease in our Montreal stocks of 88,015 boxes as compared with the same date of last year, while in butter our receipts are 132,384 packages less and our exports are 170,187 packages less than last year, which would mean a surplus stock of 37,803 packages over the same time of last year.

These are the figures as we get them. The receipts are not accurate; the exports are correct. It is generally calculated that our receipts of cheese previously were about 10 per cent. more than actual figures published, and this year it is believed that 5 per cent. will cover this difference. Taking this basis we find that our receipts of cheese last year were 2,015,508 boxes and this year they were only 1,978,944 boxes, which would mean that we hold 124,579 boxes of cheese less in store in Montreal than at this time last year.

Stocks in England are reported at about 100,000 boxes larger than at this time last year. Present prices are considerably higher than at this date a year ago, but larger supplies last year proved insufficient for the Winter's trade and prices went to fully 70s. per cwt. As we are at present fully 5s. per cwt. lower than this, it seems reasonable to expect a further advance in prices.

Mr. G. G. Publow, the chief dairy instructor for Eastern Ontario, made the statement that he found hardly any September cheese in the factories he visited last week, ending October 6. The country seems bare of cheese, when formerly they had a fair quantity unsold, and altogether the situation seems decidedly "bullish."

The situation on butter seems very strange. According to figures given above, our stocks of butter are fully 37,803 packages larger than at this time last year. In spite of this, it is hard to find any good "stored" creamery butter and there is a positive scarcity of this grade on our Montreal market, but our prices are, and have been, above the export basis right along, and the decreased shipments demonstrate this very clearly. We can only account for this, that probably the west has sent in more dairy butter, which may show an accumulation of stocks here.

At present it is firmly believed that prices of finest creamery butter will be higher in the near future. At any rate the tone of the market, both in Montreal and at country points, is very firm.

OUR LONDON (ENG.) LETTER.

The cheese market in London has ruled something quieter during the past week, due, no doubt, to the fact that the quarter day is at hand, and people are busy getting their finances in order. Sellers are retaining their firm attitude, and it is quite possible that, apart from the advent of quarter day, buyers are beginning to feel that prices are too stiff and that a policy of caution is advisable. It is difficult to accurately guage the trend of public consumption, but one or two of the larger dealers declare that the advent of colder weather has brought a falling off in demand for cheese. This is certainly rather curious, and hardly what one might have expected. Still, the demand for cheese has not been so peculiar during the past few months, and demand and supply have been so surprisingly irregular, that one has come to expect almost anything. Supplies of Canadian cheese continue to come to hand in fair quantities, and there are at time of writing some 30,000 boxes on the way to London. Total stocks in depot figure out at about 199,000 boxes, so that it will be seen that a healthy position is maintained, with a slight inclination for stocks to slowly accumulate. "Choicest" August make of Canadian is still on offer, and is realizing from 63s. to 64s. As mentioned last week, cable advices for October make are exceedingly high, and it remains to be seen how sales will be effected at such figures as Canadians are demanding. While there has been perhaps a little more money in Canadian cheese, as well as butter, for importers over here, it must be confessed that profits are not being easily made, and Canadian farmers stand to reap a harvest of dollars again this year.

There has been a brisk demand for all higher grades of butter throughout the week, and buyers have been compelled to cope with an advancing market. Canadian make is moving well at prices ranging from 114s. to 116s for best quality Lower grades are not in such good demand, whilst dairies realize 92s. to 96c., which is a slight advance. As far as quality is concerned there is not much to report. It will be a long time before the evil effect, brought about by the recent mouldy arrivals on this market, is effaced. The writer has before him quite a list of factories in Canada who have made for themselves an undesirable reputation. It must be borne in mind all the time, however, that butter of an excellent quality is also being received. One does not want to magnify the harm done even in the smallest degree. It is bad enough as it is.

PROVISION SITUATION.

"I can't tell you any more than I told you a week ago," said a leading pork packer to the Canadian Grocer's reporter yesterday, when questioned as to the condition of the market. "We're a week nearer the trying holiday season; that's all."

Hogs continue in fairly short supply and anxiety to get them occasioned a rise of 15c. in the price of live hogs. Packers are paying this week $6.40 f.o.b country points Receipts were slightly larger than the week before, not much

The English market has assumed a steady tone and there is a good demand for Canadian products. Prices are unchanged.

There is a good domestic demand for all classes of pork products and supplies are none too large. Short supplies for a long period have prevented any accumulation and the heavy demand from the north country is now on. In the whole line of provisions there was not this week an indication anywhere of a weakening in price and the packers all talked strong. That, of course, is natural. Prices at this time usually decline but the continuance of demand and short stocks are holding things steady as yet. At any rate there is not talk of any further advance. Even at the present high prices good bacon will go far further in feeding a family than the same money's work of fresh meat, and that fact, in part at least, helps to explain the continued demand.

From May to September, Canadian shipments of cheese to England were 150,000 boxes more than for the corresponding period last year, while shipments of butter were 135,000 tubs less. A rise of twopence a pound in the price of butter is probable.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries
Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Prices are about firm this week, no change having occurred. There is said to be a little business passing in an export way, but local trade is not large—nothing unusual at this season.

Lard, pure tierces	0 11¾	0 12
" ..... 56-lb. tubs	0 11¾	0 11¾
" .....20-lb. pails, wood (10¾)	0 11¾	0 12
" cases,10-lb. tins, 60 lbs. in case		0 12
" " 5-lb. "		0 12¼
" " 3-lb. "		0 12¼
Lard, Boar's Head brand, tierces, per lb.		0 09½
" " ½-bbl., per lb.		0 09½
" " tubs.		0 09½
Cases, 20 3-lb. tins, per lb.		0 10¼
" 12 5-lb. tins "		0 10¼
" 6 10-lb. tins "		0 10
20-lb. wood pails, each		1 95
20-lb. tin pails, each		1 85
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 15½
Hams	0 14½	0 16
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Export demand for butter is very light, prices on the other side having declined, while here, in some cases, they have advanced. Demand is now all for local account, since prices are above an export basis. The local situation will govern matters now for the balance of the season. The demand for home consumption is increasing every year and is becoming quite a factor to be reckoned with towards the end of the season. Local merchants are buying, and are storing some from current receipts for Winter requirements.

Choicest creamery, salt	0 23½	0 23¾
Medium creamery	0 23	0 23¾
Western dairy		0 20

CHEESE—The market continues quiet with business restricted. Shipments lately have been very heavy, a lot of early purchases having been going forward, resulting in the current demand being very light. This dullness has had the effect of reducing prices ¼c. all round, but even at the decline demand has not been stimulated. Prices, however, are not expected to decline much further for the best goods, and dealers anticipate firm prices until the close of navigation.

Ontarios	0 13	0 13½
Townships	0 13	0 13
Quebecs	0 12	0 12½

EGGS—Very few eggs are coming in from the country. The receipts are much below the consumption, and dealers have been using cold storage stock. It is thought that holders in the country who have been unwilling to part with their eggs will thus be brought around to pay the prices offered them by city buyers. Meantime good selects bring anything between 22c. and 23c. Good cold storage eggs, which are equal to No. 1, bring 19c.

TORONTO.

PROVISIONS—The demand for pork products keeps up and there is no sign yet of the usual Fall decline in prices. Deliveries of hogs have been so short that stocks have not accumulated. Lard quotations are fractionally higher. Dressed hogs are up a quarter.

Long clear bacon, per lb.	0 12½	0 12½
Smoked breakfast bacon, per lb.		0 16
Roll bacon, per lb.	0 12½	
Small hams, per lb.	0 15½	0 16
Medium hams, per lb	0 15½	0 16
Large hams per lb.	0 14	0 15
Shoulder hams, per lb.		0 11½
Backs, plain, per lb.		0 17
" pea meal	0 17	0 18
Heavy mess pork, per bbl	22 00	22 50
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb.	0 11½	0 11½
" tubs "		0 11½
" pails "	0 12	0 12½
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 00	
" front quarters	3 00	5 00
" choice carcases	6 50	7 00
" common	5 00	5 50
Mutton	0 07½	0 08½
Lamb	0 10½	0 11½
Hogs, street lots	9 25	9 50
Veal	0 07	0 10

BUTTER—The market is a shade higher but the situation is not materially changed from last week. Only very choice creamery prints bring 27c. Choice dairy prints are in limited supply.

Creamery prints	0 25	0 27
" solids, fresh	0 23½	0 24
Dairy prints, choice	0 22	0 23
" tubs, choice	0 21	0 22
Baker's butter	0 17	0 18½

EGGS—The Ontario hen has about suspended operations for her usual Fall holiday. The result is that commission men are breaking into their storage supplies. These are in many cases better quality than those newly arriving from the country, the former having been properly and the latter improperly stored. Consequently prices are advanced.

Eggs (strictly new laid)	0 22	0 24
" fresh	0 19	0 21
" bakers'	0 16	0 17

CHEESE—Quotations are unchanged from last week.

	Per lb.	
Cheese, large		0 13½
" " twins	0 13½	0 14

FOWL—Prices are slightly firmer than a week ago. Supplies are holding back

The Cost of Living

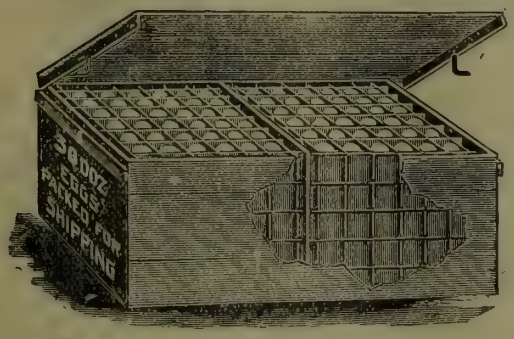
Has been greatly increased by the high price of meats and dairy products. The remedy lies with the consumer through the free use of

Clark's Canned Meats

which are relatively cheaper, as well as wholesome and nutritious.

Is your stock well assorted?

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited

Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL

Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

TRURO HIGH GRADE GOODS

JERSEY
Sterilized Cream

REINDEER
Condensed Milk

REINDEER COFFEE MILK and SUGAR

COMBINED Ready to use.

Good quality for the Consumer.
Good profits for the Dealer.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

HAM

put up in our **Oval Wood Dishes** makes a safer and neater parcel than if merely wrapped in paper, because:

1st. Our **Oval Wood Dishes** being clean and strong preserve the ham from "handling."

2nd. Our **Oval Wood Dishes**, being unleakable, the parcel of ham can be laid beside other parcels without soiling them.

We manufacture these **Oval Wood Dishes** in five sizes and now have an assortment of 18,000 ready for shipment.

Just the article you need for parcelling up Lard, Butter, Mince Meat, Sausage, Sliced Meat, Comb Honey, Beefsteak, Pickles, etc.

Write or wire for prices.

GRAHAM BROS., Kinmount, Ont.

Agent—Maritime Provinces
W. S. CLAWSON & CO., 11-12 South Wharf St., St. John, N.B
Quebec, W. J. EYRE, 60 Queen St., Ottawa.
Ontario, McEACHERN & McPHERSON, 23 Scott St., Toronto.
Winnipeg, A. E. ROY, 159 Portage Ave. East, Winnipeg.

a little waiting for Thanksgiving. Live weight quotations are :

Old fowl	0 07	0 08
Ducks	0 09	0 10
Young chickens	0 09	0 10

HONEY—The market is firm at present prices.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins	....	0 11
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	....	0 08
" " in comb, per doz	....	1 50

WINNIPEG MARKETS.

BUTTER—Creamery is very firmly held at prices quoted and an advance is expected. We quote :

Finest fresh creamery, in 56-lb. boxes	....	0 22
" " in 28-lb. boxes	....	0 22
" " in 14-lb. boxes	....	0 22
" " in 1-lb. bricks (eastern)	....	0 26
" " " " (western)	....	0 24

Produce houses are paying 15c. f.o.b. country stations for No. 1 dairy butter.

CHEESE—

Finest Ontario, large	....	0 14½
" Manitoba, large	....	0 13½
" " twins	....	0 13½
" " small	....	0 14

LARD—

Tierce basis, per lb.	....	0 12
Small packages take the following advance :		
50-lb. tin cans, per lb.	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	....	0 00½
10-lb. " in 60-lb. "	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb net white wood pails, per lb.	....	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	....	0 18
Bacon, " " "	....	0 22½
Backs, " " "	....	0 18½
Hams, light, 10 to 12 average	....	0 17½
" medium 14 to 16 average	....	0 17
" heavy, 20 to 30 for slicing	....	0 15½
" heavy, skinned 2 to 30 for slicing	....	0 17
Picnic hams light, choice, 6 to 8	....	0 13½
Shoulders light, choice	....	0 11
Breakfast bacon, clear, bellies, light 8 to 10	....	18½
" " clear bellies 12 to 14	....	17
Clear backs, b bacon light	....	18
" b bacon 12 to 14	....	17½
Spiced rolls, long if in stock	....	0 18
" short	....	0 13
Dried beef ham, sets	....	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 13½
" " " smoked	....	0 14½
" " " boneless backs	....	0 13½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	....	24 00
" " " per ½ bbl	....	12 00
Standard mess pork, per bbl	....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 05

EGGS—Produce houses are paying 18c. per dozen f.o.b. country points.

GOOD FOR CANADIAN CHEESE.

"I have canvassed the opinion of several large wholesale dealers regarding the condition and quality of Canadian cheese handled by them, and they are unanimous in their praise of this season's shipments," writes P. B. McNamara, Canadian commercial agent at Manchester. "The only feature that mars their serenity is the high price it commands, 61s. to 62s. 6d, which they claim tends to lessen their average profits. One of the largest cheese factors in Cheshire says, that now, and for a series of years, cheese making has paid the producer much better than milk selling, and since the beginning of the present year Cheshire farmers have been realizing 10s. per cwt. more for their cheese than last year. Twenty-five thousand tons are annually made in Cheshire, and in its manufacture 60,000,000 gallons of milk are used. When we consider the large quantity manufactured in this country as well as that shipped from the United States, it speaks volumes in praise of the Canadian products that it appeals to the taste of the public, and commands such a high place in its esteem."

WINE MERCHANT DEAD.

Euclide Mathieu, proprietor of Mathieu, Freres, Montreal wine merchants, is dead. Mr. Mathieu had not been seriously ill until about three days before his death, but from that time he rapidly sank. He was favorably known in commercial circles, having had a lifelong experience in business. He is survived by a wife and four children.

ITEMS OF INTEREST.

M. H. Lounsbury, Hamilton, is giving up business.

A branch of the Imperial Syrup Co., Montreal, has been established in Winnipeg.

R. Bishop, general merchant, Algonquin, Ont., is advertising his business for sale.

The general store of Wedlock Bros., Stanley Bridge, P.E.I., has been destroyed by fire.

Liddle, Brown & Co., general merchants, Latchford, Ont., have assigned to Jas. G. Strong.

D. N. MacLeod, general merchant, Parkhill, Ont., has disposed of the grocery department of the business.

The entire plant of the Ontario Grape Growing & Wine Mfg. Co., at Barnesdale, near St. Catharines, was burned on October 3rd.

The recent freshets have practically destroyed the Fraser River salmon hatcheries, but the northern hatcheries appear to have escaped.

Melrose Abbey cheese factory, between Norwood and Havelock, Ont., was destroyed by fire, for the third time, on September 15.

Thirty thousand pounds of decomposed poultry were condemned and seized at two cold storage warehouses in Chicago by the city health department.

W. S. Clawson, of W. S. Clawson & Co., St. John, N.B., was in Montreal during the week and gave The Canadian Grocer a call. He was introduced on 'Change by J. W. Windsor.

Thomas E. Botterill, manager of the Canadian Fairbanks Co., in Vancouver, has been appointed manager of the Winnipeg branch, and has been succeeded in Vancouver by W. A. Akhurst.

As a step towards the prevention of typhoid in Port Arthur, Ont., Medical Health Officer Laurie will institute a grocery-shop inspection, in order that all decaying fruit and vegetables shall be regularly removed.

British Columbia cheese is now on sale in many of the retail stores in Victoria. Three factories will shortly be in operation, and the quality of the product is said to compare very favorably with the best from Ontario. The factories are owned by the British Columbia Cheese Co., and F. S. Rolph is superintendent.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged the Premier Sauce of the world

Holbrooks Limited

Canadian Branch:
28 Front St. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

Small, firm Vegetables, well cut, made crisp, delicious and appetizing by being pickled in our special Malt Pickling Vinegar.

We make the best bulk pickles in Canada. That is our reputation, and we live up to it.

Put up in the best and most attractive packages obtainable, they will keep better, taste better and sell better than any other pickle on the market.

And they ought to be when you consider the care we take. We select the seed, supervise the planting, the cultivating and packing. The vegetables come to us straight from the fields.

When in our factory they are given the careful attention of years of experience. Technical skill and the most modern methods and equipment achieve results that are making our brands known from ocean to ocean.

Packed in 1-gal. to 10-gal. Pails.
Write for Prices.

THE OZO CO., LIMITED

5 RETURNED
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Page No. 23

CEREAL AND CONFECTIONERY

Grain Markets are Uninteresting—Millers Busy With an Active Domestic Demand for Flour—Not Much Export Business—Cereal Mills Busy.

Markets are uninteresting this week. There has been a slight advance in Manitoba wheat, barley is firmer and oats are up ½c., but very light business is passing. Winnipeg interests, it is said, are keeping the market up. The domestic flour trade is very brisk. While some flour is moving for export the business is in no way heavy. The cereal mills report a strong domestic demand and some export business.

MONTREAL.

GRAIN—Barley is up, while there has been other advances in corn and peas. Deliveries of new oats are light, being sufficient to fill local demand.

No. 4 barley, store	0 52½
Feed barley, store	0 51½
No. 2 white oats "	0 41
No. 3 white oats "	0 40
No. 4 white oats "	0 39
No. 3 yellow corn "	0 38
No. 2 peas, basis 78 per cent. points	0 77½

FLOUR—There has been another advance of 10 cents in flour since last report. Demand is said to be excellent on all sides. There has been considerable inquiry in for export business.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 00	2 10
Five Roses		4 60

ROLLED OATS—The market for rolled oats is firm in tone. The talk of a shorter crop than last year's has had the effect of keeping prices pretty firm.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 30½
" 80-lb. bags		2 07½
" bbls		4 90
Choice boiling peas	1 00	1 10

FEED—Bran and shorts are very scarce, it being almost impossible to secure either. Prices are firm.

Ontario bran	18 50	19 50
Ontario shorts	21 00	22 00
Manitoba shorts	21 50	22 00
" bran	18 00	19 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Hay has been quiet lately. Farmers show no inclination to part with their stocks notwithstanding the good figures offered. Cable advices from the Old Country report the situation as without change.

No. 1	12 00	12 50
" 2		11 50
Clover mixed	10 50	11 00
Clover, pure	10 00	10 50

TORONTO.

GRAIN—Trade in grain continues rather quiet. A clique in Winnipeg, so 'tis said, is keeping prices above an export basis. Saturday there was a recession and No. 1 Northern sold at 79c., but the lost ground has been recovered.

(F.o.b. Georgian Bay points.

No. 1 hard		0 81½
Manitoba wheat, Northern No. 1		0 80
" " " No. 2		0 78
" " " No. 3, nominal		0 73½
Red, new " per bushel, 78 per cent. points		0 71
White new " " " "		0 71
Mixed, new " " " "		0 70½
Spring, nominal " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "	0 49	0 50
" No. 3x, "		0 47½
" No. 3, "		0 45½
Oats, white "	0 36	0 35½
" mixed "	0 35	0 34½

CEREALS— Prices are unchanged during the week, but business continues very active.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 25
" " " " d	"	4 50
" " for broken lots in wood	"	4 75
" " broken lots in bags	"	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 80
" " " in bags	"	4 55

FLOUR—Quotations here are unchanged. The domestic trade is reported by the millers to be very brisk, but export business not very good.

Pure winter wheat per bbl in sacks	4 00	4 25
85 per cent patents " "	3 70	3 80
Straight roller " "	3 65	3 70
Blended	3 80	3 90

PROFITS IN FLOUR.

Lake of the Woods Milling Co. Annual Meeting—Officers.

On October 3 the annual meeting of the Lake of the Woods Milling Co. was held in Montreal. From statements submitted the profits for the year were shown to be $375,152.13. The board of directors elected follows: Robert Meighen, Hon. Robt. Mackay, Robert Reford F. H. Mathewson, Abner Kingsman, Jas. N. Pyke, R. M. Ballantyne, W. W. Hutchison, Montreal; G. V. Hastings, Winnipeg.

At a later meeting the following officers were appointed for the ensuing year: Robert Meighen, president and managing director; Hon. Robt. Mackay, vice-president; G. V. Hastings, general manager; W. W. Hutchison, eastern manager; F. E. Bray, secretary; F. S. Meighen, treasurer; R. Neilson, assistant secretary; G. H. Kelly general superintendent; W. A. Matheson, manager wheat department; T. G. Cherry, local manager, Keewatin; R. S. Thompson, local manager, Portage la Prairie; N. J. Breen, manager flour department, Winnipeg.

CANADIAN WHEAT IN JAPAN.

Canadian Commercial Agent Alex. MacLean writes from Japan: "Discussing the prospective importing and grinding of wheat in Japan, which some say the new tariff is designed to encourage, a director of a milling company says that his company get wheat at present from the United States. He was well informed as to the quality of Canadian wheat and would like to have it, but under present conditions it 'could be imported only at a loss. Not only from the United States, but from Australia, he could get wheat cheaper than from Canada.' And as it is with wheat, so must it be with flour. The trifle of Alberta flour that last season offered in this market, however, did show that competition would be practicable. Doubtless the now approaching flour season will make another advance in the same direction."

JAPAN'S RICE CROP.

The outlook for the rice crop is cheering not only to the Japanese farmer, but to every business interest in the country, writes Alex. MacLean, Canadian commercial agent at Yokohama. According to the native press, a recent estimate made by the Department of Agriculture and Commerce is that the coming crop will exceed that of last year by over 80,000,000 bushels, representing a money value of about $100,000,000. The year 1904, which is said to be a record year, gave a yield of 255,000,000 bushels; but this season's estimated 274,000,000 bushels is regarded without precedent.

ELECTRIC POWER FOR MILL.

The Brampton Milling Co. are now installing four electric motors, Westinghouse type, to operate their plant. One 50 h.p. for rolls and first floor; one 30 h.p. to operate second and third floors; one 5 h.p. to operate elevator, and one 30 h.p. to operate chopper. They expect to be in running order with electric power by 15th of October, when they will have an up-to-date, modern plant in every respect. The steam plant remains in tact as usual in case of emergency and can be put in operation in thirty minutes.

NOTES.

The C.N.R. will erect two elevators at Vegreville, Alta.

Swain & Co., flour and feed, Portage la Prairie, have sold to H. Shaw.

R. C. Scott, flour and feed, Ninette, is advertising his business for sale.

The name of the Anchor Cereal Co. will be changed to the Anchor Elevator & Warehousing Co.

The Peterboro Cereal Co. has added a homing mill to its plant. It will be in operation about Oct. 15th.

A large grain company is being formed by Senator Jensen, of Nebraska, to erect elevators in Saskatchewan.

Probably 1,000,000 bushels of Canada's wheat exported last year were lost in transit, according to evidence taken by the Grain Commission.

The Peterboro Cereal Co. have received an order from China for three dozen Kkovah jelly, through their demonstration at the T. Eaton Co.

A paragraph in last week's issue stating the appointment of F. A. Verey as local sales agent at Toronto for the Edwardsburg Starch Co., made mention of the former local manager, the late Chas. P. Graham, as "Mr. Campbell." It was an inadvertance.

J. N. Christie, representing Wm. Galbraith & Son, Montreal, was in Toronto this week on his way home from a trip to the north shore. Mr. Christie said the hay crop on Manitoulin Island was so poor that many farmers will have to sell their stock. He found business very active in the north.

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

THE NEW PACKAGES

CANADA FLAKES

"ENGLISH"

TEN (10c.) CENTS

THE LARGEST PACKAGE
THE BEST-MADE FOOD
COUPON IN EACH PACKAGE

$2.85 PER CASE

"HOUSEHOLD"

The 25-cent package with fancy china tableware in every one.
The greatest seller. The best value.
Try a case and prove its qualities.
$5.00 single case. $4.90 in 5-case lots.

PETERBOROUGH CEREAL CO., Limited
PETERBOROUGH

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into Flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED

Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office :
Long Distance Phone Main 6060.

Phone in your Orders at our expense

That Cranky Woman

who complains about the flour you sell her can be conciliated. The worst grumbler in Canada will have her troubles if she sets out to find fault with

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Tell her that these brands are ground in a big up-to-date mill by up-to-date methods from the best wheat grown in the best wheat district in Manitoba.

Tell her it's from the "Wheat City."

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

H. J. STEVENS,
126 Board of Trade, Montreal.

Mill Feed always wanted.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

"McLEOD'S SPECIAL"
A high-grade patent made from specially selected wheat. Suited for either bread or pastry. Stock it up.
THE McLEOD MILLING CO., LIMITED
Stratford, Ontario

What About Our
POT and PEARL BARLEY and FEED
WRITE FOR INFORMATION
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

CORONET ROLLED OATS
Small orders shipped same day as received
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1126. Pears.—A large Yorkshire firm of fruit importers desire to get in communication with Canadian exporters of high quality pears in boxes; best of bank references furnished.

1127. Apples.—Leeds firm desire to get in communication with Canadian shippers of apples for October and November.

1128. Cigarettes.—A Hull firm desire to open up an export trade in cigarettes shipped direct from Cyprus, and also desire to get in communication with wholesale agents in Canada.

1129. Hay and apples.—A Yorkshire firm of hay merchants desire to hear from Canadian shippers of Canadian hay and apples with facilities for large and regular trade.

1130. Apples.—A Hull firm of fruit brokers doing a large import trade in apples, desire to get in communication with shippers of Canadian apples on commission; highest bank references furnished.

1146. Groceries.—A Glasgow correspondent has asked to be referred to likely firms in Canada who are in a position to ship goods to Great Britain suitable for the grocery trade.

1147. Rice.—A London firm of import and export merchants who are in touch with millers and shippers wish to hear from importers of rice in Canada.

1148. Pipes. — A firm manufacturing patent jointed pipes for gas and water mains, sewers, drains, etc., desire to get into touch with earthenware pipe manufacturers in Canada.

1152. Herrings.—A Norwegian correspondent desires to have the names of some first class firms in Canada importing salted and pickled herrings.

1153. Compressed yeast.—A Cape Town, South African firm, desire to correspond with a Canadian manufacturer of compressed yeast.

1154. Baking powder.—A Cape Town, South African firm, is desirous of cor-

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

GRANOSE BISCUITS
are made of Granose flakes pressed into oblong moulds. They are delicious and tasty cakes.
Our advertising has introduced them throughout Canada.
Have you them in stock?
The Battle Creek Health Food Company, Limited
Canadian Factory and Office, LONDON, ONT.

Make your assortment of Jams and Jellies up-to-date and see that Southwell's are on the list.

A grocer can make no greater mistake than to isolate himself. Yet the number of grocers who work on the "one-line" idea is by no means small. We don't ask you to sell

Southwell's Jams and Marmalades

exclusively. We ask you to sell them. The fact that you have other goods in your store will not prevent you from trying "Southwell's"

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S Chocolate

That's all you require to say when asked for the Best. Your guarantee is the reputation borne by the goods for over forty years.

Remember to specify

"DIAMOND" brand for cooking

"ELITE" brand for eating—

For sale by all up-to-date jobbers and—

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

---

THERE'S EVERY REASON

why you should push Suchard's Cocoa.

It gives a larger profit per pound than lower grade goods.

It is safe. Even your most particular customer cannot be dissatisfied with

SUCHARD'S COCOA

It is a business bringer. The customer who buys Suchard's from you will not only come back for more cocoa, but will get the impression that you handle the best line of goods on the market.

AGENTS:

FRANK L. BENEDICT & CO.
MONTREAL

responding with a Canadian manufacturer of baking powder.

1155. Mixing machine. — A Cape Town, South African firm, desire to get into touch with a Canadian manufacturer of a dough-mixing machine for household use.

1156. Hides and skins.—A large Hull firm inquires for Canadian shippers of hides and skins in large quantities and regular shipments, and invite correspondence.

1157. Hay.—A Yorkshire firm of hay importers asks for names of shippers for Canadian hay and invite correspondence with definite prices for shipments of timothy and clover hay; either c.i.f. Hull or f.o.b. Canadian ports.

1160. Pomfret cakes, etc.—A large Yorkshire firm manufacturing pomfret cakes, liquorice, wafer sticks, twists, etc., desire to get in touch with Canadian firms, well known, to push their goods in Canada.

1161. Bottles.—A large Yorkshire bottle manufacturing firm desire to get in touch with Canadian fruit canners. Inquirants manufacture all classes of bottles, and have facilities for meeting any requirements.

1162. Sweet-meats, etc. — A large Yorkshire firm manufacturing liquorice sweet-meats, pomfret cakes, etc., desire to negotiate with wholesale confectionery houses in all parts of Canada, and invites correspondence.

1165. Apples.—A Leeds fruit importer desires to get in touch with Canadian shippers of apples for distribution in the North and West Ridings of Yorkshire.

1166. Wheat. — A large Yorkshire wholesale society make inquiry for shippers of Canadian and Manitoba wheats, and invite correspondence, with prices c.i.f. Liverpool or Hull.

1167. Hay.—A Yorkshire hay importer invites correspondence with Canadian shippers of timothy and clover hay for Winter season; also peat moss litter.

1169. Fruit exporters. — A foreign fruit and produce company established in London desire to get into touch with Canadian fruit and produce exporters.

1177. Apples.—A Glasgow colonial produce importer wishes to get into touch with shippers of Canadian apples.

1178. Agents.—A firm of merchants and exporters in the Midlands desire to appoint agents in the Dominion.

1180. Tallow.—A correspondent desires to act as agent or broker on this side for exporters of Canadian tallow.

1183. Confectionery.—A London firm manufacturing chocolate and other confectionery goods, is prepared to appoint suitable Canadian resident agent.

1186. Honey.—A Liverpool firm desire the addresses of Canadian shippers of honey.

1187. Apples.—A Yorkshire fruit association desire to get in direct communication with an apple exporter in a position to send them 600 barrels a

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

UPTON'S
Jams
Jellies and
Orange
Marmalade

ARE LEADERS
IN THEIR LINE

They have been made and sold in Canada for years and stand the test of time.

Other brands come and go, but Upton's will stay.

1845-1906

COX'S
INSTANT POWDERED
GELATINE
An old friend in a new guise.
Saves time and trouble Recipes in every package

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

week during the season. The best of bank references given.

1188. Hay.—A Yorkshire firm of hay merchants desire to import Canadian hay direct, and invites correspondence.

1189. Apples.—A Yorkshire apple importer, dealing in Canadian apples, invite correspondence with Canadian exporters.

1190. Cheese, eggs, etc.—A Yorkshire retail grocers' company desire to hear from Canadian exporters of cheese, eggs, and other products handled by English provision stores.

1191. Apples.—A large Yorkshire firm of apple exporters invites correspondence with Canadian shippers. Reference: Union of London and Smith Bank.

1193. Apples.—A Leeds firm of apple importers doing a large business both in green and canned apples and other fruit, invites correspondence with Canadian packers. Best of bank references given.

1195. Apples.—A Yorkshire apple importer desires to get in touch with a Canadian shipper who can supply him with 100 barrels per week. Best of bank references given.

1196. Apples.—A Yorkshire firm of apple exporters desire to get in touch with Canadian shippers of apples in large quantities. Satisfactory bank references furnished.

1197. Cheese, butter, etc.—A Yorkshire produce firm desire to get in communication with Canadian shippers, direct, of cheese, butter, glycerined eggs, hog products and canned fish.

1199. Yeast.—A Cape Town South African manufacturers' agent desires to represent a Canadian manufacturer of compressed dry yeast.

1203. Eggs, butter, etc. — A firm handling large quantities of eggs, butter, canned goods, wish to get in communication with firms in Canada.

1209. Straw. — A Birmingham firm wish to get in touch with Canadian firms in a position to ship bale straw in large quantities.

1212. Lamps.—A Birmingham firm is looking for a market in Canada for all kinds of lamps.

1214. Lamps.—A Birmingham firm is in a position to supply carriage contractors, cargo, and engine room lamps.

1218. Agent. — A Birmingham firm wish to appoint an agent in Canada for their Manchester goods.

1221. Cider. — A Birmingham firm wish to hear from Canadian firms in a position to ship quantities of the best quality cider.

1222. Apples.—A Cape Town South African firm of produce and indent merchants holding good bank references, desire to get into immediate communication with a reliable firm exporting Canadian apples (Russets and Baldwins in barrels).

1223. Bacon, hams, etc. — A Cape Town South African firm of commission agents doing business with the largest firms in South Africa, are desirous of getting into touch with the best Canadian houses exporting bacon, hams, butter and cheese.

1224. Eggs and butter.—A reliable South African firm of produce merchants with excellent bank references desire to get into communication with the largest and best firms exporting eggs and butter.

1225. Grain.—A Cape Town South African firm with good bank references desire to get into communication with Canadian exporters of grain.

1226. Evaporated apples, etc. — A Cape Town South African firm desire to be placed in communication with reliable exporters of evaporated apples, etc.

1227. Grain, flour and oatmeal.—A South African firm of commission agents doing business with some first-class houses in South Africa desire to get into communication with Canadian exporters of grain, flour and oatmeal.

1230. Syrup.—A Norwegian firm desire to get into touch with Canadian firms exporting syrup.

1234. Bran and oatmeal.—An importer at Aberdeen is open for good connections in Canada with shippers of broad, flaky, wheat bran, and also with millers of oatmeal.

1235. Agents.—An Edinburgh firm of Scotch whisky distillers is desirous of appointing a reliable Canadian firm to act as purchasing agents.

1238. Honey.—A London firm ask to be placed in communication with Canadian shippers of honey.

GUILD MEETING POSTPONED.

The meeting of the Wholesale Grocers' Guild, which was to have taken place in Ottawa this week has been postponed for two or three weeks owing to the death of the mother of H. A. Bate, president of the Ottawa Guild.

Have an Ideal

Sowing the wild oats of quality is a poor Grocery policy.

The steadfast quality course is the one that pays

Attach yourself to

and endeavor to enlarge your trade.

All the while we will be educating the public right in your town.

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

OUR RECORD
is "Best Essence Makers"
ORDER
Shirriff's Flavoring Essences
and you get record goods.
Always sell ***Shirriff's.***
MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

TRADE NOTES.

Charles Kelly has opened a store in St. John's, Nfld.

H. P. Eckardt & Co. say buyers of figs should communicate with them.

Will Laidlaw, of St. Marys, Ont., has left for Cranbrook, B.C., to accept a position as grocery manager for the Fink Mercantile Co.

N. N. Munro, representing McLarens Limited, in Hamilton, was a caller at the Montreal office of The Grocer this week. Mr. Munro represents McLarens in the east and reports good business.

W. J. Snell's fine new branch store at Balmy Beach, Toronto, is about completed and he expects to stock it in about three weeks. Of course he continues at East Toronto as the home place.

C. E. Kyle, of Toronto, who was in Preston Springs, Ont., with Mrs. Kyle last week, stepped off a car in the dark. It was standing on a bridge and Mr. Kyle fell 10 feet into the river. A sprained ankle, a ducking and a ruined suit of clothes resulted.

Alex. Curry, one of the oldest and most prominent residents of Innisfail, Alta., died there on September 25. He was in his 62nd year and had been in business with his brother, S. G. Curry, for 14 years, but for the past year had been carrying on business under the name of the Curry & Constantine Co.

J. E. Belair, Montreal; John Meldrum, Westmount, Que.; F. S. Patterson, Westmount; J. Belair and George Britain, Montreal, have been incorporated under the name of the John Meldrum Grain & Produce Company, to take over the business of J. E. Belair. The capital of the firm is $20,000, and the head office will be in Montreal.

The United States Pure Food Commission has forbidden the use of mineral blueing substances in bleaching sugar, and as a consequence the people of the United States may soon be using sugar of a distinctly yellowish shade. The sugar chemists claim that the process is merely purification, and therefore quite allowable, but the commission cannot see it in that light.

A very neat booklet has been issued by the Terminal Warehouse & Cartage Co., Montreal, giving particulars about their splendid new building, which has just been completed. The reading matter is set forth in clear, bold type, and gives pointers to merchants on shipping. It is not every merchant who considers the advantages of shipping ex-warehouse. Several excellent engravings illustrate the little work.

James B. Campbell, of the Acme Can Works, Montreal, who accompanied the C.M.A. on the western excursion, has returned. This was Mr. Campbell's first trip to Winnipeg and he is greatly pleased with the modern method of hustling and the general prosperity there is in Winnipeg and other centres. F. G. Miller, formerly with Log Cabin Brand canned goods, is the western agent of the Acme Can Works. Mr. Campbell was kept busy with the trade and reports good orders.

FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

ITS DELICATE MALT FLAVOR, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS

Warner Rd., Camberwell, S. E., London, Eng.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per ear.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

Special Notice to the Trade :

I wish to announce that from this date no I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory as shown on the map opposite. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment of goods on hand for the Fall trade. My representative will call on you in the near future with full particulars. Thanking you for past favors,

I am, yours truly,
W. H. MERRIMAN.

INTERNATIONAL STOCK FOOD

3 FEEDS FOR ONE CENT

MANUFACTURED IN THE

Largest Stock Food Factories in the World

MINNEAPOLIS, U.S.A. **Cash Capital Paid in, $2,000,000** **TORONTO, CANADA**

We Manufacture and Guarantee :

International Stock Food	**International Colic Cure**	**International Compound Absorbent**
International Poultry Food	**International Harness Soap**	**Silver Pine Healing Oil**
International Louse Killer	**International Foot Remedy**	**International Call Cure**
International Worm Powder	**International Hoof Ointment**	**International Stock Dip**
International Heave Cure	**International Pheno-Chloro**	**International Distemper Cure**

THE INTERNATIONAL LINE is well known throughout Canada as the quickest seller and most profitable specialty line a dealer can carry. The goods are well advertised to the consumer, and it will pay you in GOOD HARD CASH to devote a little of your spare time to pushing the sale in your locality. If you don't care to wait till our representative calls on you, write direct to W. H. MERRIMAN for the BEST MONEY-MAKING PROPOSITION of the year.

QUICK SALES and SURE PROFITS

A beautiful colored lithograph of Dan Patch, 1.55, and Cresceus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to W. H. MERRIMAN telling where he saw this advertisement. Grocers in other parts of Ontario address

International Stock Food Co.

Toronto, - - Canada

CRANBERRIES
(CAPE CODS)
SWEET POTATOES
(JERSEYS)
JAMAICA ORANGES
(NEW STOCK)
VERDELLI LEMONS
FLORIDA ORANGES

The first of the Season, Fancy packing and well colored for first shipments.

A few boxes of Florida Grape Fruit in this Car.

Valencia Onions
Canadian Onions

McWILLIAM
Mc. AND E.
EVERIST

Canadian Fruits in Baskets
PEACHES PEARS GRAPES

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Canadian Fruit Crop, Except Apples, About Ended—The Lemon Crop—Large Sized Fruit will be Scarce—California Orange Outlook

As another Canadian fruit crop wanes trade interest turns again to foreign markets. The first shipment of new Mesuma lemons are just about leaving Naples and will arrive about the first week in November. The latest reports from Italy indicate very little rain, with the result that the size of lemons are running smaller than usual. The outlook is that large sized lemons will be scarce. Orders recently placed for 300's have been turned down.

Practically all the lemons consumed in Canada come from the Mediterranean. California is increasing its output, but it is held here that the California fruit is inferior both in keeping quality and in flavor to the Italian. The trees of Sicily sink their roots sometimes to a depth of 45 feet into crevices of the limestone rocks. In California the soil is sandy and the roots spread out to get the moisture.

The demand for lemons does not cease with the passing of Summer's heat. Cooling in Summer, warming in Winter; there's nothing better for a cold in its incipient or advanced stages than a hot lemonade. The lemon trade is nearly as heavy in Winter as in Summer.

The California orange crop, according to recent reports, is likely to be less than last year. There will, though, it is said, be an equal number of boxes for shipment, indicating that while not so many the oranges will be larger. They will begin to arrive here in November.

The Mexican oranges, too, will put in an appearance about the middle of November. The crop is reported 25 per cent. below last year's with the demand 25 per cent. heavier.

The cranberry season opened with a derangement among the growers. That was adjusted. The price at the shipping point has advanced $1 in four days.

MONTREAL.

GREEN FRUITS — Dealers report good business for this season. Prices have fluctuated considerably since last week, but there are no startling changes to announce. Canteloupes, western melons and Canadian plums are out of the market. New figs are quoted 9 1-2c to 15c., according to quality. Dealers report a large demand for bananas, which is unusual at this season of the year. A great deal of this trade comes from the grocers, which augurs well for the future of this fruit. Lemons are a little lower this week, while oranges are unchanged.

Late Valencia oranges, per box	....	5 00
Dates, per lb	0 04½	0 05
Bananas, fine stalk	1 50	1 75
" jumbos	2 00	2 25
Cocoanuts, per bag of 100	....	3 60
Pineapples	5 00	5 50
Apples, bbl	2 00	4 00
New apples, baskets	0 20	0 40
Crab apples, per basket	0 35	0 50
Lemons	6 50	7 00
Limes, per hundred	....	1 25
Peaches, per box	2 00	2 25
Plums, "	1 25	1 75
Pears per box	2 25	3 00
Jamaica oranges, per bbl	....	5 00
New figs per lb	0 09½	0 11
Spanish Onions, crates	....	2 75
" 56 lb cases	....	0 85
Cranberries, Cape Cod, per bbl	....	7 75
Jamaica grape fruit box	....	6 00
Canadian pears, per basket	0 60	0 75
" peaches "	0 80	1 00
" grapes, per basket	0 25	0 35
Almeira grapes, per bbl	4 50	5 00

VEGETABLES—Business in vegetables is reported as being very good. Demand has been good in some lines while there has not been much trade passing in others. Potatoes are the most interesting line at present; the market for them has been going first this way and then that in such a manner that nobody seems to know where it is. Quotations from 80c. to 90c. a bag are from 10c. to 20c. lower than last week, but are likely to change at any time. Tomatoes have advanced as has also lettuce. Imported cucumbers will be on the market shortly. Supplies of Canadian are almost nil.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Green peppers, per basket	....	0 50
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket	....	0 75
" " per box	....	1 50
Turnips, bag	....	0 75
Water cress, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	....	1 10
Spinach, per bbl	....	2 00
Cucumbers, per doz	0 10	0 15
Celery, per doz	0 25	0 50
Potatoes, per bag	0 80	0 85
Jersey sweet potatoes basket	....	1 25
" barrel	3 75	4 00
Georgia sweet potatoes, bbl	2 50	2 75
Beets 3 doz	....	0 25
Carrots, per 3 doz	....	0 25
" bag	....	0 75
Wax beans, per basket	....	2 50
Green beans, "	....	2 50
Corn, per doz	0 12½	0 15

FISH—Oysters continue of particular interest in this market. Considerable trade has been done in this line since the opening of the season. Malpecques are in good demand. Prices are well maintained. Gaspe salmon is quoted again this week, 16c. being asked. No. 1 N. S. herring is also on the list. Dealers are asking $5 a barrel. Salt herring is lower this week. In fresh fish the feature is the advance of the 3c. in halibut. Supplies are not large. Lake fish is in fairly good supply, while haddock are rather scarce. Stocks of fresh smoked fish are arriving daily. Prices show no very great changes.

Fresh haddock, express, per lb	....	0 04½
Fresh steak cod " "	....	0 05½
" halibut " "	....	0 12
Lake trout " "	....	0 08
Sea trout, " "	....	0 10
Flounders, " "	....	0 08
Grass pike, " "	....	0 07½
Doré, per lb. " "	....	0 10
Mac'erel large, " "	....	0 10
Small sturgeon "	....	0 08
Gaspe salmon, chilled, per lb	....	0 16

Fresh frozen fish—		
B.C. salmon, per lb		0 14
Dore, per lb		0 09
Smoked fish—		
New kippered herring, per box		1 00
Yarmouth bloaters, per box		1 25
St. John bloaters, "		1 10
New haddies, in 15-lb boxes, per lb		0 07
Smoked herring, in bundles, per box		0 12
Oysters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, per gal.		1 60
Oysters, barrels	7 00	9 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless cod, "Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb.		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
Labrador herring, per bbl.		5 50
" " No. 1 N.S. herring, bbls		5 00
" " No. 2 " half bbls		2 75
" " per half bbl.		3 00
" salmon—		
" " in bbls.		13 00
" " in ½ bbls		7 00
Mackerel, per pail		1 75
No. 1 green cod, in bbls, per 200		6 50
Small, " " "		5 00

TORONTO.

FRUIT—The feature of the market this week is a rapid advance in the price of cranberries. In four days it went up a dollar a barrel at the shipping point. The fruit market here will probably close this week as the volume of fruit now moving can be handled at the warehouses of the various firms. The Ontario fruit crop, except apples, is now pretty well gathered. The demand for bananas is rather better and the market is firm. Melons are done. Considerable quantities of grapes are arriving, but the market appears to absorb everything readily.

Oranges, late Valencias, 126's, 216's, 250's, 288's	4 25	5 50
" Jamaicas, per barrel	5 50	6 00
" " box	3 00	3 25
" Florida, 126s-216s		3 75
Grape fruit, 54's, 64's, 80's	5 25	5 50
Lemons, Messina, 300's, 360's, per box	6 75	8 00
Limes, per crate		1 25
Apples, Fall, per bbl.	2 00	2 50
" Fancy snows, per bbl.	3 00	3 25
" Spies XXX, per bbl		
" " XX, per bbl.		
" Baldwins, XXX, per bbl		
" " XX, per bbl		
" other Winter varieties, XXX, per bbl.		
" " " XX, per bbl.		
" farmers', per bbl.		
Bananas, per bunch,	1 25	2 25
Red bananas per bunch	2 20	2 50
Plums, Canadian, per basket		1 00
" Idaho, 4 basket crates		1 25
Peaches, per basket	0 40	1 00
Pears, per basket	0 40	0 75
Grapes, small baskets	0 20	0 25
Crabbs, per basket	0 30	0 40
Cranberries, per barrel		8 50
" " crate		3 00

VEGETABLES—Potatoes are plentiful and lower. Jobbers profess to be handling only New Brunswick Delawares. The blight, it is said, is so bad in Ontario spuds this year that it is not satisfactory handling them. The New Brunswick stock is very fine quality. Sweet potatoes are plentiful, of fine quality, and the price is a little easier. Green corn is practically done. Otherwise the situation is about the same as it was.

Potatoes, Delawares, per bag		0 80
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks		3 00
" per basket		0 60
" 3 bushel		3 75
Onions, Spanish, per large case		2 75
" " small case		1 15
" Yellow Danvers, bags		1 15
" Canadian, per bag		1 15
Cabbage, new Canadian, per bbl.		1 50
Wax and green beans, per basket	0 40	0 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz.	0 20	0 25
Mushrooms, 1-lb. boxes, per lb		0 75
Beans, white, prime, bush		1 75
" " hand-picked, bush		1 90
" Lima, per lb.		0 07
Tomatoes, Canadian, per basket	0 30	0 40

For Thanksgiving

ORDER EARLY Piles of Seasonable Goods

Florida Oranges,

New Figs, Cranberries,

Bananas, Snow Apples

OYSTERS Long Island Natives, easily the best. $1.75 per Imperial Gallon.

White & Co., Limited

TORONTO and HAMILTON

ST. NIKLUS EXSEL (Teddy)

Roosevelt may change the spelling of "St Nicholas" but Tracuzzi will see that the quality of the lemons is right.

W. B. STRINGER & CO., Sole Agents - Toronto

For prudential reasons we have decided to discontinue the handling of Fruits and Vegetables in connection with this business, and we purpose taking the initiative in everything that makes a **FISH BUSINESS** thoroughly up-to-date. This organization includes the best experience to be had and we claim preeminence in every detail of Fresh, Frozen, Smoked and Salt Fish.

THE F. T. JAMES COMPANY, Limited

Wire, Phone, or Mail your Orders — WHOLESALE FISH MERCHANTS, TORONTO — *76 Colborne St 33 Church St.*

SPANISH ONIONS Ours are the best. $1.00 per smal crate, $2.75 for large crate.

Your consignments of Poultry, dead or alive, solicited. We have the trade.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

SEASONABLE GOODS FANCY { *CAPE COD CRANBERRIES, JERSEY SWEET POTATOES, CALIFORNIA VALENCIA ORANGES* (The only good Orange now) *NEW LEMONS*

Also—All kinds of DOMESTIC FRUITS

Our prices always right

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.

Watercress, per doz. bunches		0 25
Egg plant per basket		0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 40
Mint per doz	0 15	0 20
Cauliflower, per doz	0 75	1 25
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25
Pumpkins per doz	0 75	1 00
Citrons per doz		1 25
Spinach, per bushel		0 40
Parsnips, per bush		0 50

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Importers

7 and 9 Market Street,
HAMILTON

Send us your orders for

CANNED LOBSTERS

GOLDEN CROWN AND GOLDEN KEY Brands.

All Goods Fully Guaranteed.

Wholesale Only

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

FISH—Prices are about as a week ago but demand is improving with the cooler weather. This is marked in regard to oysters.

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb		0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium, per lb		0 04
Brook trout, per lb		0 25
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb		0 08
Oysters, per gal		1 75
Labrador herring, per half bbl		3 25

WINNIPEG MARKETS.

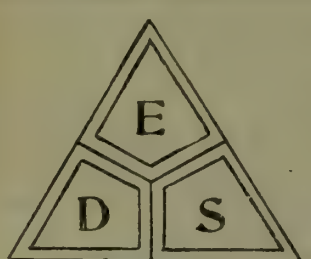
Owing to a basket famine in Ontario there is a shortage in the supply of Ontario grapes. We quote:

Peaches (freestone), per case	1 75
Washington plums (Italian Blue), per case	1 25
" pears, per case	2 75
Apples.	
Snow apples, per bbl	4 00
Ontario fall apples, per bbl	3 50
5-bbl. lots, per bbl. $3.40. 25-bbl. lots	3 00
California late Valencias, 126s, per case	5 50
" " 150s, "	6 00
" " 176s to 250s "	6 25
" lemons, 300s and 360s "	10 00
Ten cents off 5 case lots.	
Cranberries, Cape Cod, bbl	10 00
Ontario Basket Fruit.	
Grapes, blue and green, per basket	0 30
100 basket lots	0 28
Pears, per basket	0 75

The codfish industry is reported in Quebec to be very good along the north shore points at present.

Eastern lobster packers have combined with western salmon packers to oppose the agitation for a protective tariff on tinplate.

R. Husband, late manager of F. T. James Co's fruit department, has formed a partnership with his brother, W. H. Husband and will carry on a general fruit and vegetable supply business in Toronto.



THE EFFECT

When a grocer stocks up "**E.D.S.**" **Brand Jams and Jellies, he takes a step towards reliable trade.**

When his customers know he has stocked up "**E.D.S.**" **Brand Jams and Jellies, they take a step towards him as their permanent supply man.**

The people are aware that "**E.D.S.**" **Brand Jams and Jellies are guaranteed pure.**

Order from any of the below-mentioned:

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms
Winona, Ont.

DISCUSSED TAX PROBLEMS.

Council of the Montreal Board of Trade —New Members.

There was a meeting of the council of the Montreal Board of Trade last week. The question of provincial taxation was dealt with at some length. The board objects to the taxes levied upon extra provincial corporations, and upon travelers representing firms having headquarters outside the province.

A letter from the Winnipeg board of Trade, which was read, was to the effect that the Winnipeg board endorsed the Montreal Board of Trade in their action in reference to this matter.

New members admitted were: Char. H. Vinnells, of Davies, Limited, proposed by Peter Laing; Charles E. Slater, of the Slater Shoe Co., proposed by J. J. McGill, and Alphonse Lemieux, steamship agent, proposed by Thomas Harling. Vice-president Geo. Caverhill was in the chair, and the following members were present: B. Austin, C. B. Esdaile, John R. Binning, Geo. L. Cains, Duncan A. Campbell, Geo. A. Kohl, Peter Lyall, J. L. McCulloch, J. J. McGill, Alex. Ramsay, Farquhar Robertson.

NEW FACTORY OPENED.

A new factory has been opened by the Imperial Syrup Co., of Vancouver, at the corner of Sutherland and Charles streets in Winnipeg. In future all their orders for the trade of Manitoba and the Northwest will be filled from this centre. From Vancouver cane sugar will be shipped to Winnipeg. Molasses will be shipped there direct from New Orleans, while maple syrups will be sent from Montreal.

Wm. Koch, for many years connected with the Montreal office, has been appointed manager of the new factory at Winnipeg.

NEW CHANNEL OPEN.

Hon. Robert Mackay was re-elected president of the Montreal Harbor Commission at a meeting held last week. Robert Bickerdike was re-elected acting president of the commission. Announcement was made by the chief engineer of the Harbor Commission that the new 30-foot channel through St. Mary's Current from Victoria pier to Longueil Bar is now completed. The new channel will be found of much use to the larger boats.

BUSINESS INCREASING.

The business of John Meldrum & Co., Montreal, is rapidly growing larger, the latest indication being the formation of a limited company in connection with the present firm, to carry on the potato end of the business. The new company is capitalized at $20,000, of which over $12,000 has been subscribed. The principals in the company are John Meldrum, E. Belair and F. Patterson. The company has taken over another potato concern and will this season devote particular attention to this line.

ORDER EARLY—PACKING NOW

"DUFF'S" LABRADOR HERRING

ABSOLUTELY THE FINEST LABRADOR'S EVER SENT TO CANADIAN MARKET
PACKED IN SPECIAL BARRELS WITH

GALVANIZED HOOPS

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Labrador Herring Station, Bay of Islands, Nfld.

Selling Agents—A. H. Brittain & Co., Montreal. H. S. Connor, Winnipeg, Man,

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

6 Reasons for Buying and Selling
King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless.

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

EFFECTIVE ADVERTISING

The Editor-Clerk—Running a Store Paper—How it is Gotten Out—Story of how One was Managed—A Sample Ad—Casual Advertising.

THE EDITOR CLERK.

I'm an editor now. You probably wouldn't have expected that of a clerk in a general store. Well, a fellow never knows what honors he will have put upon him if he sticks to his job and works hard. We've started a store paper and I'm Johnny-on-the-spot. I run it. You see our business has grown a great deal and we are branching out all the time. On that account and because the boss thought that I was getting so much on hand running the advertising that I didn't do much else, he made me let all my work go except fixing up the windows and writing the advertising.

The Suggestion.

I suggested starting a store paper a good while ago but he wouldn't stand for it. He said that the regular newspapers were good enough for him and he guessed that if I kept our space in those filled up with good stuff, it would make all the advertising that we'd need for a while.

Well, I didn't say much more then, but this Fall I tackled him again about it and he wanted to know what made me so keen for a store paper. I told him that we were using as big space in the newspapers as there was any use of having and that I was writing as good ads as I could. That means that if we kept on doing so, that was about the best we could do for the papers. If we wanted to bear on heavier yet, we would have to take up some other form of advertising.

Rounding Up.

I thought that we could say a good many more interesting things about our goods than people would read in the papers, and besides there were a good many people out in the surrounding country that didn't get the papers Their money is as good as anybody's and we might as well be getting it. Then I said that there are a lot of people right in town who belong to a class by themselves and will give more attention to something special that comes right to them by mail than they ever will to a newspaper ad. That's true, too. The newspaper is the best, but it isn't the only medium for store advertising, not by a jugful.

The Decision.

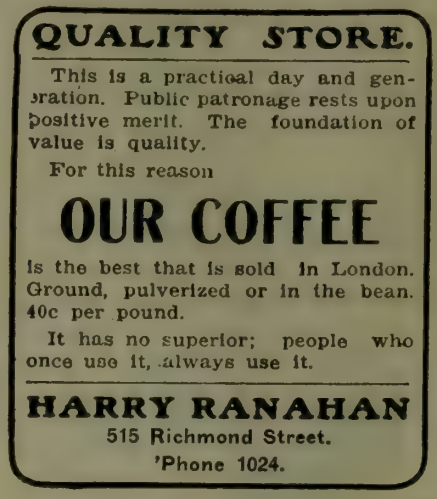
The upshot of it all was that we started a little paper on our own hook. The boss had some idea that it might be better to buy one of these ready-made affairs that gives you a page of your own ads and the rest "boiler plate" stuff about "A Thousand Household Hints," "How to be Beautiful," etc., etc. I told him that if he was going to run a paper, it ought to be his paper and he ought to have the say about what would go into it as long as he was to be responsible for it. And it seemed to me that maybe we wouldn't be satisfied with just that page of advertising. We might want more. Anyway, I showed him that these ready-made advertising schemes, papers or anything else, are made up to fit anybody, and of course they are like a suit of clothes would be that was made to fit any one who might try it on, it wouldn't fit any one at all.

Gaining the Editorship.

I got him to let me run that paper to suit myself. He said I could try it and if the first edition didn't suit him when it was done, it would go into the fire and I would lose my job as editor. That just suited me because I'd been getting a great bump on myself lately and thought I knew pretty near all there was to be known.

The Paper.

I went to work on the paper. I planned to issue it every two months at first. I had the printer get up a special heading for the sheet and I was going to make it eight pages. Well, it came up to a week of the time when we were going to get it out and the copy wasn't all ready. I sat up two nights pretty nearly all night and managed to get it


QUALITY STORE.
This is a practical day and generation. Public patronage rests upon positive merit. The foundation of value is quality.
For this reason
OUR COFFEE
is the best that is sold in London. Ground, pulverized or in the bean. 40c per pound.
It has no superior; people who once use it, always use it.
HARRY RANAHAN
515 Richmond Street.
'Phone 1024.

so that it was just the way I wanted it. Then I took it to the printer and had a proof made.

I was so proud of the way it looked that I thought I'd show it to the old man without waiting until the edition was printed.

A Criticism.

I took it in and handed it to him and sat down for him to look it over. He looked down the first page, then the second and so on until he had read it through. Then he handed it back to me and said:

"Is this the paper?"

"It's the proof of it," I answered.

"I'm glad it's no worse," said he. "I'm glad the paper is no worse and I'm glad it's only a proof. It won't cost as much to tear this up as it would to tear up a whole edition."

"What's the matter with it?" I asked.

"Why, that's not a paper," he said. "That's nothing but a four-page dodger."

Then it struck me what was the trouble and he was right. I felt pretty cheap. I had made it all advertisements but two columns and they were some jokes that I cut out of an almanac.

The New Order.

I asked him if I lost my position when I hadn't got the whole edition printed yet and he said not. I went out and postponed the day of publication. Then I set about collecting clippings from the magazines and newspapers. When I had a lot of good, interesting stuff I went to work and arranged it through the paper, alternating it with advertisements and generally running the middle of the three columns all this kind of stuff. I had short anecdotes, little squibs of verse, items of general interest and quite a bit of local information. It was really interesting reading and then I made the headings of the advertisements a little more catchy.

"All's Well," Etc.

I didn't get this set up and a proof made until I had showed the boss the copy. This time he said it was all right. He doesn't know a great deal about advertising, but he's long on common sense. I went ahead and got out the paper like the revised copy and I've been getting out one every two months since. It has paid us well. We can't tell just exactly how much, but we've had a good many calls for goods advertised nowhere else.—Brains.

HARRY RANAHAN'S AD.

For a 35-line ad the one shown on this page is very effective. The compositor used excellent taste and judgment, with the result that the ad has a full measure of distinctiveness.

The matter is pointed, clear in construction and appealing in tone.

London has first-rate grocery advertisers.

CASUAL ADVERTISING.

By "casual" advertising is meant the stay-out-to-day and go-in-to-morrow-or-next-week kind that some men indulge in. It may also be termed "spasmodic" advertising. It is the kind that no man can afford, even though his business is in great measure dependent on seasons. Of course, the ice cream man will not do a heavy business in the Winter, nor the fur dealer in July. Yet neither has a good reason for ever stopping his advertising—ice cream is used to some extent all the year round, and the fur advertisement seen in midsummer may help to solve a Christmas problem. Clothing, and shoes, and dry goods, and groceries, and so on sell all the time — people have to have them all the time.

Keeping Name Before Public.

Then, "keeping one's name before the public" is necessary to genuine success in trade. "Genuine success"—is it a new phrase? Is there any kind of success but success? There are kinds of success, just as there are degrees of heat. It is not hot when it is merely warm, although water will not freeze. And the fact that a business does not stop, or that its owner gets a living from it, does not prove it to be genuinely successful. Genuine success in business consists in getting out of it all there is in it—up to the measure of one's limitations.

Opportunities Unlimited.

It is true that only a few men see it that way. But Marshall Field did—John

Wanamaker does—and there have been and are others. There was only one Marshall Field ! And there is only one John Wanamaker ! Know why ? They saw, where others could not or would not. Absolutely, there is no limit to the amount of business one man may do. There may be an apparent limit in his home town—but the world is wide.

Dissatisfaction a Virtue.

A fair degree of prosperity is not an actual gauge of genuine success. He who is doing well might very often be doing better. By and through advertising, if he is not an advertiser ; by and through more advertising, if he is already an investor in the great safe bank that never passes a dividend. Sociologists say there is no hope of helping those who cannot—or will not—see that they need help. And the business man who is satisfied with his business as it is, is not likely to have a larger business. Dissatisfaction and unrest must precede every rise to better things. Also, there must be a belief that there are better things. And then there must be "doing." Dissatisfaction and unrest will not accomplish anything of themselves, and it is only when they lead to action that they are at all worth while. Intelligent action is meant. Not merely doing for the sake of keeping mind and body engaged. Not advertising for the sake of having something in the paper—it must be thoughtful, intelligent advertising.

The Reasons.

The man who wants to do more business—who is capable of doing more business—will advertise. He will advertise regularly, even though not as largely at all seasons. Some of the reasons why he will are in the paragraphs that follow : Casual advertising costs too much in dollars and cents. The now-and-then advertiser pays more for space each insertion than the regular patron of the newspapers. It brings no permanent results. Over and over it has been proved that trade secured through advertising has been lost when the advertising was discontinued. Incidentally, the chief reason for its loss was that "the other fellow" went on advertising.—Selected.

A. A. B.

HALIFAX FISH CO.

Limited

Packers of

High Grade Boneless Codfish for Grocery Trade

Registered brands : H.F.Co., Scotia and Chebucto.

Head Office: HALIFAX, CANADA

Works—DARTMOUTH, N.S.

Fishing Plant—Mutton Bay and Mecattina Island, Labrador.

SELLING AGENTS:

Pyke Bros., Halifax, N.S.
Robert Stewart, Quebec, P.Q.
John A. Moir, Montreal, P.Q.
F. Grierson, Ottawa, Ont.
Anderson, Powis & Co., Toronto, Ont.
Alfred Powis, Hamilton, Ont.
Wm. G. Coles & Co., London, Ont.

Traveling Agent : H. T. Graham, Montreal, P.Q.

See our nearest agent for prices, etc., or write us direct.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL Cannot be Equalled

Correspondence Solicited. HALIFAX, Nova Scotia

A Friend——Of Mine

went into a grocery store the other day and asked for a 10-cent cigar.

The grocer brought out a box of Pharaoh.

My friend seeing other cigars in the case asked the grocer why he selected Pharaoh cigars when he (the buyer) mentioned no brand.

The grocer's reply was "Biggest part of my trade is Pharaoh and Pebble. I carry other lines for a few customers. But when smokers do not mention a brand, I find in nine cases out of ten they come back for Pebble for 5-cents and Pharaoh for 10-cents; hence I win a steady customer."

I should like to read some questions of yours!

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

Lay For the Man

who says there is no profit for the grocer in tobacco selling.

The man who says anything so ridiculous is just as apt to say "nobody will be using pipes six months hence."

Why, the sales of ***T. & B.*** have simply galloped ahead. Likewise the grocers' profits. One going sets the other going.

You are doing the right thing when you stock up ***T. & B.***

Certainly ! Certainly ! Certainly !

THE GEO. E. TUCKETT & SON CO., LIMITED
HAMILTON, CANADA

FREIGHTS AND CHARTERS

Apple Shipments Increasing—Large Consignment of Flour in Sacks to Various South African Ports—British Demand for Flour Irregular.

Trade during the past week in shipping circles has been normal. Outgoing boats have been well loaded in almost every instance with various Canadian products destined for the United Kingdom and other parts of the world.

Shipments of butter during the past week were fairly large. Demand from the other side could not be said to have been more than fair, owing no doubt to the high prices ruling.

Cheese exported was large in quantity. Exporters have been very busy filling their engagements. A great deal of what has gone out comprises orders taken the previous week, but which were not to be shipped for a fortnight. The high figures asked for cheese while keeping down trade to a certain extent, does not seem to effect conditions as much as one would think.

Inquiry for flour from British and other ports has varied, being good at times, and poor other periods. It is in sacks that most of the flour going out is contained. A recent boat destined for South African ports carried over 20,000 sacks for different points. England is importing more or less flour, but demand from the Old Country cannot be called large.

Grain is beginning to move out in quantities, and some good shipments have been made during the past few weeks

Apples are rapidly gaining in exportation. Ocean going vessels leaving the port lately have nearly all carried consignments of good size to European ports.

Hay shipments have not been large, owing to the state of the markets.

There has been practically no movement either up or down in the level of the water in the harbor lately, so that the situation in this respect is unchanged.

Rates this week show no alterations.

The Bray Head, for Belfast, cleared with a general cargo on October 4. The Canada and the Hungarian sailed from Montreal on October 5, the former for Liverpool and the latter for London. Both boats carried general cargoes.

REPUTATION OF 150 YEARS.

Purnell Webb & Co., Bristol, England, Continue to Grow Bigger.

Purnell, Webb & Co., of Bristol, Eng., rank among the oldest brewers of malt vinegar in the kingdom. Their reputation has been maintained for 150 years and trade has grown accordingly, so that recent extensions to their already large plant have been necessary in order to keep pace with orders.

The works are up-to-date in every department, and a recently published article in Grocery on the various processes employed, makes most interesting reading. Briefly stated, these are as follows:

The grain, received in barges, is turned into hoppers and screened; it then passes into the mashing machine to the mash basin; hot liquor from the boiling vats is admitted at the same time, and in a few hours it becomes sweet wort. This wort is then drained off, and pumped into the cooling room, whence it is carried on into the fermenting rounds. Then follows the acidifying process, which frequently extends over three weeks. Several vats are used for this purpose, the vinegar being passed from one to the other by means of pumps. When this process is completed to the satisfaction of the examiners, the vinegar is placed in casks for shipment.

One point in particular which should tend to perfection, is that spring water, obtained in the Mendip Hills, is used in the making.

The several qualities of Purnell's vinegar are always kept at fixed standards. Each cask bears a signature of purity, and a guarantee stands at the foot of each invoice.

The company manufactures besides vinegar several well-known brands of pickles and condiments, such as "B.V." sauce, "P.W.," Worcestershire and "Ye Olde Devonshire." In the success which has attended this department, the quality of the vinegar used has of course had much to do, and this can only be taken as another proof of its excellence.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.

QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

ELECTIONS IN MONTREAL

Retail Grocers Choose Their Officers— Warmly Contested Presidential Election —A. Laniel Chosen—What He will Aim to do.

There was a great meeting of the Montreal Retail Grocers' Association last Thursday evening. The occasion was the annual election of officers, and the hall at 270 St. Catherine street east, was taxed to its capacity to hold all who were present. There must have been between one hundred and one hundred and fifty grocers and those connected with the grocery trade, present. And the hall was not large enough. In his opening address President Daoust, who occupied the chair, remarked that ordinarily the hall was too large, but on this occasion it was far to small.

Two grocers had been nominated for the presidency. These were A. Laniel and J. A. Maynard. From the first it was seen that there was going to be a very closely contested election, which was further evidenced by the expressions heard on all sides.

A. Laniel,
President Montreal Retail Grocers' Association.

On entering the hall one thought at once of the Stock Exchange in session. everybody was excited. A circular distributed which was signed "A Grocer Devoted to the Interests of the Association." This contained some hot stuff and was evidently prepared with the end in view of advocating the interests of Mr. Laniel.

The meeting was called to order about nine o'clock, and after a little preliminary business, during the course of which much impatience was exhibited, the election was proceeded with.

The Scrutineers.

Considerable time was spent in choosing scrutineers who would be sufficiently disinterested in the result of the election, in the opinion of both parties, to act satisfactorily. N. Chartrand and H. Poirier were finally decided upon and both of them gave entire satisfaction.

Candidates' Addresses.

The candidates for the presidency were given five minutes each to address the meeting. Mr. Laniel was called upon first, but only spoke for two minutes, asking that he be allowed the other three minutes afterward. He explained that he did not expect to be called upon, and wanted time to think of something to say. Mr. Maynard then took the floor for his five minutes. He spoke of what he intended to do if elected—to work for lower business taxes, fight against the peddlers and generally work for the good of the association. Mr. Maynard spoke for rather more than five minutes until forced to discontinue by repeated cries of "Time's up," by the impatient electors. Then Mr. Laniel was given his remaining three minutes, which he used to the utmost advantage, explaining just what his policy would be if the grocers saw fit to honor him with election to the president's chair. He was loudly applauded when he sat down.

Voting then commenced amid much excitement and loud talking. When the ballots were counted it was announced that Mr. Laniel had been elected. By what majority it was not stated, but it is understood to have been a fairly large one.

In a short address Mr. Laniel thanked the grocers for honoring him with their confidence.

Other Officers.

The remaining officers were elected as follows: Vice-president, J. A. Dore (by acclamation); E. P. Guillemette; secretary, A. Sarazin (by acclamation); treasurer, H. Laniel.

The retiring president, P. Daoust, made a short speech in which he thanked the members for their goodness to him in honoring him by election to the office of president two years in succession.

Retiring President Appreciated.

P. Bruneau, the ex-treasurer, in a short but forcible address said many complimentary things about Mr. Daoust and the interest he had always taken in the association and the grocery trade generally, especially during the time he occupied the president's chair. All of what he said was heartily assented to by the meeting.

All the new officers are good men, well qualified for the duties apportioned them.

Speaking to The Canadian Grocer after the meeting, Mr. Laniel said that his programme would be a simple one. "I will look after the interests of the association and the grocery trade generally to the best of my ability. I will do my best to secure increased membership for the association; will make a stiff fight against the pedlar nuisance, try to make arrangements with the wholesale trade which will result in the grocers getting back the one per cent. discount of which they were deprived lately. I will do my best to reduce the business and water taxes, and work along lines which will bring the greatest benefit to the retail grocery trade."

The New President.

A. Laniel, who has just been elected president of the Montreal Retail Grocers' Association, is known to nearly everybody in grocery circles in Montreal.

Born in St. Genevive, Jacques Cartier County, forty-three years ago, he came to Montreal at the early age of seven, and has resided in the city ever since.

His first connection with the grocery business was with his father, M. Laniel, who kept a store at the corner of Fulford and Albert streets for many years. During the time he was working under the eye of the elder Laniel he gained much experience which has since stood him in good stead.

P. Daoust,
Retiring President Montreal Retail Grocers' Association.

When he was twenty-three he took over his father's business, having entire charge of the store.

It was necessary to move from the old store about ten years ago, and Mr. Laniel rented a store at 193 McCord street. He bought this property in 1900 and erected the present large store there.

His trade is mostly among the Irish people, he being located in the Irish section of Montreal. He has three clerks to assist him and carries a full line of groceries, wines, liquors and fruits.

Mr. Laniel has been a member of the association for ten years and has always worked hard at picnics and on other occasions, for the welfare of the members.

Little Sermons on Advertising

Delivered by John C. Kirkwood.

INSTRUCTIVE ADVERTISING.

When a man opens his mouth to talk business, he should say something. To merely mention his name; or to show a picture of his factory, and say "That's my factory;" or to recite a list of the things he has to sell, isn't likely to sell goods. Think of your salesman going into a man's store and shouting:

"William A. Carter, representing T. Robertson & Co., Tinware, Halifax."

Do you think he will get much of an order? Why, he has not even asked for business.

Yet one sees many advertisements that do not say a single thing except to state the name and address of the advertiser.

Or again, suppose William A. Carter should say, in addition: "Tin pails, coffee pots, pie-plates, and strainers," would it improve things much?

The salesman who wants to sell goods nowadays has to have more than a name and a price list. There are too many people calling on a man in these times to coax for orders, for the order to go to the man with no better reason or an order than his name, his house's name, and a price list. The merchant likes to buy from the friendly salesman, the man who can take time to cultivate his favor, who shows his interest in the merchant's welfare. Merchants are human. They like to have a hand-shaking acquaintance with the men who sell them goods. And merchants are business men, as well; they want to be assured of the quality, the value, the selling-power, and the selling points of the goods they are asked to buy.

The advertisement is a salesman and should talk like a salesman. It can contain a hand-shake; it can show an interest in the merchant's business; it can even tell a good story, if it seems worth telling. And it must get down to business, it must persuade, and quote, and explain. It may have to do some arguing. It may have to show the merchant how to sell the goods, teach him about the goods, and thus fit him and his staff to talk the line intelligently and forcefully to the consumer.

Such advertisements are read, because they are interesting and instructive; because they contain "meat." They are not wishy-washy, empty, dull; they are full of life, and a merchant responds to such advertisements. He cannot help but yield to their power. He may be slow to respond, but sooner or later he will be convinced that the house that has such an evident interest in him; that "talks business"; that quotes figures and helps him sell the goods, is the house he wishes to buy from.

Such advertising pays both the advertiser and the retailer. Once in a while one comes across a firm that tries to do advertising in this instructive style by pamphlets, circulars, booklets, sent under cover of a wrapper. This way may be effective, but if not backed up by advertising in the merchant's trusted newspaper, pamphlets, circulars, and booklets are likely to miss their mark. A merchant wants the houses he deals with to talk to him in his trade newspaper. He subscribes to this newspaper for news helpful to him in his business, advertising news included. And the firm who neglect to use this medium, or who misuse the space they may have engaged, are failing to use an influence powerful, persuasive, and profitable.

Printer's ink is a good salesman if well used.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A MODERN GROCERY
FITTED WITH "WALKER BINS"

GEO. A. VICK & SONS, ORILLIA, ONT.
Walker Bin Fixtures Make an Old Store New

They so change its appearance and display the stock so cleanly and invitingly that everything tempts the appetite. Everything in sight, too, under glass, and protected from dust, insects and tasters.
There is no way to so effectively display goods as with

"WALKER BINS"

Booklet for the asking. It's worth the little trouble it takes to write for it.

THE WALKER BIN & STORE FIXTURE CO., LIMITED
BERLIN, ONTARIO

Representatives
Manitoba:—Stuart Watson, Winnipeg. Saskatchewan and Alberta:—The H. W. Laird Co., Limited, Regina, Sask.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

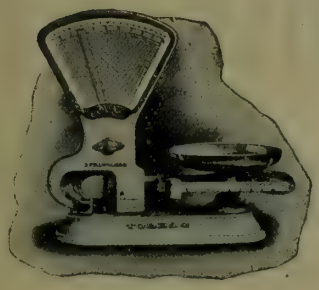
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

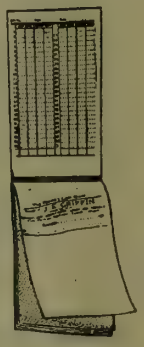
JOHN FORMAN, - 644 Craig Street

MONTREAL.

Q. How much is speed worth in your store

A. The price of one of our

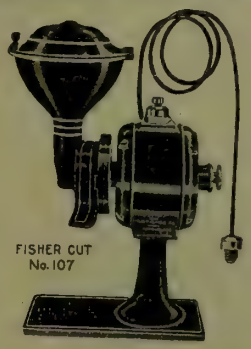
SPECIAL DUPLICATING Counter Check Books



The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

? If the insurance company wanted a picture of your store would you include your oil room ?

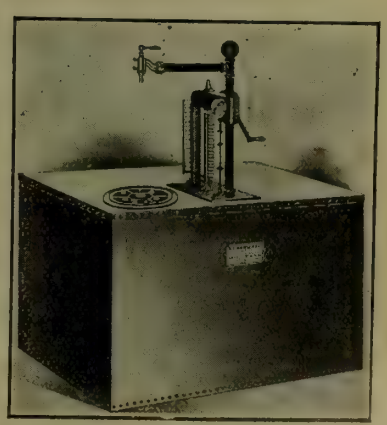
You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold to-day.

300,000 now in use.

S. F. BOWSER & CO., Inc.

530 Front Street West, Toronto, Ont.

SEND FOR CATALOG.



Cut No. 9
First Floor Outfit
With All Metal Tank

WHEN YOU SELL CHEESE

are you sure of your profit? Box cheese is high. Do you figure on shrinkage, waste, weighing and remnants? Do you know just what these losses take out of your profit?

THERE CAN BE ABSOLUTELY NO LOSS IN HANDLING

Every jar or package passed over the counter shows a profit sure and unalterable. It pays to push the sale of these—no loss of time, no shrinkage, no waste and no loss in weight; no contamination, no germs or dust, and the price is always the same. The ideal way of handling cheese is to sell *MacLaren's Imperial* and *Canada Cream,* both of them *ideal* cheese.

MacLAREN IMPERIAL CHEESE CO., Limited

Head Office: TORONTO

NEW YORK, N.Y. BOSTON, MASS. CHICAGO, ILL. LONDON, ENG.
PHILADELPHIA, PA. SAN FRANCISCO, CAL. WOODSTOCK, ONT.

United States Office and Warehouse: - - DETROIT, MICH.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 12, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 50
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" in bags, per gross	1 35
" in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1.5 and .10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s " "	4 50
" ½-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4½ doz. to case ..... per doz.,	$ .90
½ " " ½ " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" ½'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26

	Per lb.
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.

	Per
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Strdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

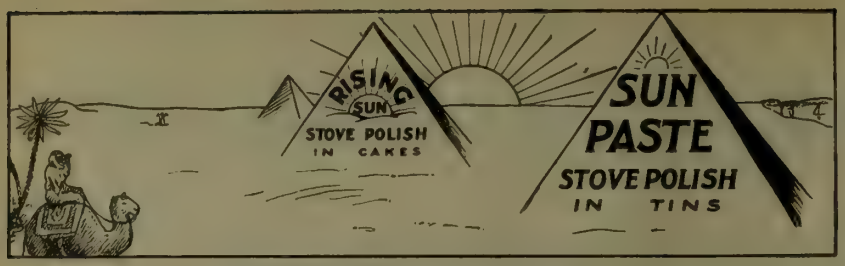
	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 18
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40



Morse Bros. Quality and Style

Have been established by almost half a century of successful, high grade, stove polish making and that is why our well-known and popular trade mark of the **RISING SUN** has won its way into the minds of so many millions of housekeepers who want and will have the best. You get the benefit of all this popularity when you push **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins. They both pay you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BATGER'S

WHOLE FRUIT STRAWBERRY JAM

150 YEARS' EXPERIENCE

With 150 years' experience, and the best garden Strawberries that are grown in England, BATGER & CO. are to-day making STRAWBERRY JAM that is known for its delicious flavor and preservation of the fruit in its natural form. Not a jumble of sugar and crushed fruit, BUT every strawberry WHOLE and DELICIOUS. This is one reason why Batger's is a good seller.

ROSE & LAFLAMME
MONTREAL

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

(UNSWEETENED)

The increasing demand from all parts of Canada for

"Eagle" Brand Condensed Milk and "Peerless" Brand Evaporated Cream

is due to the fact that the public have learned that they are the most perfect brands on the market. The legend

BORDEN'S BRANDS

is their guarantee for buying. FOR SALE BY ALL JOBBERS.

WILLIAM H. DUNN, Montreal and Toronto,

Scott, Bathgate & Co., Winnipeg, Man.
Shallcross, Macaulay & Co., Vancouver and Victoria, B C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
35 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	1 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06¾
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 08⅝
½-bbls.	0 09⅛
Tubs	0 09⅛
Cases, 3-lb. tins	0 09½
" 5-lb. "	0 09½
" 10-lb. "	0 09
20-lb. wooden pails	1 83
20-lb. tin pails	1 73

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 [illegible]
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case or 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

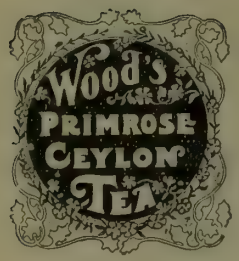
Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

LIKE A STALWART TREE

at midsummer—its trim branches full of life, and its foliage revealing calm strength and beauty.



Wood's Package Teas

stand before the public the finest illustration of tea growth, culture, development and selection.

They are the "stand-byes" in thousands of households, where they have added a new charm to the names "May Queen," "Primrose," "Golden Rod," "Fleur-de-Lis."

The four varieties, Ceylon, Formosa, Japan, English Breakfast in each brand.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 25 to	3 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

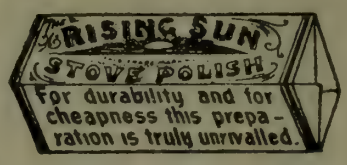
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	
	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 15
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

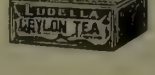
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60



LUDELLA CEYLON, 1's AND ½'S PKGS.

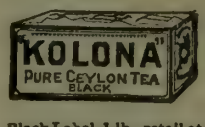
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 7 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.		$0 19
" " ½-lb., " "		0 20
Blue Label, retail at 30c.		0 22
Green Label, " 40c.		0 28
Red Label, " 50c.		0 35
Orange Label, " 60c.		0 42
Gold Label, " 80c.		0 55

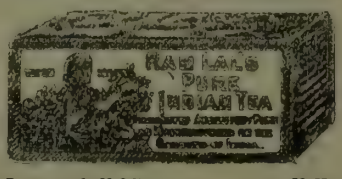
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼s	0 36	0 50
Gold " 1's, ½s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60	1-lb.	$0 35
" " 60	½-lb.	0 35
" " 30	1-lb.	
" " 120	½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 25	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 30-lb. "	....
" V 30-lb. "	....
" XXXX 30-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 30-lb. "	....
" XXX 30-lb. "	....
" XX 30-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 60
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 33½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

DWIGHT'S
BAKING SODA

BAKING SODA

is the Best to Use—

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Fancy China for Christmas

It will pay you to wait for our lines. Not alone some splendid assorted packages, but many staple articles from open stock are now being offered at ten per cent. below regular price. No job goods, but good up-to-date lines.

Write a card and we will tell you when our traveller can see you.

If in Toronto soon we would like you to call and see the different lines.

GOWANS, KENT & CO. LIMITED

TORONTO

Nothing Better

can be procured in the quality of the ingredients used in the preparation of

WETHEY'S Condensed Mince Meat

(In Packages)

The Choicest Fruits. The Tenderest Meats. The Purest Spices. The Best of Peels.

The perfect blending of these and other dainty ingredients has given to "Wethey's" the reputation it enjoys.

Buy only the red brick package. Your wholesaler has it.

If Not, Write Us Direct

J. H. WETHEY, LIMITED

ST. CATHARINES, - - CANADA

CROSSE & BLACKWELL, Ltd.

London, England

Some of our new lines are :

C. & B. Chicken Breasts (in Jelly). Vacuum Glass Jars.
C. & B. French Sardines. In Oval Glass.
C. & B. Chicken and Tongue. In Vacuum Glass.
C. & B. Veal and Ham. In Vacuum Glass.
C. & B. Prawns in Aspic. In Vacuum Glass.
Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents: C. E. COLSON & SON, Montreal

TWENTIETH YEAR. NUMBER XLII

THE CANADIAN GROCER

The MACLEAN PUBLISHING CO., Limited
TREAL. TORONTO, WINNIPEG
LONDON, ENGLAND.

FALL TRADE NUMBER

OCTOBER 19, 1906

20 lbs.
NET
EDWARDSBURG
CROWN
BRAND
REGISTERED
PURE
TABLE SYRUP
WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.
MANUFACTURED BY THE
EDWARDSBURG STARCH CO.
CARDINAL, ONT.

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

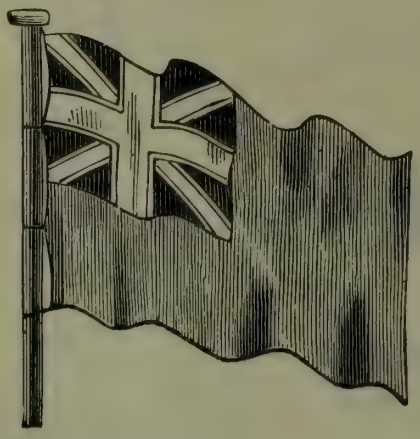
"Thistle" Brand Canned Haddie

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto



We Control the "EMPIRE" brand The Sign of Quality in Food Products

"The recollection of Quality remains long after the Price is forgotten."

FREE TELEPHONE
" TELEGRAPH
ORDERS THIS WAY A SPECIALTY
EXPERIMENT WITH IT

OR

WRITE US

Lucas, Steele & Bristol

HAMILTON, ONT.

——NEW SEASON'S FRUITS——

We are headquarters for——

RAISINS— VALENCIAS, SULTANAS, MALAGA, CALIFORNIA SEEDED. *Choice and Fancy* *12-oz. and 16-oz. Packages*

ELEME, LOCOUM, COMMADRE, NATURAL **FIGS**—

New California Apricots, Peaches and Prunes

New Currants—— **Our own brands. Cleaned Fruit. Also 1-lb. Cartons, Greece Cleaned.**

Send Us Your Orders. Quality Guaranteed. Prices Right

The EBY, BLAIN CO., Limited WHOLESALE GROCERS **TORONTO**

IS your TEA Business Satisfactory ?

This is the question every Grocer has to consider from time to time, and ***IF*** his ***TEA SALES*** are not increasing, in spite of his very best efforts to make them do so, ***something is wrong ?***

THEREFORE—are you handling the ***RIGHT*** kind of Tea ? ? ? ?

NOW. We not only give the Grocer the very best value in ***" BLUE RIBBON TEA "*** that money can buy, but ***also,*** our unequalled blending experience, which enables ***us*** to give your customers exactly the ***kind*** of Tea they are looking for.

Samples and prices on application to

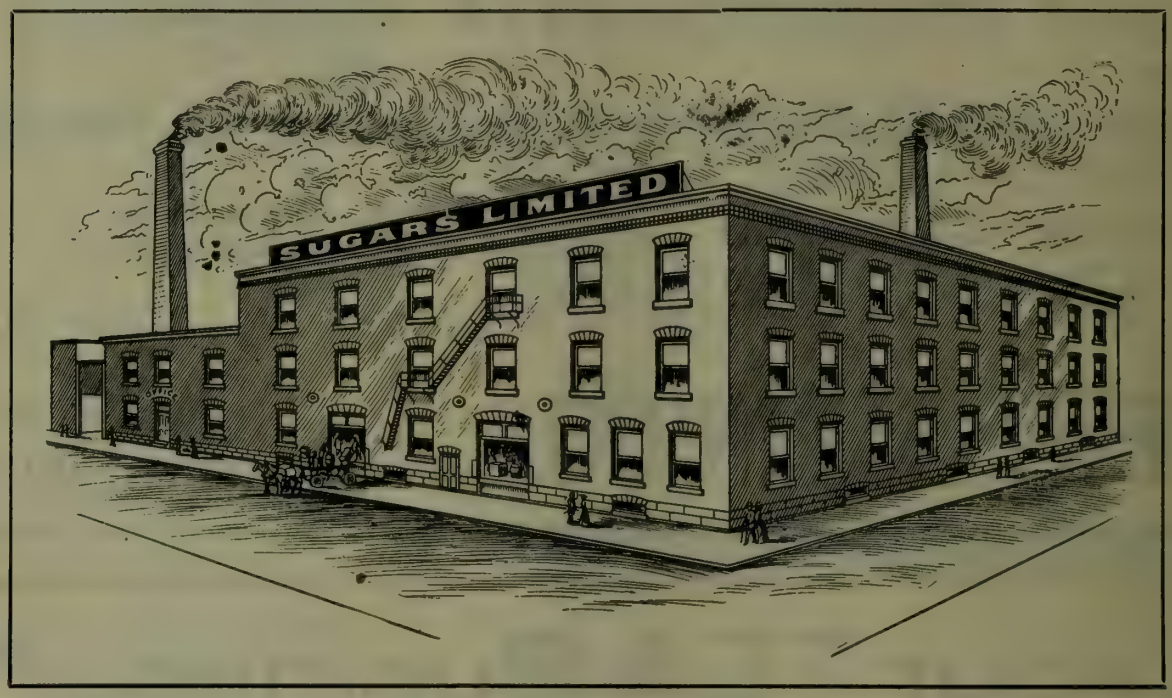
The BLUE RIBBON TEA CO., LIMITED

12 Front St. East, TORONTO

The New Home of

SUGARS LIMITED

MONTREAL



Branches:

Halifax, N.S.	London, Ont.	Vancouver, B.C.
St. John, N.B.	Winnipeg, Man.	Liverpool, Eng.
Toronto, Ont.	Calgary, Alta.	London, Eng.
Hamilton, Ont.	Edmonton, Alta.	Bristol, Eng.

Manufacturers of

Famous Diamond Brand Maple Syrup

and

Twin Block Pure Maple Sugar

Our annual output is greater by far than all other concerns combined in the Dominion of Canada.

SEE DESCRIPTION OF OUR WORKS ON PAGE 80.

BORDEN'S CONDENSED MILK
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
71 Hudson Street, New York.

EAGLE
BRAND CONDENSED
MILK

WIN AND HOLD

YOUR TRADE WITH

BORDEN'S

BRANDS

PERFECT IN PREPARATION

BORDEN'S CONDENSED MILK CO.
NEW YORK

The originators of Condensed Milk and largest manufacturers of Milk Products in the world.

EST. 1857 **"LEADERS OF QUALITY"**

PEERLESS
Brand Evaporated
CREAM
(UNSWEETENED)

SALES REPRESENTATIVES

WM. H. DUNN
Montreal and Toronto

SCOTT, BATHGATE & CO.
Winnipeg, Man.

SHALLCROSS, MACAULAY & CO.
Victoria and Vancouver, B.C.

SHELLED W.G.P. BRAND NUTS

Shelled Almonds

Jordan, Alicante, Valencia, Canary, Provence
Blanched, Whole and Ground

Shelled Walnuts

Chaberte, Terrasson, Bordeaux

Assorted Shelled Nuts

Pistachio, Filbert, Pignolia, Brazils
Cracked and Shelled Pecans, Cashew Kernels

Glace and Crystallized Fruits

Cherries, Apricots, Greengages, Pears,
Pineapple, Figs, Angelica, etc.

French Canned Goods

Mushrooms, Peas, Haricot Verts, Macedoines
Cherries in Marischino
Cherries in Creme de Menthe

W.G. PATRICK & CO.

IMPORTERS AND AGENTS

29 31 Melinda Street
Toronto

Coristine Building
Montreal

TRADE WINNERS

TEAS

Coronation King's Royal John Bull
Geisha Florodora
Butterfly Clipper Queen Bee

COFFEES

Palace Garden Java and Mocha

CURRANTS

Casandra cleaned
Superbos cleaned
Fancy Exquisitos cleaned

Midland Vinegar Co. Specialities

Garton's H. P. Pickles Garton's H. P. Sauce
" Coffee Essence " Mango Chutney
Malt Vinegars

Warren Bros. & Co., Limited

IMPORTERS and WHOLESALE GROCERS

35 Front East, TORONTO

QUICK SHIPPERS

A good straightforward statement of the qualities of the teas you sell to your customers will go further than any vivid colored word-painting possibly can in securing confidence and increasing trade.

We maintain that

JAPAN TEAS

are by nature and method of hygienic preparation the most desirable and healthiest teas to supply to your trade—

They are
Pure,
Clean,
Fragrant,
Healthy
and
Profitable

Cans Cans Cans

FOR ALL PURPOSES

Have you seen our new

Baking Powder Cans?

These cans are the nearest to perfection in their line being made on special machinery—every cover fits perfectly and all are practically air-tight.

Made on our new automatic plant, capacity of which is

150,000 cans per day.

The **strongest, cleanest** and **best** ever offered to the trade. Made from highly coated British tinplate.

If you have not booked your order better do so as the demand will be large for the coming season's pack.

PRIVATE RAILWAY SIDINGS TO ALL ROADS.

A Few of Our Leading Lines:

Fruit and Vegetable Cans
Meat Cans
Key-opening Cans
Syrup Cans
Baking Powder and Spice Cans
Lard Pails

SAMPLES AND PRICES SENT ON APPLICATION

ACME CAN WORKS

Ontario St. East, MONTREAL

DON'T THINK

because we deal in **TEAS, COFFEES** and **SPICES** that we cannot do as well as the houses who handle only one line of these. We can do as well as the best of them in any one line and better than a good many of them. **WE ONLY WANT A CHANCE TO PROVE IT. IF IT IS GOODS OF QUALITY WE HAVE THEM; THAT IS OUR SPECIALITY.**

Coffees. **Ours are selected with the greatest care, roasted with the most improved Gas Roaster.** They are always the same—**Rich, Creamy, Delicious.**

Madam Huot's Coffee . 1-lb. tins, **32c.**; 2-lb. tins, **62c.,** is not matched by any other similarly packed.

Condor Coffee. 1 lb. fancy packages, pure, attractive in appearance, choice in quality, per dozen, **$2.50.**

OUR BLENDS, LOOSE, are Wonderful Values

EMD Blend, rare liquor - - - - - - **35c.** per lb.
Condor Blend, a gem - - - - - - **30c.** "
Old Crow Blend, try it at - - - - - **25c.** "

With 50-lb. trial orders we give a nice fancy tin FREE and PAY FREIGHT.

Teas. If in Japans you do not handle "Condor," from **18c.** to **42½c.,** you are not getting the best. **ASK FOR SAMPLES.** In all other kinds we can show you the largest stock and best values.

TRY US

1000 25-lb. Boxes Ceylon Black Tea to replace Packling Congous, at - **13c.**

Purer and better all around

12 H/c. choicest Lapsang Souchong Congou, at - - - - - - - **55c.**
7 " " Keemun Congou, at - - - - - - - **45c.**
10 " choice Saryune Congou, at - - - - - - - - **25c.**

Prices on almost all Teas have advanced considerably. We have lots, and our quotations remain the same.

GIVE US A CALL BY MAIL

THE E. D. MARCEAU CO. LIMITED

MONTREAL

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

Special Notice to the Trade :

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory as shown on the map opposite. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment of goods on hand for the Fall trade. My representative will call on you in the near future with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

INTERNATIONAL STOCK FOOD

3 FEEDS FOR ONE CENT

MANUFACTURED IN THE

Largest Stock Food Factories in the World

MINNEAPOLIS, U.S.A. **Cash Capital Paid in, $2,000,000** **TORONTO, CANADA**

We Manufacture and Guarantee :

International Stock Food	**International Colic Cure**	**International Compound Absorbent**
International Poultry Food	**International Harness Soap**	**Silver Pine Healing Oil**
International Louse Killer	**International Foot Remedy**	**International Call Cure**
International Worm Powder	**International Hoof Ointment**	**International Stock Dip**
International Heave Cure	**International Pheno-Chloro**	**International Distemper Cure**

THE INTERNATIONAL LINE is well known throughout Canada as the quickest seller and most profitable specialty line a dealer can carry. The goods are well advertised to the consumer, and it will pay you in GOOD HARD CASH to devote a little of your spare time to pushing the sale in your locality. If you don't care to wait till our representative calls on you, write direct to W. H. MERRIMAN for the BEST MONEY-MAKING PROPOSITION of the year.

QUICK SALES and SURE PROFITS

A beautiful colored lithograph of Dan Patch, 1.55, and Cresceus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to W. H. MERRIMAN telling where he saw this advertisement. Grocers in other parts of Ontario address

International Stock Food Co.

Toronto, - - Canada

Get in Line——————and Order

Freight Prepaid on Five Cases and Over

WELCOME SOAP

THE SOAP OF QUALITY

Put up in Boxes. Six Cakes in a Box. 18 Boxes to a Case.

ALSO THE WELL KNOWN *ROYAL CITY* AND *PEERLESS* BARS
ALL PURE SOAPS——————AND SOLD ON MERIT
DON'T FORGET TO INCLUDE IN YOUR ORDER THE CELEBRATED *CRYSTAL SOAP CHIPS*
For further particulars address

THE GUELPH SOAP CO. GUELPH, ONT.

IMPERIAL MAPLE SYRUP

The standard from Ocean to Ocean

Quality Acknowledged
Superiority Admitted
Purity Guaranteed

Your money back if you do not like it.

ROSE & LAFLAMME, Agents, Montreal

ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME, Agents, Montreal.

GOLD STANDARD BAKING POWDER is "GUARANTEED - THE - BEST"

MANUFACTURED FROM THE PUREST, HIGH-GRADE MATERIALS. THE ENORMOUS GROWTH OF ITS SALES, ARE THE GREATEST TRIBUTE TO ITS HIGH GRADE, UNVARYING QUALITY.

SAMPLES AND QUOTATIONS CHEERFULLY FURNISHED.

The Codville-Georgeson Co., Ltd. ***WINNIPEG, MAN.***

THIS IS A SELLER!

No doubt about that.

IF you have handled it you know.

IF you haven't—write us—you are always open for a good thing.

SEE PRICE LIST IN BACK OF THIS ISSUE

WE will also be pleased to quote you on bulk Teas and submit samples. We carry eighty-five lines of bulks—We bought away in advance so that notwithstanding the rise in prices—we can give you good quotations.

New Teas arriving daily.

All orders receive careful attention and shipments made promptly.

MINTO BROS.

F. J. WHITE, Manager

TORONTO, ONT.

Good Advice

Don't delay ordering your **full season's** requirements of **Fruits** and **Vegetables.**

Better Advice

Do it **now.**

Best Advice

Stick to the **best** brands, viz : **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynn-valley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose,"** etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

James Turner & Co.,

Limited

Wholesale Grocers and Importers

Our Trade Marks

are

known all over Canada as a Guarantee of Quality.

Our Big Leaders

Ram Lal's Teas

Mecca Coffee

Damascus Coffee

Cairo Coffee

Sirdar Coffee

Canned Fruits and Vegetables
Finest Currants, packages and cases
Figs and Sultanas
Jelly Powder
Extracts

James Turner & Co.,

Limited

HAMILTON

Trade Getters Every One

That is what we hear from every grocer who has stocked Old Homestead Brand Canned Fruits and Vegetables.

It works this way. A customer is attracted by the handsome Old Homestead label. There is something in the name that appeals to her and she buys a can or so to try it. She is delighted with the trial. She finds Old Homestead Brand superior in every way to any canned goods she has used before.

She comes back for more. Trust a woman to tell her neighbors. Your canned goods trade grows apace and with it your general trade with customers who have called for Old Homestead Brand goods

Old Homestead Tomatoes
Old Homestead Peas
Old Homestead Corn
Old Homestead Strawberries
Old Homestead Raspberries

and the whole list of our pack are the best that are grown and packed.

Every time you sell an order of the Old Homestead you make a friend.

Ask your wholesaler to send you on a few cases as a starter. You will soon want more. If your wholesaler can't supply you write us direct.

The Old Homestead Canning Co.

PICTON, ONT.

Established 1852.

GILLETT'S GOODS ARE THE BEST!

Magic Baking Powder. **Gillett's Mammoth Blue.**
Gillett's Perfumed Lye. **Imperial Baking Powder.**
Magic Baking Soda. **Gillett's Cream Tartar.**
Gillett's Washing Crystal. **Royal Yeast Cakes.**

E.W.GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE. MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER

CAUTION—Beware of inferior and adulterated goods. Be wise, and have nothing to do with them. There is the same difference in quality as in Teas or anything else.

Order Direct From Us. If unable to get what you want from your Wholesale Grocer do not hesitate to order from us direct, and shipment will be made promptly.

E.W.GILLETT
COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

CANADA'S PRIDE

Canned Fruits and Vegetables

are the pride of every grocer who sells them and the joy of every customer who buys them.

Our factory is a model of sanitary convenience.
Our fruits and vegetables are packed the day received.
Our finished product is guaranteed perfect in every particular.

If you are not handling Canada's Pride Canned Fruits and Vegetables your customers are not getting the best.

Let us send you a few cases for a trial.

The Napanee Canning Co., Ltd.

W. A. CARSON, Manager, NAPANEE, ONT.

RAKWANA

Is a Tea which every Grocer can confidently recommend to his customers.

The quality of Tea people use should have their most careful consideration. Every grocer and storekeeper knows that it does not pay to handle inferior grades of Tea, and in these days when there are so many different brands being offered on the market, it may sometimes be difficult for the purchaser to decide which to stock to please his customers. In this case the most reliable course is to sell only Teas which you will always be able to guarantee as Teas of first-class quality. Every grocer in Nova Scotia stocks

RAKWANA

Because they know it is a good seller, and that the demand is steadily increasing all over the province. QUALITY, FLAVOR and STRENGTH are the principal features of this renowned Blend.

As we are desirous of introducing this Tea to the West, we are prepared to give grocers of approved business standing, SOLE CONTROL of RAKWANA TEA for their district or town.

We feel sure that you will find this Tea a trade winner.

WRITE US

YELLOW LABEL	costs	20	cents,	retails	25	cents	per lb.
BLUE LABEL	"	22	"	"	30	"	"
RED LABEL	"	25	"	"	35	"	"
BROWN LABEL	"	28	"	"	40	"	"
GREEN LABEL	"	36	"	"	50	"	"

(1-lb. and ½-lb. packages; also in BULK, as desired.)

JOHN TOBIN & CO. Established 1835

HALIFAX, N.S.

OLD QUEBEC IS GROWING

Domestic and Foreign Manufacturers

Are YOU getting your share of Quebec city trade ?

Are YOU getting LIVE, intelligent representation ; or, are your products marketed here ? THEY SHOULD BE.

Twenty years' experience in the trade of Quebec city has given us an enviable connection.

We are prepared to handle effectively accounts for Grocery and allied lines.

GET IN ON THE GROUND FLOOR. We're not too old to hustle.

We think it will be to mutual advantage if you let us hear from you NOW.

Alf. T. Tanguay and Co.

COMMISSION MERCHANTS and BROKERS

REFERENCES:
Hochelaga Bank

50 St. Paul Street, QUEBEC

Brunner Mond & Co.'s

WASHING SODA

Drums,	336	lbs.	Barrels,	336	lbs.
"	224	"	Bags,	224	"
"	112	"	"	112	"
"	100	"	"	100	"

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

IF YOU WANT TO BUY

BUTTER,
CHEESE,
EGGS,
ETC.

Write me—I have the right goods at the right prices.

IF YOU WANT TO SELL

BUTTER,
CHEESE,
EGGS,
ETC.

I am open to buy at right market prices.

WRITE OR WIRE

B. H. POWER

Produce Commission Merchant

218 Argyle Street, HALIFAX, N.S.

RETURNED
Oct/29/06
to Montreal Office
Cut Book No. 36.
Page No. 87
a.a.w.

THE SIGN OF GOOD FISH

WHEN a man goes to buy a ring or a watch chain he looks to see the stamp of quality. It is this which determines in his mind the value.

WE have adopted the above sketch as our trade mark and just as quickly as we can get around to it, we shall place it on every package of Fish put up at our different stations. We want you to examine it closely and to fasten this one fact in your mind:

None but the very best quality of Fish
Will ever be sold under this Label

ATLANTIC FISH COMPANIES, Limited, LUNENBURG

With which is incorporated the WHITMAN FISH CO., Limited, CANSO

Selling Agents—A. H. BRITTAIN & CO., Montreal, H. G. CONNOR, Winnipeg, CHAS. MILNE, Vancouver.

Second to None

The Brand of Quality

The country is growing at such a rate the demand for **Canned Goods** has been in excess of the supply. This very condition is apt to make Canneries careless of their output, and there is need of more discrimination in buying, if grocers are to be sure of their trade. We claim for the

ESSEX BRAND

a higher standard of quality than is usually considered necessary. The finest of **Fruits** and **Vegetables** gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex" Company's goods will give a larger measure of satisfaction to your customers than any other within your reach.

The Essex Canning and Preserving Co., Limited

Head Office : 8 Wellington Street East

Toronto, Canada

FACTORY AT ESSEX, ONTARIO

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is winning its way into Canadian homes on merit, which is the result of careful selection of the bean, and scientific blending, imparting a flavor rich and smooth, which is instantly recognized by the consumer.

ONCE USED ALWAYS USED

Packed in 1, 2, 5, 10, 25 and 50-lb. air-tight cans, also in barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENCE CUP TEA ARE THE BEST.

PURNELL'S
PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES AND SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Ltd., Bristol, Eng.

Founded in the year 1750.

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - - ST. JOHN, N.B
H. HAZARD, - - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St. Peter St., - MONTREAL
C. S. HARDING, Room 46, Canada Life Building, MONTREAL
KYLE & HOOPER, - 27 Front Street East - TORONTO
BICKLE & GREENING, - - - - HAMILTON, ONT.
J. CARMAN, - 722 Union Bank, - WINNIPEG, MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.

St. Lawrence Sugars

Granulated and Yellows

are the

Best and Purest

in the market

The St. Lawrence Sugar Refining Co., Limited

MONTREAL

RETURNED
Dec 11/06
to Dunn
Cu... 58
Page No. 58
a.a.w.

There is no finer equipment in Canada than that contained in the White Swan Mills for the preparation of **HIGH-GRADE** goods.

Our **WHITE SWAN** brand stands pre-eminently for **GOODNESS.** Quality is the key-note of our business throughout, and all the facilities of our immense building and extensive plant distinctly emphasize this idea.

THERE ARE NO BETTER GOODS MADE THAN

White Swan Jelly Powders
White Swan Flavoring Extracts
White Swan Coffees
White Swan Prepared Cocoanut
White Swan Cake Icings
White Swan Spices
White Swan Herbs and Seasonings
White Swan Cream of Tartar
White Swan Baking Powder
White Swan S. R. Buckwheat Flour
White Swan Breakfast Food
White Swan Flaked Wheat
White Swan Barley Crisps
White Swan Flaked Rice
White Swan Flaked Peas
White Swan Graham Flour
White Swan Whole Wheat Flour
White Swan Gluten Flour
White Swan Rye Flour
The King's Food

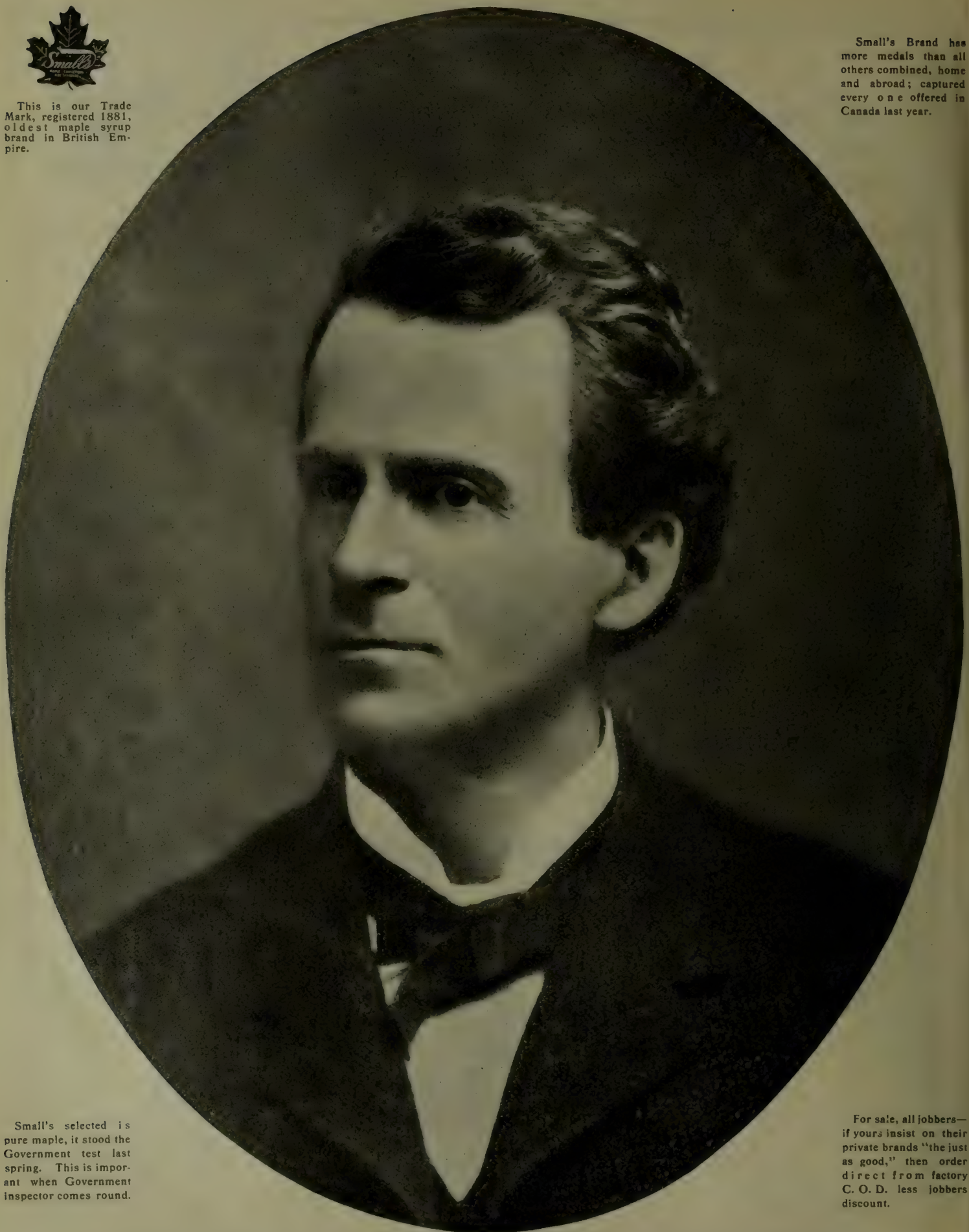
ALL ABSOLUTELY UNEXCELLED
IN QUALITY

THE ROBERT GREIG COMPANY, LIMITED
WHITE SWAN MILLS
TORONTO

Our complete list sent on request

This is our Trade Mark, registered 1881, oldest maple syrup brand in British Empire.

Small's Brand has more medals than all others combined, home and abroad; captured every one offered in Canada last year.



Small's selected is pure maple, it stood the Government test last spring. This is imporant when Government inspector comes round.

For sale, all jobbers—if yours insist on their private brands "the just as good," then order direct from factory C. O. D. less jobbers discount.

G. R. SMALL, originator of Small's world-celebrated Small's brand Maple Syrup, Sugar and Confections

Put up by THE CANADA MAPLE EXCHANGE, MONTREAL, the only firm in Canada exclusively devoted to maple products. Agents: London, New York and all large cities. If you are not now handling Small's the following may interest you. Telfer Bros., Winnipeg (wholesale) in month of JANUARY, 1903, took twenty-two cases. In month of JANUARY, 1904, took 1,072 cases. W. H. Scroggie, Ltd., Montreal (departmental), in year 1903, 1,109 packages. In year 1904, 4,434 packages. W. Maitland & Co., Montreal, (retailer), in 1903 took 1,428 packages. In 1904 took 2,614 packages. All lines hygienically and scientifically packed. Results: Satisfaction to consumer and fair profits to dealer. Write for List.

Profitable business bringing, trade holding lines.

Lines that will in themselves by their neat appearance, their self-evident quality command attention and entice enquiry from your customers.

These are the lines that are profitable to handle, as they carry the minimum of expenses in selling and so develop the maximum of profit. We have not been satisfied until we could say as we do to-day, that Ozo goods are as good as the best anyhow, anywhere, anytime. Each department is in charge of an expert, the best man we could find and we have been to England, France and the United States for men of experience and reputation in their line.

Our packages and labels are as wholesome, neat and attractive as it is possible to get them.

If you are not as yet handling a line of our products include an order for our goods next time you are buying from your wholesaler. Our guarantee protects you from losing and you will gain increased trade and better profits.

The OZO CO., Limited

MONTREAL

Crystal Sugar

THE BEST GOODS DIRECT TO YOU

We invite your inspection of our factory, which is as CLEAN and BRIGHT as time and money can make it. . . . . .

THE WALLACEBURG SUGAR COMPANY LIMITED

WALLACEBURG, Ontario.

WESTERN AGENTS: MASON & HICKEY, Winnipeg.

QUEEN BRAND

Fruits and Vegetables are now in the hands of the GILT EDGE TRADE in Ontario. Are they on YOUR shelves ? If not, write your wholesaler for QUEEN BRAND goods at once before the supply is exhausted. If you cannot get this Brand from him write us direct.

Our Tomatoes, Corn, Golden Wax Beans, Peas, Pork and Beans, Catsup, Strawberries, Raspberries, Pears and Peaches, are exceptionally good this season, and you will give your customers a treat by stocking QUEEN BRAND.

Is it not good policy to buy a Brand that is not only guaranteed, but also highly approved of, by every grocer who has stocked it ?

Queen Brand goods will win you a trade and hold it.
Be loyal to a tried and faithful servant.

Belleville Canning Co., - Belleville, Ont.

E. NICHOLSON.

D H BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

BANNATYNE ST. EAST. TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, October 12, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	**4,495,000**	acres	yield	**87,203,000**	bushels
Oats	**1,838,000**	"	"	**75,725,600**	"
Barley	**546,000**	"	"	**16,980,600**	"
Flax	**55,660**	"	"	**690,184**	"
Grand Total				**180,599,384**	"

Population of the three provinces in 1906:

Manitoba	**360,000**
Alberta	**185,000**
Saskatchewan	**260,000**
Grand Total	**805,000**

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Don't Rob your Customer

OF THE VALUE THAT IS HIS JUST DUE BY SELLING AN INFERIOR TEA. SELL HIM

Gold Standard Tea "GUARANTEED THE BEST"

YOU WILL REAP ABUNDANTLY IN CLEAN PROFITS AND SATISFIED, PERMANENT CUSTOMERS.

WRITE FOR SAMPLES AND PRICES.

THE CODVILLE-GEORGESON CO., Limited
WINNIPEG

TELEPHONE 35
P.O. BOX M

ESTABLISHED
1898

NORTHWEST JOBBING and COMMISSION CO., Limited

GENERAL COMMISSION and BROKERAGE AGENTS

AGENTS
IMPERIAL OIL CO., LTD.

LETHBRIDGE, ALTA.

WHOLESALERS AND IMPORTERS OF

Groceries, Provisions, Fresh Fruit, Grain Bags

BUYERS AND SHIPPERS OF GRAIN, MILL STUFFS AND HAY.

MAIL ORDERS GIVEN SPECIAL ATTENTION

Don't Argue

RETURNED
Nov 5 16
To Burns
Cut Book No. 57
Page No. 8
aaw.

that cheap goods are more profitable—it's not a lasting profit.

MAGIC BAKING POWDER

is reliable and gives a lasting profit.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

MANUFACTURED SINCE 1849
Supplied under contract to the British and Indian Governments.

WHITE, COTTELL'S VINEGAR

is the vinegar good housekeepers are looking for,—therefore the vinegar for you to handle.

For Pickling or Table, it leads!

Have you Tried it?

WHITE, COTTELL & CO., Camberwell, S. E., London, Eng.

P. O. Box 112 Phone 3576

MASON & HICKEY

Manufacturers' Agents

AGENTS FOR

E. D. Smith
Pure Fruit Jams, Jellies, Preserves

Gorman, Eckert & Co., Ltd.
Coffees, Spices and Olives

Wallaceburg Sugar Refinery
WRITE US FOR QUOTATIONS—WE CAN SAVE YOU MONEY.

The Port Huron Salt Co.

Ingersoll Packing Company

Millar's Paragon Cheese

TRACK WAREHOUSE—WRITE US FOR STORAGE FACILITIES. CORRESPONDENCE INVITED WITH MANUFACTURERS. ALL GOODS CARRIED IN STOCK AT

108 PRINCESS STREET, WINNIPEG, MANITOBA

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO., 25 Front St. East, TORONTO

TRURO HIGH GRADE GOODS

JERSEY
Sterilized Cream

REINDEER
Condensed Milk

REINDEER COFFEE
MILK and SUGAR

COMBINED
Ready to use.

Good quality for the Consumer.
Good profits for the Dealer.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Manufacturers:—

Would you like to have your products ably handled in

ALBERTA?

We have the connection, organization and experience necessary to gain and hold the market for first-class manufacturers.

Offices and warehouses with A1 railway facilities at

Calgary and Edmonton.

Salesmen cover the province thoroughly.
Write us.

DOMINION BROKERAGE CO., Limited

CALGARY and EDMONTON

T. B. CLIFT

Broker, Commission Agent and Auctioneer

Notary Public for the Island of Newfoundland, Commercial Chambers, Water Street, St. Johns, Nfld. Telephone 513. P.O. Box, 826. Cable Address CLIFTON.

AGENT FOR

MESSRS. T. M. SINCLAIR & CO., LTD. Packers and Curers of Pork and Smoked Meats. Cedar Rapids, Iowa, U.S.A.
MESSRS. CARVEL, RATTENBURY & MESSERVY, Charlottetown, P.E.I.
MESSRS. LEVI JACKSON & SONS, Hobroyd, Glossop, England. Manufacturers of Cotton Lines and Twines.
MESSRS. GANONG BROS, St. Stephen, N.B. G. B. Chocolates, etc.
MESSRS. HANCOCK & WOOD. Currant Exporters, Patras, Greece.
MESSRS. W. & R. JACOB & CO., Dublin, Ireland. Biscuit Manufacturers.
MESSRS. COSMELLI, MEYER & CO., Valencia, Denia and London. Fruits, Almonds, etc.
MESSRS. MAGNUS & LAEUR, New York. Chemicals, Drugs, etc.
MESSRS. DORKEN BROS, Montreal.
MESSRS. HOOKE FIELD & CO., Los Gatos, California. Canned and Dried Fruits.
MESSRS. LIVINGSTONE & CO., Manchester, England. Cotton Waste, etc.

Correspondence with first-class Houses solicited.
All Business given prompt attention.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts. Toronto.

Following Profitable Advice Paves The Way For Profit.

The course of true business never did run other than smooth.

Because giving the Grocer the legitimate profit he is looking for cannot do other than give him the necessary satisfaction.

The true course of business is discovered either through your own counsel or somebody else's.

Say you try ours—secure from us a proposition concerning

"Riverdale" Brand Canned Goods

The Lakeside Canning Company, Limited

Wellington, - Ontario

Ready ?

There's going to be a big demand for

'CAMP' COFFEE

Customers everywhere—yours among the rest are determined to *try it*. Once they have tried it, they will be even more determined to use it regularly. "CAMP" Coffee is the safest stock you can buy—never deteriorates in price or quality ; never wastes ; always does credit to the seller, and gives full satisfaction to the buyer. Is your stock of "CAMP" Coffee READY ?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAILAMME,
MONTREAL.

When your Customers ask for Baking Soda you are always safe and just to them when you tell them that

"COW BRAND"

BAKING SODA

is the Best to Use—

CHURCH & DWIGHT, Limited

Manufacturers

MONTREAL

FROM GROWER TO TRADE DIRECT

FARMERS' BRAND Peas, Corn, Tomatoes

grown in our own fields, packed in our own factory, and sold under our own guarantee.

A trial order will convince you that Farmers' Brand Canned Fruits and Vegetables are the finest on the Canadian market.

We can supply you with anything in canned fruits or vegetables you may require.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

Have your share, don't let it all to others. This is only a sample, make inquiries for your needs, it will pay you.

No. 1 LABRADOR HERRINGS

1 to 5 Bbls	$5.75
5 Bbls and over	5.65
1 to 5 Kegs	3.10
5 and over	3.00

DIAMOND JUBILEE MATCHES

1 to 5 Boxes	3.30
5 and over	3.20

Freight prepaid on 5 box lots.

CANDIES

No. 1 Imperial Mixed	.5½
No. 2 Mixed	.5
Assorted Biscuits	.5½
Rich Mixed Biscuits	.6½

Barrels free, boxes returnable.

Apple Blossom Biscuits	.8

P.S.—I pay the highest price for Produce. Agent for Beauport Ale and Porter.

Joseph Grant

Wholesale Grocer
Ottawa, Ont.

We want Grocers With Quality Ideals to write us about the best Jams and Marmalades.

We know such grocers will not be surprised when they are told

Southwell's Jams and Marmalades

"lead." If they made any enquiries they will have heard that.

Get in a nice fall supply of Southwell's goods.

FRANK MAGOR & CO.
Canadian Agents, MONTREAL

MORE THAN A VICTORY

The success of Ceylon Teas on the Canadian market has been more than a victory. It has been a complete rout for competitors.

First the Ceylon blacks were introduced. The trade were doubtful. But the men who had faith and specialized on Ceylon blacks are now the leaders of the tea trade.

The Consumer Decided

that Ceylon blacks were incomparably the best teas made and would have no other.

Ceylon Greens are meeting with similar success. All along the line they are supplanting their rivals. The grocer who looks to the future will push Ceylon greens, because they fill the requirments of the Canadian public, are better teas and better value, and are indeed

THE TEA SUCCESS OF THE HOUR

Ceylon Teas
Black and Green

Ceylon Teas
Black and Green

We are Agents For

Ph. Richard & Co,,	Cognac	Brandies
Mitchell Bros.	Glasgow	Scotch Whiskys
Mitchell & Co.,	Belfast	Irish Whiskys
Fred Miller Brewing Co.,	Milwaukee	Lager Beer
Blandy Bros.	Madeira	Wines
Daukes & Co.,	London	Ales and Stouts
Pollen & Zoon,	Amsterdam	Gins
Vigneau & Cambours,	Bordeaux	Clarets
Union Champenoise,	Reims	Champagnes
Morin, Pere & Fils,	Beaune	Wine Burgoyne
Source La Capitale,	Vichy	Vichy Water
Blanc & Fils,	Valencia	Macaroni
Societe Nouvelle de Roquefort,	Aveyron	Cheese
H. E. Boulle & Co.,	Marseilles	Olive Oils
Fli Ferrero Ricardo,	Torino	Vermouth
Clement Obrieux,	Rerigneux	Pate fois Gras
B. Gabriel,	Paris	Mushrooms
F. Dolin & Co.,	Chambery	Vermouth
R. LeGall,	Nantes	Sardines
Sir. T. Lipton,	London	Teas
J. P. Wiser & Sons,	Prescott	Whiskys

Every firm on this list has a world-wide reputation.

Write us for prices for any above goods.

Laporte, Martin & Cie, Ltee.

WHOLESALE GROCERS, MONTREAL

A Skin Tonic

The best skin food and tonic a woman can use is

"Royal Crown" Witch-Hazel Toilet Soap

For baby's bath—for "my lady's toilet"—for men after shaving—for any time and all the time—the soap that is best for the skin—is "ROYAL CROWN" WITCH-HAZEL.

Supplied on all Pull... and at all hotels and steamers oper... C. P. R.

AT YOUR ... CAKES FOR 25c.

A Man Who Shaves himself needs no lather—no witchhazel—no "cream" of he ones

"Royal Crown" Witch-Hazel Toilet Soap

The witchhazel in the soap allays all irritation—takes away the smarting and burning—heals the cuts—leaves the skin soft and smooth. Not a shaving soap but cooling and delightful after shaving.

3 cakes for 25c.

At Druggists and Dealers.

"Royal Crown" Witch-Hazel Toilet Soap

The name tells

Royal Crown —quality

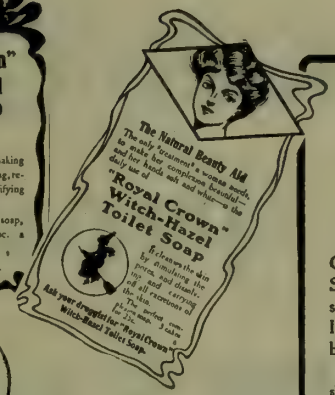
Witch-Hazel —perfection in making

—soothing, healing, refreshing, beautifying

Soap —cleaning

A perfect complexion soap, a perfect toilet soap, 10c. a cake. 3 cakes 25c.

At Druggists Everywhere.



The Natural Beauty Aid

The only treatment a woman needs to make her complexion beautiful is her own hands and what—the daily use of

"Royal Crown" Witch-Hazel Toilet Soap

It cleans the skin by stimulating the pores, and drives out all the accumulation of dirt. It softens ... 3 cakes for 25c.

Ask your druggist for "Royal Crown" Witch-Hazel Toilet Soap.

ROYAL CROWN WITCH HAZEL TOILET SOAP

I have been brought up on "ROYAL CROWN" WITCH-HAZEL TOILET SOAP. For babies, and ladies with delicate skins, it is unequalled—3 cakes for 25c. Invaluable to every one who appreciates a beautiful complexion.

The C. P. R. use this soap (individual size) in all their Hotels, Pullmans and Steamships—a proof of its superior quality.

Remember to ask for "Royal Cr... ...el Toilet Soap.

For Baby's Bath

you must have soap pure enough to clean the skin, and delicate as the petals of a rose. Such a soap is

"Royal Crown" Witch-Hazel Toilet Soap

It is two soaps in one—toilet and medicated—at the price of one. Only 10c. a cake. 3 cakes for 25c.

To Cure Rough Skin

reddened by cold winds—you need no lotion or cream. Just luke-warm water and

"Royal Crown" Witch-Hazel Toilet Soap

for 25c.

IT CLEANS AND IT CURES

"Royal Crown" Witch-Hazel Toilet Soap

It's a toilet soap and a medicated soap—for the price of ordinary soap. Only 10c. a cake. 3 cakes for 25c.

At all Druggists and Dealers.

Is There One Thing More?

a manufacturer can do for the dealer than:

(1) Make a good article that people will continually want. And—

(2) Create the demand for it.

ROYAL CROWN WITCH-HAZEL TOILET SOAP

combines perfect soap with perfect skin-food and skin-tonic—three necessities to every civilized person.

As for the demand—the border of this announcement shows some of the advertisements that are educating people all over Canada into a desire to use this pure, healing, beautifying Soap.

It's just the thing in these coming raw, frosty days for chapped skin. It will pay to stock largely.

The Royal Crown Limited,

Winnipeg, Man.

W. H. Millman & Sons,
27 Front St. E.,
Toronto, Ontario Agents.

Wm. H. Dunn,
294-296 St. Paul St.
Montreal, Agents for
Quebec and Lower
Provinces.

C.P.R.

uses

"Royal Crown" Witch-Hazel Toilet Soap

(Individual Size)

At the Chateau Frontenac—at Place Viger Hotel, Montreal—at Banff—Royal Alexandra, Winnipeg—on their Pullmans and ocean liners—guests and passengers are provided with "Royal Crown" Witch-Hazel.

It's a medicinal ... toilet soap ... 10c. a cake.

Insist on ha... Witch-H...

You know how good Witch-Hazel is—healing and soothing—how it relieves chafing and skin irritation?

"Royal Crown" Witch-Hazel Toilet Soap

is just Witch-Hazel and pure VEGETABLE oils.

Both a toilet soap and medicated soap—for the price of ordinary soap. It's delightful.

Don't take risks with your skin.

Use the soap that you KNOW is free of harsh alkalies and injurious colorings and perfumes.

"Royal Crown" Witch-Hazel Toilet Soap

It is made of pure vegetable oils—and soothing, healing witch-hazel.

3 cakes for 25c.

Insist on having "Royal Crown" Witch-Hazel Toilet Soap.

Best for Mother and Child.

"Royal Crown" Witch-Hazel Toilet Soap

3 Cakes for 25c.

is a pure soap that won't redden or roughen the most delicate skin.

Its lather is as soft and smooth as cream—and as grateful to the skin.

Your Druggist has it or will get it for you.

Best for Baby

To keep baby's skin soft, and pink and healthy—all you need is

"Royal Crown" Witch-Hazel Toilet Soap

It's a medicated soap and a toilet soap—two soaps in one, for the price of one. 10c. a cake. 3 cakes for 25c.

Ask your Druggist for "Royal Crown" Witch-Hazel Toilet Soap.

A Luxury for the Bath.

"Royal Crown" Witch-Hazel Toilet Soap

Only 10c. a cake. 3 cakes for 25c.

When you stop at the Chateau Frontenac or any hotel owned by the C.P.R. or travel in her Pullmans or Steamers, you will find

"Royal Crown" Witch-Hazel Toilet Soap

supplied for your convenience. The finest and best soap made.

Your Druggist has "Royal Crown" Witch-Hazel Toilet Soap. 3 cakes for 25c.

a Toilet Soap and Complexion Soap

For 10c. a cake, 3 cakes for 25c.

You get two soaps in one—at the price of one—in

"Royal Crown" Witch-Hazel Toilet Soap

It's an ideal toilet soap. Its rich, creamy lather penetrates the pores—feeds the skin—leaves that delightful feeling of coolness and cleanliness that only the purest and finest of soaps can.

And there is the Witch-Hazel—soothing healing Witch-Hazel—to take away redness and roughness, allay skin irritation, and make the complexion beautiful.

10c. a cake—worth 25c. to every man or woman who values a healthful, clean skin.

Insist that your Druggist gives you "Royal Crown" Witch-Hazel.

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS

The Largest Stock The Greatest Variety

OUR POLICY

Low Prices Quick Turnover
Big Business

A few trial orders will convince you of

OUR RELIABILITY

Best Equipment Competent Staff
Perfect Organization

Hudon, Hebert & Cie.

Limited

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, Paisley, Scotland

From the land of the Heather and the Bramble comes this world-wide brand, which needs no introduction. It is so well and favorably known everywhere that you only have to stock it to sell it. A big bunch of satisfaction goes with every pot, so you run no risk when ordering **CAIRNS'**. Almost before you notice it, you will have built a profitable trade from this brand alone.

JAMS

1-lb. Patent Glass Jars

Cases, 2 doz.

Plum	$1 80
Blackberry	1 90
Damson	1 90
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 10
Greengage	2 20
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 30
Strawberry, cases, 12/7-lb. tins,	11 00
Raspberry, cases, 12/7-lb tins,	11 25

JELLIES

1-lb. Porcelain Pots

Cases, 4 doz.

Apple	$1 90
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 00

1-lb. Patent Glass Jars

Cases, 2 doz.

Black Currants	$2 80
Red Currants	2 80

MARMALADES

1-lb. Patent Glass Jars

Cases, 2 doz.

Scotch Orange	$1 75
Home Made Orange	2 20
Tangerine	2 20
Apricot	2 30
Fig and Lemon	2 30
Ginger	2 30
Ginger and Pineapple	2 30
Green Fig	2 30
Green Fig and Ginger	2 30
Pineapple	2 30
Scotch Orange, in 7-lb. tins, 12 tins in case	7 00

F.O.B. Montreal. Net within 30 days. No discount.

In lots of 5 cases or more, 5% off above prices.

HUDON, HEBERT & CIE.

AGENTS LIMITED

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

RETURNED
to Montreal
Cut Book No. 56
Page No. 87

HEINZ

RETURNED
OCT 27 1906

Baked Beans in Tomato Sauce

A Few of Heinz 57 Varieties

A full line of samples can be seen at our establishment.

We are selling Agents for Eastern Canada.

Tomato Soup

RETURNED
OCT 27 1906

Indian Relish

Evaporated Horse Radish

Sweet Pickles

Hudon, Hebert & Cie.

Limited

Montreal

The Most Liberally Managed Firm in Canada

Seasonable Lines

Talbot Freres, Bordeaux

Vegetables in Glass, cases 2 Doz.

Asparagus Tips	$5.00	per doz.
Mushrooms.....Extra	4.50	"
String Beans.....Extra Fins	3.50	"
Green Peas.....Extra Fins	3.30	"
Green Peas.....Fins	2.90	"
Macedoines.....Extra	3.20	"

Canned Vegetables, cases 100 tins.

Asparagus Tips	$20.00	per case
String Beans.....Extra Fins	16.00	"
Fins	14.00	"
Moyens	13.00	"
Lima Beans.....Fins	14.00	"
Brussels Sprouts	15.00	"
Macedoines.....1st Choice	11.50	"
Mushrooms.....Extra	21.00	"
1st Choice	19.00	"
Choice	17.00	"
Hotel	15.00	"
Green Peas.....Sur Extra Fins	17.00	"
Extra Fins	15.00	"
Fins	13.00	"
Mi-Fins	11.00	"
Spinach	11.00	"

Terms: F.O.B. Montreal, net within 30 days without discount.

HUDON, HEBERT & CIE.

LIMITED

MONTREAL

THE MOST LIBERALLY MANAGED FIRM IN CANADA

Coffees! Spices! Corks!

If long experience counts for anything,

It should enable us to assure the trade that goods bought from us are the best to be obtained in the market. Our prices for quality are unapproachable.

Coffees—Mocha, Java, Maracaibo, Rio, Santos, Costa Rica, etc. We are direct importers, and can always quote special values.

Spices—A heavy part of our business, and constantly growing. Exceptional values in Baking Powder, Cream Tartar, Borax, Bicarb. Soda, and all kinds Spices, whole or ground.

Corks and Capsules—Machine and Hand cut, all sizes cut to order. Brewers' Supplies.

Our "Prince of Wales" and "Club" Brand Coffees have won for themselves a reputation for Perfection unequalled by any other brand in Canada. Write for samples.—

Order "Prince of Wales" Brand of Spices, Baking Powders, etc. Are trade-builders—well and handsomely packed.

Grocers are constantly asked for corks. We can supply you with all sizes for bottles, jars, kegs, etc.

Montreal Agents for

St. Charles Condensing Co., Ingersoll, Ont.

St. Charles Evaporated Cream

Write for price list

Foreign and Domestic Correspondence Solicited

Consignments attended to on Commission.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention

Three famous brands well known in Canada as the

Purest and Best for all Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. **EVERY CAN GUARANTEED.**

THE ST. CHARLES CONDENSING CO.

FACTORIES: Ingersoll, Canada. St. Charles and Chemung, Ill., U.S.A.

Fac-simile of Famous

BLACK—or—GREEN

On the market for only one year, its success remarkable, sales increasing constantly—

We do no newspaper advertising—It is too expensive —and instead give consumers better values for equal prices with other advertised Teas—Consumers are paying too much for their education—Mr. Grocer, it is up to you to remedy this.

We supply free 1-oz. samples to retailers for distribution to their customers.

AGENTS TO THE TRADE ONLY.

S. J. MAJOR, Limited

Wholesale Grocers and Importers, OTTAWA, CANADA

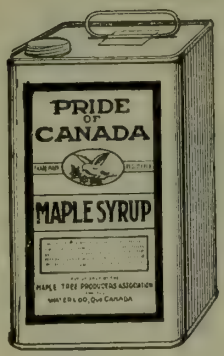
N.B.—Packed where grown, retaining its full strength and aroma.

THE HANDWRITING ON THE WALL.

Time will tell, that the

PRIDE OF CANADA MAPLE SYRUP

is the pure genuine article, and always will be the choicest quality produced.



Canned and bottled in the country where it is made, while fresh, it has that new delicious taste that cannot be immitated. No mixed or adulterated so called maple syrup, ever compared with the genuine article, if you have the pure to compare with it.

Immitations and adulterations are dear at any price.

A GUARANTEE from the farmer who makes it, "that it is made only from the sap of the maple tree," (and we give the same guarantee to you) makes it absolutely certain that the Pride of Canada Maple Syrup is only **pure concentrated sap of the maple tree.** In addition to this we analyse every lot we buy and every lot we sell, to be absolutely sure of its purity.

The **FOOD INSPECTOR WON'T WORRY YOU IF YOU SELL ONLY THE PRIDE OF CANADA MAPLE SYRUP AND MAPLE SUGAR.**

Packed in sealed tins and new glass bottles.

SEALED AND GUARANTEED BY THE

Maple Tree Producers' Association

LIMITED

WATERLOO, QUEBEC, CANADA

WESTERN TRADE SUPPLIED BY

FOLEY, LOCK & LARSON, Winnipeg, Man.
CODVILLE, SMITH CO., Calgary, Alta.
A. MACDONALD CO., Edmonton, Alta.
W. H. MALKIN CO., Vancouver, B.C.

Do You KNOW Your Goods?

Can you say positively that you **know** this or that brand of goods are better than some other line?

Supposing Mrs. Morgan comes into your store and asks your opinion of a certain brand of tea. Is your answer based on PROFIT or QUALITY? If on quality, as it certainly should be, then it is your business to **know** the brand you recommend. The reputation of your store depends on it. Take that brand home and try it; compare it with other brands and **know** which is best.

That is the test I would like you to put **RED ROSE TEA** to. Take a pound home with you to-day and put it to that test. You will then recommend it as thousands of others are doing who **know** it is "Good Tea."

If you are not selling it write **to-day** for samples or a sample order.

Lead packages, pounds and halves, Black, Green and Mixed.

T. H. Estabrooks
ST. JOHN, N.B.

TORONTO—
3 Wellington E.

WINNIPEG—
Lombard St.

HOLBROOK'S

GENUINE WORCESTERSHIRE **SAUCE**

That's Good Sauce
Test It

HOLBROOKS LIMITED, 28 Front St. E., TORONTO

Canadian Manager
H. GILBERT NOBBS

GOLD STANDARD JELLY POWDER is "GUARANTEED - THE - BEST"

AS IT IS SOLD DISTINCTLY ON ITS MERITS YOU PAY ONLY FOR WHAT YOU GET. SOLD TO THE TRADE AT A MORE REASONABLE FIGURE THAN ANY JELLY POWDER MADE. BE PREPARED TO MEET THE DEMAND BY PLACING IT IN STOCK.

The Codville-Georgeson Co., Ltd., WINNIPEG, MAN.

To the Trade in the Eastern Townships

For over **A QUARTER OF A CENTURY** we have been established as

Wholesale Grocers

. . . AND . . .

Produce Dealers

We carry a full line of STAPLE and FANCY GROCERIES, DRIED FRUITS, FISH, etc., etc.

Our Prices are Montreal Prices

. . . and . . .

We Pay The Freight

As Far As

Sherbrooke

We buy all our goods direct from the makers and are importers of English, French, and American Groceries. Amongst the leaders are Lipton's, Fry's, Rowat's, Loubrie's and many others.

We Are Also Agents For

D. S. PERRIN & CO.
VIAU & FRERE } **Biscuits and Confectionery**

WE SELL CANNED GOODS packed by Canadian Canners Ltd., comprising all the leading brands such as "Log Cabin," "Little Chief," "Simcoe"; Boulter's.

These goods are sold to you at LIST PRICES. F.O.B. SHERBROOKE.

We Solicit A Trial Order

T. A. Bourque & Co.

Registered

Sherbrooke, Que.

New Crop Broom Corn

Now Arriving

The first of this season's crop is just to hand. We have secured an exceptionally fine selection and are now prepared to execute orders for

RETURNED
Nov/21/06
to
Cut Book No. 57
Page No. 82

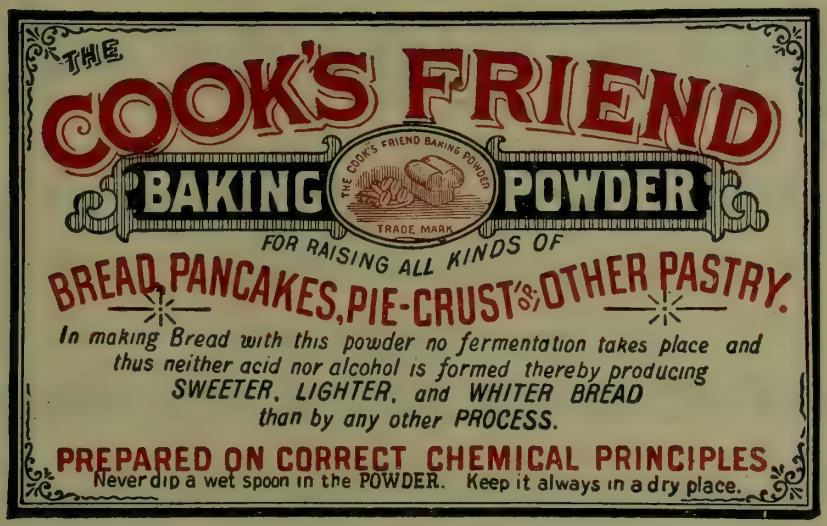
Fine Green Carpet Brooms

H. W. Nelson & Co., Ltd.

Office and Warehouse, 92 Adelaide W. **TORONTO** **Factory, 15, 17, 19 & 21 Jarvis St.**

"Cook's Friend Baking Powder"

Grocers who are looking after the interests of their customers and their own always keep the celebrated


THE
COOK'S FRIEND
BAKING
THE COOK'S FRIEND BAKING POWDER
TRADE MARK
POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place and thus neither acid nor alcohol is formed thereby producing SWEETER, LIGHTER, and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

The one CANADIAN BAKING POWDER that has stood the test of time, for after being on the market for over 40 years it is just as reliable and successful as ever.

COOK'S FRIEND BAKING POWDER is a household word in Canada. It is the friend of the housewife and its sale by grocers means good business and profit.

Forty years' experience has enabled us to make a better Baking Powder than ever.

Ask your Jobber for the Old Reliable, the Genuine

Cook's Friend Baking Powder

W. D. McLAREN, - Montreal

CROSSE & BLACKWELL, Ltd.

London, England

Some of our new lines are :

C. & B. Chicken Breasts (in Jelly). Vacuum Glass Jars.
C. & B. French Sardines. In Oval Glass.
C. & B. Chicken and Tongue. In Vacuum Glass.
C. & B. Veal and Ham. In Vacuum Glass.
C. & B. Prawns in Aspic. In Vacuum Glass.
Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents: C. E. COLSON & SON, Montreal

GORDON, GRANT & CO.

ESTABLISHED 1872

St. Vincent Street,
Port-of-Spain, - - - - Trinidad
British West Indies

Merchants, Bankers and Commission Agents
Exporters of Trinidad and Venezuelan Produce
Agents and Proprietors of
SUGAR, COCOA, COCOANUT and ASPHALT PROPERTIES
Local Investment and Finance A Specialty.

CORRESPONDENTS :
LONDON, NEW YORK
and Principal Business Centres in
EUROPE, AMERICA AND CANADA.

Representatives of—
LONDON
THE UNION OF LONDON & SMITH'S BANK, LIMITED
MESSRS. COUTTS & CO., BANKERS
MESSRS. ARBUTHNOT, LATHAM & CO., Great St. Helen's
THE LONDON ASSURANCE CORPORATION, MARINE DEPARTMENT
LIVERPOOL
THE LONDON & LANCASHIRE FIRE INSURANCE CO.

Molasses

We are prepared for
SPRING TRADE
with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

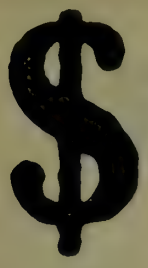
Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
JOSEPH CARMAN, - - - WINNIPEG



THE EARNING POWER

of every dollar invested in your coffee department is greatly increased when you buy coffees that have earned a reputation for excellence of quality which command the appreciation of a discerning public—such coffees are **Chase & Sanborn's** High Grades.

CHASE & SANBORN,

The Importers **MONTREAL**

CENTURY COCOA

Manufactured by

Todhunter, Mitchell & Co.

Toronto

Is ABSOLUTELY Pure

10c. Can, 90c. per Doz. 20c. Can, $1.75 per Doz.

"Batger's"

Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years**.

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

ONE GLANCE

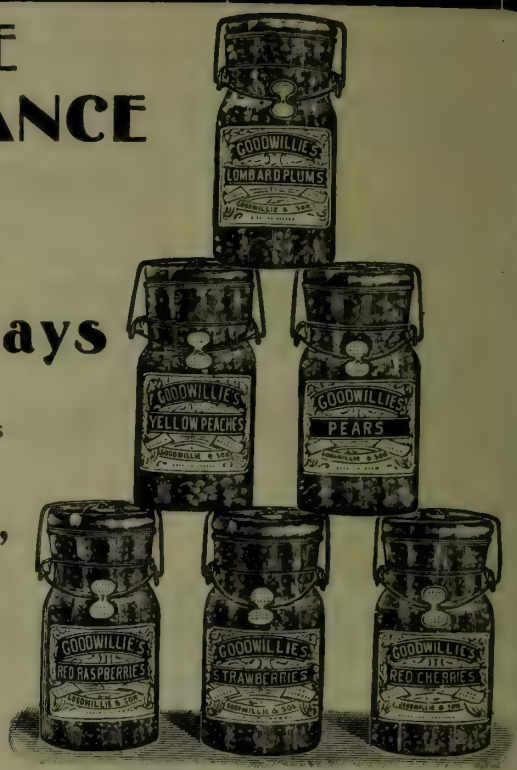
AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER



ROSE & LAFLAMME, MONTREAL

From the Atlantic to the Pacific the word "Sterling" is synonymous with the best in Pickles, Relishes, Jams, Jellies and Extracts. Grocers cannot go wrong in keeping well stocked in these famous Made-in-Canada goods.

Sterling BRAND

RETURNED
to Le Prix Courant.
Cut Book No. 56
Page No. 64
a.a.w.

It's the test of time—the real test in all things—that stands behind these goods. Consumers who use them once demand them again. Grocers who have once put them on their shelves find they must always keep them.

RETURNED
OCT 23 1906

- —"Sterling" Brand Pickles in Glass
- —"Sterling" Brand Chow-Chow in Glass
- —"Sterling" Brand Sweet Pickles in Glass
- —"Sterling" Brand Catsup
- —"Sterling" Brand Sauces
- —"Sterling" Brand South Africa Relish
- —"Sterling" Brand Canadian Relish
- —"Sterling" Brand Flavoring Extracts
- —"Sterling" Brand Jams and Jellies
- —"Sterling" Brand Marmalade
- —Maple Syrup in Glass and Tins, all sizes
- —Bitters—Bobs, Celery, Orange, Jack Canuck
- —Unfermented Fruit Wines
- —Unfermented Phosphate Wines
- —Mixed Pickles in Bulk
- —Chow-Chow in Bulk
- —Sweet Mixed Pickles in Bulk
- —Mince Meat in wood and Fibre Pails
- —Cake and Icing Colorings

THE T. A. LYTLE COMPANY, LIMITED

Manufacturers of **High-Grade Pickles and Relishes**

Factory and Offices: 124-128 Richmond St. W., Toronto

Phones: Office and Orders—Main 1531. Shipping Room—Main 4552.

SALTING STATIONS—103-105-107 Richmond St. W., Toronto, Holland Landing, Scotland, Clarkson, Streetsville, Ont.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordimary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY, - - Montreal

If your starch business is experiencing a touch of stagnation get "Ivorine"

GET "IVORINE" STARCH

If you want your starch business to grow get "Ivorine"

Buy off Mr. Jobber

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

D. RATTRAY & SONS

Import and Export

Commission Merchants

QUEBEC MONTREAL OTTAWA

REPRESENTING:

ARMOUR & CO., Chicago
PACKING HOUSE PRODUCTS

ARMOUR LIMITED, Toronto
PACKERS and PRESERVERS

DA COSTA & CO., Barbadoes
SUGAR AND MOLASSES

J. WALKER & CO., Greenock, Scot.
REFINED SUGARS

JOSE RIERA, Denia, Spain
VALENCIA RAISINS, ETC.

JUAN LLOPIS, Reus, Spain
TARRAGONA ALMONDS

A. T. ZINI, Patras, Greece
CURRANTS, ETC.

AG. RUSSO & FIGLI, Catania, Sicily
SICILIAN PRODUCE

IMPORTERS OF

Linseed, Cod-liver, Seal, Whale, Cod and Porpoise Oils; Pickled Fish

EXPORTERS OF

Maple Sugar, Canada Fir Balsam, Senega Root, Pickled Fish

Sugar forms a large percentage of every grocer's business:—

Granulated Sugar is always in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

Redpath

the standard for excellence and purity.

Redpath's Granulated Sugar

is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY

The Canada Sugar Refining Co., LIMITED

MONTREAL

If you want to handle the best goods you must have the "TARTAN BRAND." Write for full particulars if our travellers have not called on you.

Tartan BRAND

Soaps	Canned Vegetables	Coffees
Spices	Canned Fruits	Currants
Peels	Canned Salmon	Extracts
	Package Teas	
	Baking Powder	

FULLY GUARANTEED BY

BALFOUR, SMYE & CO., HAMILTON, ONT.

Opportunity

You remember what Bacon once said: "A wise man will make more opportunities than he finds." The grocer who never has to refuse a customer a widely advertised staple like Windsor Salt (absolutely clean, white, dry), creates opportunity. He gets the trade that his competitor looses.

Folks won't wait for you to "send for" something you don't carry—there are too many grocery stores for that. Why not make the opportunity to-day—now, and stock up with Windsor Salt.

Windsor Salt

The Canadian Salt Co., Limited

Windsor, Ont.

15,000,000 packets annual sale

QUALITY AND DEMAND | "Go Hand in Hand"

"SALADA" Ceylon Tea is as indispensable as our daily bread. It's Name and Fame is household throughout the width and breadth of the entire American Continent.

It's "SALADA" for Breakfast, Dinner, Supper, for Social 5 o'clocks, and every other time and place where a cup of Tea "In Perfection" is appreciated.

It's dominating influence is alone due to its distinctive and mysterious character which the connoisseur at once detects as the true "SALADA" idea of Tea Quality.

It pays every grocer well to push the sale, as the margin of profit is good and actual. Besides this, it has a none too scanty reverence for prolonged acquaintanceship with a dealer's shelves. 'Tis better thus.

"SALADA" is controlled and operated by the Largest Handlers of Ceylon Teas (Black and Green) in America. Write for terms, "Salada," Toronto, Montreal

HOW A GROCER CAN IMPROVE HIS BUSINESS

AND ENLARGE HIS PROFITS

A Travelers Essay by A. H. Lawson.

Some weeks ago The Canadian Grocer invited the conmercial travelers in the grocery and allied lines to enter a competition for the best article on how a retail grocer can improve his business and enlarge his profits. After careful consideration the judges awarded the 1st prize to Mr. Lawson and his article is here produced.

Many retail grocers to-day are asking this important question, and I can assure The Grocer that their kindness in bringing up the subject will be greatly appreciated. The very fact of the matter being discussed in the columns of this valuable paper will be the means of attracting the attention of the trade generally to the all important question, "How can I improve my business and percentage of profit?" and in consequence will be the means of putting new life and enthusiasm into many a grocer who has not been giving the matter due consideration.

Improvement, as a rule, can be accomplished by a determination on the part of the grocer to place himself in the front rank of his calling. Let his aim be high, continually striving to reach the mark, and good results are bound to follow.

A thorough knowledge of the business is essential; many are working under the disadvantage of a lack of it, who would be able otherwise to increase their trade and profits very materially. They should be more persistent in acquiring the knowledge they lack.

A trade journal such as The Canadian Grocer is a constant source of useful information, and should be a powerful factor in assisting every grocer to improve his system of doing business, increasing trade and enlarging profits. The retail grocer of the twentieth century cannot afford to be without it; it is published exclusively in the interests of the trade, and it would seem like shutting out the light and keeping in the dark to not take advantage of its valuable contents.

Sell Good Goods.

Generally, business can be improved by more careful consideration of the quality of the goods handled. A poor article at a low price will, in the end, prove detrimental to the seller, while a good article at a fair profit will be much more satisfactory to the purchaser, and will be more likely to secure future trade. As an illustration, take the line of currants, and by handling the best grades the merchant is always sure to obtain his full share of the business, easily outdistancing his rival, who may be pushing cheap currants at a low price. Tea, coffee and spices should at all times be given special attention. The customer is always willing to pay a fair price, providing he gets a good article. You could waste a fortune advertising cheap tea, coffee and spices, but you would be in the end just about where you started, less the fortune, so little would it attract the general public.

A. H. LAWSON.

Mr. Lawson is one of the most successful grocery travelers in Canada. It is 23 years since he ventured on the road scarcely more than a youth after several years in a retail grocery store. He attributes what success he has achieved to hard work and perseverance. He now represents T. Kinnear & Co., Toronto, and was for a couple of years sample room manager for John Sloan & Co. This is Mr. Lawson's first attempt as an essayist and he succeeded by the same methods that have stood him in such good stead as a salesman.

The trade are usually very particular about the quality of sugar they handle, being ever on the alert to secure the same at the right price, in order that they may be able to compete successfully with their neighbor. Profitable lines given equal consideration, instead of being neglected, would be instrumental in greatly improving business, particularly the financial part of it.

Make the Store Attractive.

An attractive store, where the goods are displayed to the best possible advantage, will always be a factor in securing new trade and holding more firmly the patronage of the customers already obtained. A good window display is of the utmost importance, especially in all cities and towns, and cannot be dispensed with without seriously curtailing the volume of business and permitting it to go to more enterprising competitors. A good delivery wagon will contribute its share toward keeping your name before the people; and an additional attraction would be the placing of two nicely printed cards, hung conspicuously from each side of the rig, naming the "special" you are offering for the day or the week. Up-to-date methods must be adopted to place yourself at the top of the ladder.

Little need be said in reference to judicious advertising; that it pays there is not the slightest doubt. We have evidence all around us of successful business men who by this means have attained their present positions.

Public Suspicious of the Price Cutter.

Extensive price cutting is very objectionable, and usually results disastrously, as the public become suspicious of the man who claims to be selling his goods so much below the market price.

Business can be improved by occasionally making a specialty of some particular line. Don't fail to have the article you are placing on sale all that you represent it to be. Everything must be done with the object in view of securing and retaining the confidence of the customer. The grocer should be the best judge as to the class of goods required in his locality, but the policy of handling first-class goods will always prove the most satisfactory and remunerative. Adopt new ideas as far as possible. Doing the same thing year after year will get one into a rut that will eventually stop the progress of the business.

Get Enthusiastic.

Endeavor to become enthusiastic over the business; enthusiasm makes heavy work light.

Tact is a talent which should be cul- will make the business run more smoothly and pleasantly, and minimize or abolish many an obstacle.

The tide of opportunity comes, at

some time, to every man, and the ambitious and hopeful one is the best prepared to take advantage of it.

Maintain a spirit of cheerfulness, and the effect will be electrical throughout the entire establishment, and will be most helpful in improving the volume of trade.

Success Depends on System.

Success depends very much upon the system the business is run on. Everything should be done systematically, from the time the door is opened in the morning until it is closed at night. This will insure correctness in the order department, promptness in delivery of goods, and accuracy in keeping the accounts, all of which are very pleasing to a customer. Originality is a good thing in its way, but by adopting an improved system of conducting the business, more time can be devoted to any natural ability in the way of original ideas toward drawing trade.

In buying, always keep a keen eye open for bargains. Watch very carefully market quotations and conditions, local and foreign, and by anticipating requirements considerable extra money can be made. If a grocer buys right he can sell right, and in doing so will gain a reputation that will ever tend to increase the volume of business.

An Eye on Side Lines.

Side lines should not be overlooked. There is a splendid profit in all lines of confectionery, and if properly handled will never fail to bring a large return on the amount of money invested. High grade chocolates of every variety can be sold in surprising quantities in any average grocery store. Sales of confectionery are constantly increasing. Why not get a share of it?

Nearly all lines of groceries are now being put up in packages, and there is much to be said in their favor. The packages are usually attractive, easy to handle, and save time, labor, and loss in weight. There is another side of the question, however, that interests every grocer, and that is, that the profit allowed the retailer by the manufacturer is altogether too limited. Especially is this the case with many cereals. The retail grocers' associations, backed up by the trade generally, could accomplish much in putting these lines on a better paying basis. They have the key to the situation, and all that is required is united action.

Your Own Package Goods.

The idea of the grocer putting up package goods with the firm's own name on them should be adopted as extensively as possible. If the quality is right, the grocer will have no difficulty in building up a nice trade for them. This branch of the business will always prove profitable, and afford an opportunity of advertising lines over which they have full control.

With the improved system of fixtures that are being placed on the market, the grocer should be able to sell more of the bulk goods. The public demands cleanliness, and in this respect the new system should prove entirely satisfactory. It is generally admitted that the bulk article pays a better margin of profit than the package. Consequently, the former should only be replaced by the latter when actually necessary, the exception being the firm's own package.

Keep the financial part of the business well in hand; take all discounts, and with quiet, steady, persistent work the business will surely improve and the profits increase.

The grocery business may seem crowded, but there is plenty of room at the top.

Drove Out Catalogue Houses

A North Dakota merchant contributes the following to the Minneapolis Bulletin with regard to his success in developing a profitable business under somewhat trying conditions:

We began, says he, in the depressing times of 1904. We staked our little all in a poor, run-down bankrupt $6,000 stock of merchandise, for which we paid fifty cents on the dollar and then got the worst of it.

At that time over one-half of the merchandise that came to our town came from catalogue houses direct to the consumer.

The short half that was sold here went out on time and eternity.

This condition of affairs we did not like, but we went to work.

First we prepared a copy for a half-page ad and took it to our printer.

When we asked for a contract for a half-page ad for one year, he fainted away, but soon recovered and gave us figures which caused us to faint.

We closed the deal and have never carried less than a half-page ad in which we vigorously advertised honest goods for honest dollars and one hundred cents worth of goods for every one hundred cents received. For the first five years one part of our ad was made very prominent and ran something like this: "Bring in your bills and let us figure on them. We agree to meet all catalogue house competition or go them one better."

We kept our word although on a few special bills we lost money, while on others we made from a small to a fair profit.

To-day there is not one dollar in one thousand that comes from catalogue houses to the people of our territory.

Other merchants took up the advertising scheme until the publisher increased his paper from a 2x4 to a ten page seven column sheet, and it is brim full of snap shot prices of merchandise from one end to the other.

What chance has a box-car merchant or a department store catalogue in a town where a paper of that kind is printed and circulated!

Besides, we have the satisfaction of knowing that we have made a bloated bondholder of one newspaper publisher.

The secret of our success in merchandising has been strict attention to business, buy for cash, sell for cash, advertise.

A merchant who cannot pay spot cash for his goods would do better to buy or rent a farm. A merchant who cannot say "no" firmly and pleasantly with a smile that will not come off when asked for dubious credit, had better look for a railroad job.

We are a small concern, yet in our twelve years of business our discount account shows a balance on the right side of our ledger of $7,111.79, besides we estimate that we have saved $10,000 by being known as cash buyers, or job lot buyers when we can find the goods we can use at a price."

HEAD FOR FIGURES.

Here's an interesting coffee calculation used by a Philadelphia grocer to advertise his coffee with striking effect. This grocer displays a sign reading: "If one grain of our coffee was placed on the first square of a checker board, two on the second, four on the third, and so on doubling throughout the whole sixty-four squares, the total number arrived at would be 18,446,744,073,551,615 coffee beans, or 7,960,915,394,584,601 pounds of coffee. This would represent 331,704,808,107 car loads, and a freight train to carry it would be 3,957,841,460 miles in length. It would reach around the earth 158,313 times and would extend 42 times the distance between the earth and the sun. The quantity would make 13,374,337,862,902,130 gallons of coffee and would cost at 28 cents a pound $872,407,300,806,397.20. If each person in the country drank three cups daily it would take the entire population of the United States 2,442,801 years to consume it."

ART OF EFFECTIVE WINDOW DRESSING

Ability to dress a window is one of the most valuable qualifications of the grocer or a grocery clerk. It is not more essential than honesty or knowledge of the goods handled, or how to advertise, or the habit of cleanliness and neatness, in some ways not more important than pleasant manners and the capacity of taking an interest in customers, but it is a class with all these.

* * *

A grocer would not expect to succeed if he and his clerks came to the store in the clothes of a coal heaver or an oiler. But people see his window before they see him. The window is constantly crying out to the people who pass, "See what manner of store this is." It is a standing advertisement and for the grocer that knows how to treat it the most profitable single means of publicity he has.

* * *

Why, then, do so many grocers neglect it? A great many would plead they hadn't time. If they appreciated its possibilities they would make time, just as they make time to write advertisements and send out accounts. But there are a lot of men who are not so busy and might be a lot busier if they would attend to the window. There are merchants who stand around wondering why trade is so dull, when they should be devising means of sharpening it up. The window is the thing nearest to hand; try that.

Then there is the multitude of commonly dressed windows. In passing them one is aware they are grocery windows but they excite no interest. No one would ever stop to look at them. This class of window may be divided into many groups. There are the windows the grocer is using as a storeroom for bulk goods, there are windows with too little in, others with too much. In many the arrangement looks like confusion, in others colors are used without any conception of color effects. The list is too long.

* * *

Ordinarily, one line at a time is enough to advertise in a window—dried fruit, cereals, canned goods, biscuits, confectionery, or whatever the choice may be. By this plan it is very much easier to secure an effect. The work is less, and that makes it the easier to change often. A window should be dressed at least once a week.

GIBBONS BROS., FIRST PRIZE.

Not many more attractive windows could be found than those of Gibbons Bros., illustrated in the accompanying picture and awarded first prize in the competition last Christmas. They are well filled, yet appear well ordered. Mr. Gibbons, whose picture is shown in the doorway, evidently believes in price tickets, neat and not too large. The writer is inclined to the view that they add to the interest and detract nothing from the appearance of the windows. Curiously, they appear to be confined to one window; perhaps he was trying an experiment.

The trimmer of the windows is shown at the extreme left of the picture, J. M. Thom. He has had a pretty thorough experience in the grocery business and got at the window by chance, someone sick or something. He had been with Gibbons Bros. only six months when he dressed these windows and for two years

Winner of the First Prize, Gibbons Bros., Toronto.

before that had been driving for another firm. Aside from doing his weekly stunt he thought little of window dressing until he won a first in this competition and naturally then thought he perhaps had some ability and became an enthusiast. It brought him some notoriety and now he is dressing a hardware, a tobacco and a confectionery window in the vicinity.

SECOND PRIZE WINDOW.

J. E. Pelan, of St. Thomas, Ont., won the second prize in the Christmas competition with a window of distinctive merit. The striking feature of the display is the eleven boxes of oranges that form the background. The foreground consists of two rows of wicker baskets, six in a row. In the front row the two centre baskets contain raisins and currants flanked by candied peels and the other four boxes, two on either side, contain candies. The second row of baskets contain fruit and candies. At the wall end of the window is a pyramid of handsomely labelled canned goods. The fan, flag, and other decorative aids are in good taste.

Winner of the Second Prize, J. F. Pelan, St. Thomas, Ont.

THEY HAVE GOOD WINDOWS.

Here are the names of a few of the Ontario grocers who give special attention to their windows: J. O. Perry, Orillia; C. Beck, Penetang; Wm. Rourke, Penetang; Wallbridge & Clark, Belleville; Mathison Bros., Whitby; Geo. Ruppell, Elmira; Wm. Metcalf & Co., Berlin; Podgett & Co., Toronto Junction; J. J. Hatley, Orillia; S. M. Wariner, Stouffville; A. C. Nairn, Goderich; Walsh Bros., Stratford; R. H. Robinson, Orangeville; E. Berwick & Co., Shelburne; McClarty Bros., Owen Sound; Halliday & Stinson, Chesley; J. A. McCrae, Guelph; Wm. Hay, Kincardine; N. McGillivray, Port Elgin; B. A. Belyea, Southampton; Green & McBride, Orangeville; W. A. McClean & Co., Owen Sound; P. Anderson, Guelph; V. S. Hooeg, Trenton; W. D. Staples, Port Hope; C. H. Crysdale, Oshawa; J. E. Beaton, Oshawa; F. H. Brown, Port Hope; A. J. McCrodan, Belleville; L. Primeau, Lindsay; T. H. Knight, Bowmanville; Peter Connal & Son, Peterboro; A. Rountree, Peterboro. In Toronto some of those who give special attention to their windows are Michie & Co., Robert Barron, Gibbons Bros., R. H. Stewart, Higgins & Son, W. Greaves, F. Dean, W. F. Armitage.

A Montreal Success

"Yes, we have always had very good success with our windows," said J. H. Robertson, of John Robertson & Son, Montreal, when interviewed by The Canadian Grocer, "but we have made it a point to give them special attention. We are situated in a district frequented by all classes of people, and giving attention to our windows by dressing them in a way to bring trade, we are able to catch a great deal of passing business."

John Robertson & Son conduct an up-to-date retail establishment on St. Catherine street west, in the heart of the shopping district.

The Grocer asked how this affected their business.

"Well, it is this way," explained Mr. Robertson. "Being in the dry goods zone, as it were, I guess we are not supposed to do a grocery business. Women, when they go out shopping, do not go with the intention of ordering groceries. This we have found to be the case, but our windows help us out of the difficulty. In our experience we have found that if the window is novel, and at the same time attractive, it will catch the eye of the ladies every time. Consequently it is our aim to so dress the window as to catch the eye of the passerby on first glance. This is half of the battle. The window we have at present is a good example. As you see, it is a tea window. We have a private blend of tea nicely done up in red-wrappered parcels of one pound each. The window is dressed with tea, and only tea, and do you know, we have sold over two thousand pounds of that tea within the last two weeks. And about five hundred pounds of this was disposed of to people whom we had never before seen, purely cash sales attracted by the window. Therefore it is easy to see that if you attract the attention right away, the rest may be taken for granted."

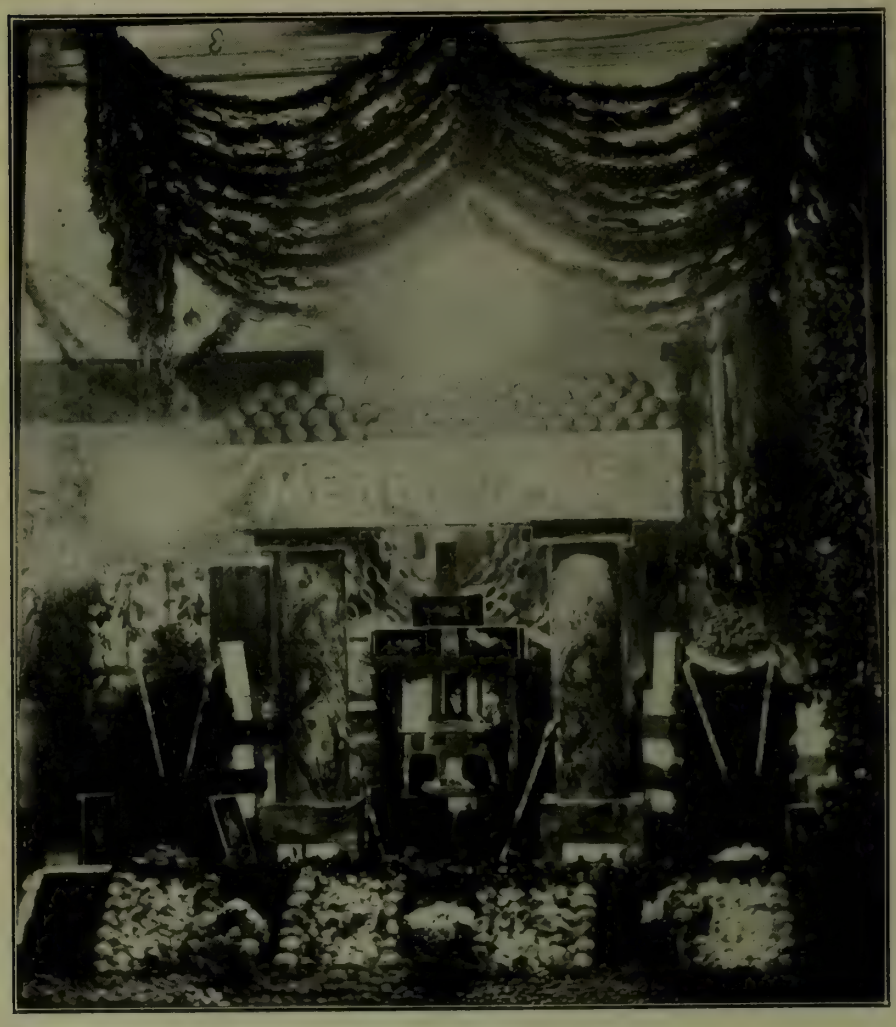
"Do you believe in displaying several lines at once?"

"No, we concentrate our efforts on one class of goods at a time. It is a tea window, a soap window, or a liquor window, as the case may be, but it is never a combination of the three. It does not pay. The idea is to use all the available space to advertise that one certain line. If there is a little room to

spare, we put in a few appropriate cards."

During the warm Summer months Robertson's window was nicely dressed on different occasions to resemble a miniature mountain. There were streams of running water, green grass and all the accessories. This was a liquor window. Another very well dressed window was one recently made which advertised Surprise soap.

On the whole Robertson's window is, as a rule, one of the most attractive grocery windows in Montreal, reflecting much credit upon the store.



In the Prize Class—Aaron Graeb, Hespeler, Ont.

IN THE WINNING CLASS.

Had there been a third prize in this competition of last Christmas it would have gone to Aaron Graeb, Hespeler, Ont. He submitted photos of two windows here reproduced. The grocery window is undoubtedly a work of great merit. The arch bearing the motto, "Merry Xmas," supported by marbled pillars and surmounted by a low pyramid of fine oranges, is finely and ingeniously conceived. The fruits, peels, nuts, confectionery and decorations that go to fill up the window are very attractive. A good many people might award it second or even first prize. The trimmer of the window was A. Hagmuir, and he probably would be the first to admit the fairness of the criticism that the window was lacking in arrangement. The form and order of it does not impress one. It is faulty in composition. But it is a very attractive window nevertheless and in it Mr. Hagmuir demonstrates splendid possibilities as a window dresser. It bespeaks also an intelligent interest on the part of his employer, Mr. Graeb, the lack of which on the part of employing grocers is to a great extent the cause of so much indifferent window trimming in Canada.

New York Experience

"I have six large windows," said a rising New York grocer recently, "two on the avenue and four on the street. I have watched the displays from time to time and invariably find where one window has been devoted to the displaying of one article, there has been a marked increase in the sale of that article. You have probably seen the display I had of a well known cereal. Up to making the display of it the sales had been only moderate; during the time of display, say two weeks, I sold ten cases. Not only were the sales increased on that article, but it proved to be a drawing card, from which other sales resulted. I am a great believer in window displays as a means of advertising, and as a means of drawing to your store there is nothing to equal it, especially when you make constant changes. Some grocers think that it is a great expense, but they overlook the valuable returns in increased sales."

This testimony to the value of window display, which could be without doubt substantiated by hundreds of other grocers, is worthy the consideration of the "doubting Thomases," who cannot see any good or consider the time wasted in giving attention to their windows. Of course, all have not the facilities that this grocer has, but if a grocer has only one window instead of six if he will take the pains and get out of that window all there is in it by having a good window display, he will reap the benefit in as large a proportion as the man with the six windows.

It is not the number of windows nor the position of the store, it is rather to the time you are willing to spend on your window display, that you have to look for the result.

Value of a Grocer's Window

The windows of a house are to allow those inside to look out. The windows of a store are to allow those outside to look in. Who wants to look out of windows or into them when there is nothing to be seen, asks Frank Farrington in the Interstate Grocer.

Outward appearances go far toward giving an impression of a person. In spite of the fact that clothes do not make the man, we judge the man often by his clothes. A store may be ever so neat and clean inside and filled with good things, yet it will be passed by as a dirty, unpleasant place if the windows are dingy. The chances of a store with dingy windows being clean inside are about as great as those of a neat man being dressed in slovenly apparel.

Don't be discouraged about your windows and neglect them just because they are not plate glass. Of course, plate glass is the best, and if you can have it

get it by all means, but you can live without it. Make the very best of the material at your command. Any windows that are big enough to let in light are big enough to let in trade. Keep them talking with plain window signs and good goods, and they will bring the business.

To be successful as advertisers your windows must be changed often. If you do business in a small town, once a week will do very well.

The windows of a store should as far as possible be an index to the contents of the store—not all at once, but week by week. They ought to show one line at a time, but they ought to cover the whole stock by degrees.

It ought to be that a passer could tell by your windows what sort of a store yours is, whether dry goods or groceries or drugs. Then if he miss seeing your sign he will not remain ignorant.

Your window ought to be a bureau of information regarding your whole store. It is quite strange how often people will look the windows of a store over to see what kind of a store it is without a glance at the sign which would tell them at once.

A man came into my store one day and said :

"I was just into Smith's drug store a-lookin' for school books. He didn't have none that I wanted an' tol' me that there wasn't any other store near here that kep' 'em ; but as I come out I seen your sponges out in front here, an' I sez to myself, where there's sponges there's school books, an' here I be."

That man drew an illogical conclusion, but it proved to be right. Keep something in sight to show what kind of a store you are running. There are plenty of folks who will not see your sign, be it ever so plain. That doesn't mean that you don't need a sign. You have seen people lift goods from under a 10c. price card and ask, "How much are these ?"

It is worth while for a country merchant to visit one of the large cities twice a year if only to get window ideas and to have the conviction forced upon him that it is showing the goods with the prices attached that sells them.

A new family comes to your town or neighborhood. They have money. They will use perhaps several hundred dollars' worth of your kind of goods a year. They are looking for a place to buy such things. They came from a town or other neighborhood where there was a style to the stores. Are they going to pick out your store from among the available ones of your kind ? Are they ? Well, compare the external appearance of your windows and their dressings to those of the other fellows. Now, people will get into the store that looks from the outside like the best one of its sort. The chances favor it. At least if one store looks better outside than the others, they are going to try it sooner or later and that store will probably keep the family trade if the inside service is good.

Take pains. Windows require pains (no joke intended) more than almost anything else about your store. That doesn't excuse shiftlessness in the back of the store either. Nothing excuses shiftlessness anywhere, but at all events don't have it apparent in your windows.

China and Glassware—Aaron Graeb, Hespeler, Ont.

Make the most of your windows, and you will find that there is more to do in the store.

CHINA AND GLASSWARE WINDOW

Attractively dressed china and glassware windows are rare and it is with pleasure we reproduce this picture of another window of Aaron Graeb, Hespeler, Ont., and trimmed also by A. Hagmuir. The blot of light is one of the blemishes of photography. The window, or rather the stand in it, is a double-decker. This device doubles the advantageous display space in the window. Upper and lower stands are crescent shaped. Otherwise the picture speaks for itself.

PRICE TICKETS.

In the matter of window dressing there seems to be a difference of opinion as to the use of price tickets, one well known authority stating that the goods can or should be arranged in so attractive a manner that they would prove a drawing card of themselves and need no prices. Others favor the use of price tickets because the price in a great many instances governs sales. According to conditions or location, both systems may be used to advantage. In the better class stores where 90 per cent. of the sales are on credit, price tickets would not cut any figure, but in the district where cash sales are a feature, then, no doubt, price tickets would help sales. This controversy, however, brings one important point to the front, that is as to the value of window dressing, the benefits of which have been conceded, and now the question at issue is what method to use.

Originality and constant change are the two principal features of window dressing.

COMMERCIAL TRAVELERS AND THEIR WORK

The commercial traveler works harder, kicks as much and laughs more than any other man in business. He's usually working against time—train time; delays are innumerable, but his cheerfulness is still with him when he greets the boss in the warehouse Saturday morning and all gather about the sample room table for a little gospel talk on the week ahead. A train is delayed by a cow on the track or a broken coupling, and fifty travelers miss their connection at the junction point a little way ahead and kick their heels for half a day. What wonder if draw poker is resorted to? The railways don't go everywhere; there is still a lot of driving to be done. Occasionally the horses get the better of the driver, spill everybody preparatory to smashing the rig, and the traveler lies up for a week with a sprained ankle. A friendly customer takes a notion to give the traveler an automobile ride instead of letting him hire a livery. Very kind of him, indeed, and very pleasant till the auto thinks it's a flying machine and tries to hop a 14-foot ditch and lands at the bottom of it. All are minor incidents to vary the routine of the grocery traveler's hard gallop for a living.

Then there's the other side, the variety which is the spice of life, from tough steak to tough gravy and farm hand bed to damp sheets. Of course the customers are always considerate and never keep the traveler waiting. They only stop to clean up a box of raisins and give them a little drink while a clerk picks his teeth. That's nothing with three other customers to see and the train due in half an hour. Yes, there's a fine line of variety in the traveler's life. What wonder that his good humor is always apparent? Why, if it hadn't grown on him from childhood he wouldn't be fit company in a church-going community one Sunday in seven come eleven. Nothing short of a surgical operation or a bad railway wreck will separate the grocery traveler from his smile and careful observation has demonstrated that he's always the jolliest man in church.

HUSTLING AT SEVENTY-TWO.

There is a commercial traveler in Canada who is a standing rebuke to the "too old at forty" nonsense of which so much has been heard of late. He is seventy-two years of age, and has been on the road for about fifty-five years.

He is still considered one of the best travelers on the road, and that his principals still have confidence in him is evidenced by the fact that at the beginning of the new year an increase of $300 was made to his salary.

As he is still vigorous and is likely to maintain his vigor for some time, we may look for another advance in his salary at the beginning of next year.

This gentleman, it might be said, represents a large manufacturing firm with factories both in Canada and the United States.

Swearing a Spur to Action

I had an old friend who had been out on my proposition for several weeks and had been steadily falling behind, writes W. N. Mitchell in Salesmanship. He came to see me about the probable cause of his failure, and was inclined to think that the fault was all with the proposition.

"That isn't possible," said I, "when over 1,000 other salesmen are meeting with success, and when you consider that out of the 500 men we hired last year, only three failed to make good. The fault is with you, old man. You haven't been working. You think you have, but you haven't, really."

He was huffy in a minute, told me the number of prospects he had seen, the sleepless nights he had spent and the pairs of shoes he had scuffed out in my service, and accused me of ingratitude in implying that he hadn't worked hard.

"I told you that I believed you thought you had been working hard," I said, "but there is a great difference between really working and merely thinking you are working. Now, I will make a bargain with you. We will overlook the fact that you have lost the firm some money. I will renew your contract for six months at double the salary I have been paying you, if you will agree to one thing"—I paused impressively.

"I will agree to nearly anything," he said, "if it is going to help me get business."

"Well, then, I want you to promise to go to a notary public each night, no matter where you may be, and get him to witness your statement that you have worked to the utmost of your capacity for eight consecutive hours that day. I will furnish printed blanks for this purpose, and provide you in advance with money to pay the notaries. When the blank is signed you are to mail it to me the last thing before you retire every evening. I am so sure that you can succeed if you try this that I am willing to enter into a six months' contract with you at double the salary, if you agree to it."

The salesman exploded. He was the maddest man I ever saw. When he had done abusing me, he rushed out of the office, banged the door behind him and disappeared; and yet I couldn't see that my proposition was an insult to him.

An hour later he came back.

"I have been thinking it all over," he said, "and I see that your plan is well meant. It isn't intended for an insult, but just for a stimulant. I shall be heartily glad to accept your offer," and we signed the paper.

Next day the salesman started out. When he had been gone twenty-four hours I received the envelope from him, containing three orders, with a printed blank signed by him and witnessed by a notary public, reading:

"I have worked to the utmost of my capacity, without thought of failure or discouragement, and with the one thing in view—results—for eight consecutive hours to-day."

"This is pretty promising," I said to myself. Next day came another slip accompanied by five orders. They began coming faster after that. Before the end of the month the man had reached next to the highest place in our force, judged by the volume of business. He wrote me a jovial letter, saying that my system had been his salvation. He said that he was spurred all through the day by the thought that he would have to give his solemn word before a notary public at the close of the day, as to the amount of actual effort he had expended on the work. With this prospect before him he had stopped fuming and fretting and wasting time in wishing, and had got right down to the rock bottom of affairs and applied himself to business. The results were more than satisfactory. I discontinued this system at the end of the first month, since it was no longer

necessary, and his results have been exceptionally good since that time.

I have used this scheme in two or three other cases where I knew that the salesman needed just such a prod or spur. I have never been unwise enough to put it in general use or think of using it in the case of a salesman who would misunderstand and resent the spirit which prompted it, or who could not be relied upon to fulfill its obligations honorably.

AUTOMOBILES FOR TRAVELERS.

Since the automobile has come into pretty general use its employment by the business world has become marked. It is now generally used for trucking purposes, city salesmen use it extensively to call on their trade, and on the prairies of North and South Dakota and the plains of Montana it is proving a great boon to traveling men as a means of rapid transit between the various towns on their routes.

So well is the automobile adapted to the uses of the traveling men that some of the leading wholesale houses of St Paul are now furnishing their men with machines for the sole purpose of covering their territory. Where heretofore they have been able to make only from two to three or four towns a day and have been compelled to jump freight trains, drive by team and employ any means that they could to make these, often being able to make only a hurried call in a store, they are now able to make anywhere from eight to twelve towns a day in their automobiles, spending all the time that is necessary in each town to thoroughly talk up their lines.

On the whole, the concerns that have thus far equipped their men with machines find it cheaper in the long run, and in addition they get more efficient service from the traveling men. The experiment will be watched with a great deal of interest by other houses, and if the plan proves successful there is little doubt that a majority of the large houses of St. Paul will equip their men in certain territories with automobiles for the purpose of covering the ground faster and better.

TRAVELERS' HOME SCHEME.

A company of Oklahoma commercial travelers have pooled their financial interests in a corporation known as the Travelers' Investment Company, the object of the company being to purchase land and subdivide it into lots, to be sold on easy terms to brother travelers who wish a home or an investment. The company is composed of twenty-five men, all commercial travelers, and incorporated for $50,000. The shares are $1 each. Twenty-five hundred shares are already subscribed, and no more shares will be sold for one year. The subscribed shares are paid for in monthly installments. The idea is one that could be adopted in many of the large commercial centres, and would prove the means of giving many a hard-working traveler a start in life. Philip Daly, a member of the Oklahoma city council, U.C.T., is the leading spirit in the Oklahoma City enterprise.

WHERE TIME DON'T COUNT.

An enterprising Salesman from one of the largest cities went to a certain rural community and endeavored to sell an incubator to a farmer. His arguments did not make any impression on the agriculturalist. Finally, as a clincher in favor of his up-to-date improvement, he exclaimed :

"Look at the time it will save !"

The farmer squirted a mouthful of tobacco juice on the ground before replying, and then said, with provoking calmness :

"Oh, what's time to a setting hen !"

AN EDITOR'S TRIBUTE.

The editor on his travels is in constant association with traveling men on railroads and in hotels, writes John Wiley, editor of the Hotel Monthly. Our observations of "the man on the road" and our personal knowledge of what he is up against in the way of discomforts a greater part of the time, impels us to write a few words of tribute to the traveling man, in appreciation of his almost universal good nature under conditions that would sour the average human being.

The traveling man away from home is subject to so many petty annoyances that, were it not for a well spring of good nature, would make him a chronic grumbler. We see him waiting in dingy, dirty, uncomfortable depots for trains that are hours late ; and he makes the best of it with a few pleasantries, and sees the bright side of life, when the train finally does come in. He reaches hotels after the meals are over, and he has to go hungry until the next meal or the next day, as the case may be, unless he can get a bite in some country eating place where indigestibles are the stock in trade. He is apt to find a good hotel with a nice bed, clean linen and every accommodation for his comfort ; and he is also apt to find himself in a hotel where the accommodations are miserable, and the prices charged are extortionate. And he may kick, and sometimes he does kick, but more often he makes a quiet mental note to give the house of poor accommodation as little of his patronage as he possibly can, and to arrange his route to give as much of his time as he can to the house that studies his comfort.

I have heard traveling men kick. And I have observed some of them (very few), kick where they had no excuse to. But these are the exceptions to the rule.

The average traveler who goes out to sell goods finds it necessary to "wear that smile," for the grumpy man cannot sell goods. It is the pleasant fellow, who sees the bright side of life, that makes a success of this business. And the pleasant fellow on the road is not a Dr. Jekyll and Mr. Hyde. He carries his smile into the hotel, and into the store of his customers. He has a cheery word for the hotel clerk, also for the waitress, and the bell boy, and his fellow travelers, and for every one about him. He appreciates the clerk who gives him a cheery welcome ; and the clerk who is popular with the traveling man is the one for whom hotelkeepers are looking to pay the salary to.

The traveling man may, occasionally, be up against it hard, and show vexation in his manner ; but it is often excusable. There are more traveling men who belong to the "Don't Worry Club" than can be found in any other calling, we believe. They have their troubles ; we all have ; but, like the old doxology words—

Behind a frowning Providence
He hides a smiling face.

NEW SOUTH WALES' GROWTH.

The remarkable progress made by New South Wales since 1856—the year of the grant of self-government—is shown by the statistics which have been specially prepared for the jubilee. Fifty years ago the population was 252,640 ; it is now 1,504,700. The revenue of the state has risen from £1,986,553 to £11,740,-348 ; the imports have increased from £5,460,971 to £29,350,034, and the exports from £3,430,880 to £36,756,366 ; while the value of the wool output has grown from £1,303,070 to £13,446,260. Another very satisfactory circumstance pointed out by Mr. Carruthers (the Premier and treasurer) is that the whole of the interest on the public debt does not go abroad, at least £30,000,000 of the £80,000,000 constituting the total debt being held in the state or in connection with the state.

CUBA'S PRODUCTIONS.

Cuba in 1902 produced 5,997,238 bags of sugar and in 1905, 8,163,998 bags. In the meantime the yield of tobacco increased from 452,407 English hundredweight to 1,812,540 hundredweight. The number of live stock, consisting of cattle, horses, mules and asses, increased from 1,190,583 in 1902 to 2,566,835 in 1905. This progress in Cuba's productiveness is said to be largely due to the reciprocity with the United States.

FLOUR MILLING INDUSTRY OF CANADA

Roughly speaking each man, woman, and child in Canada is said to eat a barrel of flour in a year. This is equal to about half a two pound loaf per day. But while this perhaps, obtained when the country was younger, it is doubtful if the same quantity now eaten in the form of bread, when so much breakfast and cereal food is on the market. People demand a mixed diet to the extent that has become customary. The milling industry is growing however, from year to year and at present the annual flour output of Canada may be reckoned at between eight and nine million barrels, about one quarter of which is exported, and the remainder used at home. One would imagine that the export trade would be much larger than it is, but Canadian millers find such a growing market at home that they do not make much of a bid for export trade, and give only of their surplus stock for across seas shipment. In addition to this, it is much cheaper to ship wheat than flour, and as labor in other lands is also cheaper than it is in Canada, they can manufacture flour at a better price than we can lay it down to them.

Canadian Milling.

The greater part of Canadian milling is done in what is termed the East, or that part of Canada east of Lake Superior. There is scarcely a hamlet in Ontario, that hasn't its small mill which aims at supplying local trade; but although there are a large number of these small mills scattered throughout the province, their combined output does not nearly equal the output of the comparitively few large mills.

There is no doubt however, that before very many years the preponderance of the milling industry will be in the west. Conditions are now shaping that way. New mills, great and small, are going up in Manitoba and the West and large milling companies seem desirous of getting close to the base of supplies, and yearly the local western consumption is becoming greater.

Reaching the Trade.

Ordinarily there is no middleman or jobber in the flour business in supplying the domestic trade. The miller deals directly with the grocer and the baker, the only man who can be called a wholesaler being the man who centralizes the surplus output of smaller mills, principally for export. Some of the large milling companies will sell only in car lots, however, and this in a measure makes any buyer a wholesaler as he often supplies small dealers who have not a large enough demand to warrant them buying in quantities.

Best Wheat is Bleached.

With the large volume of wheat that comes from the West year after year one wonders what becomes of the wheat raised in the eastern provinces. Everywhere the slogan of millers is "made from Manitoba wheat," until one thinks Ontario Winter wheat is an unknown quantity. But it has its place—and a prominent place it is—in the manufacture of flour. Being of a moist character, and not so strong as winter wheat flour made from western wheat is almost altogether used by biscuit manufacturers and confectioners. In making of biscuits and pastry, the object is to get a flour that will not rise too high, yet will have the maximum qualities of shortness and lightness desired for this class of food. And even in bread making, eastern wheat is found to be a very valuable element when blended with that of the West. in producing a flour which meets with the general requirements of family baking. A flour thus blended has the rising and baking qualities, yet being tempered with the milder product, answers for all purposes.

What is Good Wheat.

In every grain of wheat, no matter in what country grown, there are flour elements, the proportion of each in relation to the others determining the value of the grain. These are strength, flavor, color, and yield of flour, and in this connection it might be somewhat startling to those who are wont to herald Manitoba wheat as incomparably better than Ontario wheat, to listen to some of the evidence brought out before the Grain Commission which recently heard the plaint of western grain raisers and dealers that the standard of wheat was too high. One witness who has had years of experience as a miller and baker stated that in only one of the four named elements did Manitoba wheat excel Ontario's wheat, and that was in strength. In yield of flour it was not more than the equal of Ontario wheat; while in flavor it was greatly behind, and in color was also lacking. In the city of Toronto it was found that when Manitoba flour was first used the rising quality of the dough showed at once a marked advance, but coincident with this came a noticeable lack in the one time sweetness in flavor of the bread. To counteract the loss of this in the introduction of Manitoba flour, other methods of restoring the flavor had to be resorted to, until to-day, the use of malt extract, and sugar is quite common in bakeries.

Qualities of Flour.

Five grades of flour are made from each grain of wheat. This might seem a little strange, and one is led to enquire if a grain of wheat is not of the same quality throughout. But it is not the consistency of the grain that determines the grade of flour; so much as rolling and sifting that brings out the degrees of fineness, and excludes the coarser particles. After the wheat is cleaned, it goes through a series of rolling. The first rolling does little more than break open the berry and loosening the softer part of the flour-making portion of the wheat so that it falls away. The crushed grain is then carried over a silk bolting cloth or sieve when the flour that is in it is taken off and the balance of the meal carried back to a new set of rollers, and another sifting. The next sifting gives a higher grade flour, on account of being subjected to a heavier pressure which crushes the harder part of the berry left unbroken by the first rolls. This necessarily brings out a finer flour which is bolted through a finer mesh, and hence becomes a higher grade.

Separate Set of Rolls.

Locality determines to a great extent how flour is put up. Throughout Ontario and Quebec the paper bags containing seven, fourteen, twenty-four or forty-eight pounds are the most popular method of distribution. This makes it easy for the retailer to handle and sell and at the same time brings prominently before the consumer the brand, and name of the manufacturer. Maritime merchants prefer their flour because there people bake their own bread, so buying in large quantities in barrels and in this way the greater part of wheat goes to the eastern provinces is put up in wood. They claim ease of handling and transportation to be the reason they like it in barrels other than in sacks and then the ability

to turn the barrels into cash by selling to apple packers, and sometimes to fish packers, is said to be an additional reason.

Where We Will Ship.

The export trade of flour to England does not at present give promise of growing to any great proportions. It is to other lands that Canadian millers will have to look for a market—to lands where the art of milling has not reached the advanced stage that milling in this country has attained. Egypt has begun to make inquiries for our flour, and other parts of Africa show an inclination to deal with us. Great Britain is now in a position to do its own milling. During the last ten years no British industry has been so profitable as the milling industry, and for this reason a large amount of capital sought investment in it. Like every other industry that shows good results the flour trade was overdone, and mills have increased with such rapidity that the demand is already more than met. British millers are well established in the belief that Manitoba wheat is not equalled by the product of any other country in the world.

Flour Trade in Quebec

Most of the flour used in the Province of Quebec is brought from other parts of the Dominion, there not being many mills of consequence aside from the Ogilvie mills, Montreal. Outside of these, there are not in the whole province more than half a dozen mills which are worth taking account of. Ontario and Manitoba supply the greater part of the demand.

Some claim that there is a growing demand for the Manitoba flour, in preference to the Ontario product. They say that for the past few years this has been particularly noticeable. Certainly there is more spring wheat flour used now than formerly and it is for its strength that it is in request. A dealer said to the Grocer, "Flour the people a few years ago would not have looked at, being so strong, they are clamoring for now, giving it preference over all others." City trade and country trade in flour differ materially. Grocers in the city supply the milling companies with very small orders. They must, of course, keep in stock more or less flour, but large stocks are not kept as a rule.

Home-made bread has become practically a thing of the past in Montreal, Quebec, Three Rivers, and all the cities of the Province. People find that there is too much trouble in baking bread for their own use, especially so when they can have the article delivered at their door at probably less cost than they can make it. In the country, however, home-made bread still survives. In the Eastern Townships there is used probably more home-made bread than in all the rest of the Province put together, and as a consequence the flour trade through grocers in that part of the Province is quite large.

Bakers the Big Factor.

Business with the bakers in the cities however, is probably the largest single factor in the Quebec flour trade. With the population of the cities increasing every year new bakery shops are opening up, and old ones are erecting additions to their present premises.

Grocers in the smaller towns in the country districts, as a rule, buy in car load quantities, but the car is not in all cases made up of flour alone. Feed, or other lines often help to make the order. Where home-made bread is in favor the merchants mostly buy in barrels and bags of one hundred and fifty pounds. They stock in the smaller sizes also.

In the matter of the city trade, however, it cannot be said that the bakers are the only purchasers of flour. Every housewife does more or less pastry-baking, and grocers stock flour suitable for this purpose usually blended flours. But they do not buy heavily, ordering rather for immediate use. The smaller sized bags are the selling lines in the average grocery store. Seven, fourteen, twenty-four and forty-nine pound bags are stocked by most grocers in quantities sufficient to take care of their trade. It will be noticed that these weights are based mostly on barrel weight, a barrel weighing 196 lb. Thus here are twenty-eight seven pound bags in a barrel, fourteen of the fourteen pound size, while the forty-nine pound bag is just a quarter of a barrel. The one hundred pound bags are sold as well.

Millers Sell to Grocers.

Grocers deal with the millers almost exclusively. The wholesale trade does not attempt to handle the flour business, leaving it to the millers. All the milling companies have travelers covering not only the cities, but the whole province.

There are in the province biscuit manufacturing establishments which use up large quantities of flour every year, and their orders are eagerly sought by the millers.

There are no bread factories in Montreal or other cities.

Considerable of the export flour trade of the Dominion is done through the port of Montreal, large shipments being made every week.

COAL TAR LEMON PIE.

(A pure food commission in Chicago recently dissected a lemon pie bought out of stock, and found it to contain neither lemon, butter, nor sugar. The principal ingredients were various forms of coal tar and glucose.—News item.)

They're making cotton clothes from wool
And iron things from wood ;
They're making goodies out of scraps
And nasty things from good ;
They're making paper things from rags
And money out of "sky" ;
But this is sure the worst as yet—
A coal-tar lemon pie !

They're making combs from kerosene,
And pearls from olive oil ;
They're making Belgian hares of cats
And syrup out of soil ;
They're making buckwheat cakes from paste
And pumice-stone—O my !
But this is sure the time to kick—
A coal-tar lemon pie !

They're making clothing out of glass
And butter out of grease ;
While maple sugar made from sand
Is commoner than geese ;
They make from scraps and chicken bones
Most terrapin you buy ;
But anything we'll stand except
A coal-tar lemon pie !

—Baltimore American.

NET PROFIT PROBLEM.

Mr. Retailer, what percentage of net profit did you make last year on your gross sales—on your business ? How does your profit for the first six months of 1906 compare with the first six months of 1905 ? Are you going, coming, or standing still ?

If you do not know how you stand you would better get down to your desk and do some figuring right quickly

If you are losing business, try to find out the cause and then endeavor to supply the remedy.

A customer is valuable. If you lose one, find out what caused him to quit The trouble may disclose a condition in your store that should not exist.

If you are not making a profit on the goods you sell, it is time you were changing your methods.

What's the use of being in business simply to get a small interest on your capital ? Wouldn't you be better off to put your money in the bank and draw interest while you direct your energies to a mart where the laborer is "worthy of his hire" ?

In all your calculations you must allow a fair salary for your labors.—Ex.

HOW TO SUCCEED AS A GROCER'S CLERK

Cheer Up And Get Busy

The clerk, like most people who wor'', gets into his vocation by chance, at any rate by no choice of his own. A chance advertisement or a card "Boy wanted" in a store window and the youngster whose only object is to get to work becomes "the boy" in a store. It might just as well have been any other kind of a shop or office. The point is he has had just the same chance as most other people. The boy whose mother makes a preacher of him when he should have been a bookkeeper or a real estate agent is just as unhappy as the clerk who should have been a preacher or a policeman. The man who is making the best of his job is not unhappy, and it's the ambitious chap, the one who wants to get the best out of himself and out of his work always that is making the best of it. Ambition means work and enthusiasm; it means keeping everlastingly at it, and it means study, learning all one can about the business, thinking about it, devising improvements.

The sorehead will never get on. If the business is distasteful get out of it. If there's no way out get to work to improve the situation. Just getting to work will let in a lot of light. Cheer up. There isn't any better motto. The man who doesn't cheer up is cheating himself out of much of the enjoyment of living and cheating other people, too — everybody, in fact, who comes in contact with him. Having cheered up, get interested in the business, study it.

* * *

A large manufacturer in a big city recently said to the writer:

"When I came back from my wedding trip I borrowed $25 to start business on. The girl's folks didn't want her to marry me; they said I was no good. I had learned my trade, but then I started in to study it, got books and papers and found out a lot of things about leather (he was a saddler) that very few saddlers ever learn. I've asked hundreds of saddlers which was the strongest side of leather and very few knew and still fewer why."

Now that man is a capitalist.

* * *

There isn't a good quality in human nature that won't serve a grocery clerk. If anyone thinks there is let him write a line to the editor and get up a discussion about it. Cheerfulness and work, however, are about the best team he can hitch up to.

PERSONAL APPEARANCE.

In few places does dress and personal appearance count for more than in a grocery store. Why shouldn't it? The grocer and his clerks are handling food stuffs all day. The grocery clerk should not have to be told to be clean and neat in his habits and person. It is one of the things he should study. In a dry goods store people have been educated to expect to see some one moving about in very fashionable clothes, but in a good many groceries wearing apparel has been neglected and there are too many clerks going about with dirty aprons, some without aprons and their trousers show it. It will pay a clerk to be clean and neat. A clean white coat and clean white apron give customers the impression their food stuffs are being cleanly handled.

The Clerk Who Knows

I've seen so many million grocery clerks in my time and have had a good deal better chance than most men have to size 'em up.

A lot of 'em are all right. Still, I don't suppose more than half are. The other half are in the business for the money they can make. They have no adaptability for it and no liking for it. They're grocery clerks and not dry goods clerks simply because the grocery job came along first.

These fellows will never be grocers in a thousand years.

The other day I spent half an hour or so in a grocery store up at Passaic, N.J. There were four clerks and the store seemed to be doing a good business.

One of the clerks was a sporty-looking youth of maybe twenty-five. He wore a pair of cheap socks so loud that you had to shout to hear yourself think.

When I was in there this clerk was waiting on a lady. As she stood at the counter there was a Ceylon tea sign just over her head. The lady was buying tea.

"I've often thought I'd try that Ceylon tea," I heard the lady say. "What's the difference between it and the regular black tea I always get?"

"There ain't no difference that I know of, ma'am," answered the socks—I mean the clerk—"except that one comes from one place and the other from another."

So the lady naturally didn't buy the Ceylon tea.

As I understand it, there's darned near as much difference between Ceylon and Japan tea as there is between tea and coffee. Surely a clerk ought to know a thing like that.

Another time, not long ago, I heard a clerk guarantee some currants he was selling to be "genuine imported currants." With an imagination that I'd have given a leg for, he told the customer all about how poor California currants were as compared with "our imported currants," and so on.

This fellow was a mixture of good and bad. He was a good clerk, for trying so hard to give his goods a fine send-off, but he was a darned poor clerk for not knowing that there are no California currants. None raised anywhere, in fact, except in Greece.

Here's one you won't believe — true, though, absolutely.

In my hearing a woman was looking at a jar of cheap preserves.

"What's this word 'compound' mean?" she asked the clerk. "I've seen it on other things, too."

"Oh, that means same as 'trade mark,'" he replied.

Wouldn't that jar you? "Same as trade mark!" Great henhouse!

I don't expect a clerk to know everything, neither do I expect a grocer to know everything there is to know about his goods, though both clerks and grocers come pretty close to doing that in England.

I've met maybe a dozen English grocery clerks, and whether we like the comparison or not, they certainly do know more than the clerks on this side.

Why? You can search me. Maybe it's because they go into the grocery business a good deal more seriously than we do here.

Over there the grocery business is a career.

Here it's a livelihood.

See here. I think I know quite a bit about the grocery business myself, though perhaps not enough to make my head hard to hold up. All I know I've absorbed by knocking up against the business, not because I've ever been in it, except for a few months as a boy.

I can answer all the questions that I'm going to write below, and there's a great lot of grocery clerks who can, too.

And, incidentally, there's an awful lot that can't.

Just read these questions over :

First. What is glucose, what does it come from, and what is it used for ?

Second. What is the difference in characteristics between Mocha coffee, Maricaibo coffee, Rio coffee and Santos coffee, and where does each come from ?

Third. What is caviare, and where is it produced ?

Fourth. What is the difference between the California olive and the Spanish queen olive, as sold in retail grocery stores ?

Fifth. Name the different characteristics of Irish, Norway and shore mackerel.

Sixth. Why are certain soaps called "oleine" soaps ?

Seventh. What is the difference between red Alaska salmon and Columbia River salmon ?

Eighth. What is the difference between Spring and Winter wheat flour ?

Ninth. What section of the country produces the best canned corn and why is it best ?

Now, there isn't anything very tough about those, is there ? All right, I'll bet a dollar not 50 per cent. of grocery clerks can answer 'em all correctly.

You see, it isn't knowing such points simply for the sake of knowing something—that isn't the idea.

There's a real selling force to them.

You take a clerk who knows the difference between Norway and shore mackerel. His boss gets in a lot of new Norways.

"Mrs. Smith," says the clerk, "we've gotten in a new lot of Norway mackerel this morning—you'll like them. Norway mackerel, you know, are entirely different from the ordinary kind. Try one ?"

She asks how they're different, and he tells her.

Ten chances to one that clerk will sell Madam Smith a Norway mackerel because he has something new and novel to offer her—something different. We're all hungry for novelty.

Suppose the clerk hadn't known the difference between Norway and other mackerel. All he could tell Mrs. Smith is that he has in some new mackerel. Don't you see how much weaker his talk is than the other fellow's ?—The Stroller in Grocery World.

GET THE HABIT OF LISTENING.

It is a good thing to get into the habit of doing precisely as you are told.

That does not seem difficult. Yet, it is a rare accomplishment.

You will hear men, women, boys and girls, of all sizes and ages, say : "Why, I thought you said," etc. This comes from the inability of most persons to accurately listen to what is said, and to make strictly accurate mental note of just what they are expected to do.

You have probably worked for the "fussy" man who is always buzzing, under the impression that he is busy ; the man who works his own nerves to a frazzle and wears on those around him. He is the man who will tell you a thing over and over again and does not seem to expect you to remember it or act upon it until it has been drummed in very well.

You probably have also worked for the very quiet man who works effectively himself and tells you what he wants done in such a subdued way that, at first, you hardly take what he says seriously. But you later find that this kind of man means just what he says and expects it to be done with the telling when he has spoken once.

This last man, while seeming to be overburdened with the details of what he did, never seems to forget anything, but can usually tell many days afterward just what he said and the circumstances surrounding the saying.

The fussy man was the man who said "I thought !"

The quiet man was the one who had the faculty and cultivated the habit of exactly taking instructions and doing just what he was told to do.

An English Grocery Clerk

An English grocery clerk working in the United States discussing the question of whether the English or American grocery clerks are the better trained says :

"The apprentice system obtains almost generally in the grocery stores of England. If a boy thinks he would like to learn the grocery business he is indentured by an ironclad legal contract to a grocer. The indenture covers a term of four years. During that time the apprentice gets no salary, but is paid what is termed pocket money. In my own case I received 75 cents per week the first year, $1.25 the second year, $1.75 the third year, and $2.25 the fourth year. In consideration of the small salary the clerk is supposed to be carefully taught the business from beginning to end, and indeed he is. In every detail the clerk is instructed, more like a pupil than a clerk, and at the end of his four years he should be a competent and thoroughly-posted grocer. During the term of apprenticeship the boy's board and clothes are provided by the boy himself, or his parents, as the case may be.

"The wages paid the English grocery clerk are relatively smaller than in this country. The first position which I obtained after finishing my apprenticeship paid me only $5 per week, though a position of some importance. Some time later I was a part manager of the finest store in London at a salary of only $10 per week. In the English grocery business a salary as employe of more than $20 is practically unknown, and very few reach this sum.

"It cannot be doubted by any one who knows them both that the English grocery clerk is better versed in his business than the American grocery clerk, because he is more thoroughly grounded in it. The American clerk knows only what he can pick up or absorb. He is seldom or never painstakingly taught anything. In station, however, the grocery clerk of the United States is much better off than the English clerk, for the reason that he has shorter hours, better pay and much less work, due to the large number of goods sold in cartons in this country. These conditions are beginning to attract English grocery clerks to this country, and they are greatly favored by American grocers, thanks to their comprehensive knowledge of the business. I can name several of the first grocery stores in Philadelphia which employ in some executive capacity an English grocery clerk, or one from the North of Ireland, which is about the same thing, as the conditions surrounding both are the same."

* * *

Men work for the sake of work. They play the game. They do not need what they win, but the joy of winning is compensation enough.

* * *

What can't be done ?

Nothing.

All things are possible.

The job looks pretty big sometimes — looks as if it can't be done.

But let's take a hack at it, anyway.

It looks like a stone wall, but let's go up against it good and hard, and maybe something will give.

Maybe it's only near-stone, after all.

Anyway, maybe we can climb over, or dig under, or hike surreptitiously around the south-west end of it.

* * *

When you see a printing press running at two thousand an hour, it seems impossible that the feeder should get a piece of paper in and out again for each impression of the machine.

But he does it—does it accurately — does it well—and has plenty of time.

A second is longer than you think it is, and quite a number of things can be done in a minute, if you keep moving.

RETAIL GROCERY ADVERTISING

What it is — What it Ought to be

TWO COMPARISONS.

For the purpose of studying the retail grocer's ways of to-day in comparison with his ways of this day one year ago, a number of ads were selected by the writer from Sept. 1906, newspapers and ranged alonside of ads clipped from Sept., 1905, newspapers. Some of the ads showed that improvement had taken place in a year's time. Others showed no change.

A few ads were also clipped bearing the names of merchants who had only recently purchased businesses. In almost every case these ads were superior to those representing grocers who had been in business some time.

If any deduction can be made from these comparisons it is this : The newly established grocer accepts the new order of things quicker than the long-established grocer.

But it should not be possible for any one to make such a deduction for it implies undue conservatism on the part of many merchants.

Time Changes.

Business system is perpetually undergoing change. Not the least important on the list is advertising. What served a decade ago as publicity will not serve to-day. No matter how strongly a retailer is entrenched in the estimation of the people of his locality he must remodel his advertising system according to the dictates of the hour because the very same people are unconsciously being influenced by those retailers who have remodelled their systems.

The grocer situated in a big city should not have to be told what the latest phrase of retail advertising is, but for the benefit of the country grocer, who doesn't get the same opportunities for analyzing advertising problems, this phase will be dealt with here.

The New Way.

It is no longer necessary for a retail grocer to give lengthy enumerations of general provisions or names of particular brands, unless the occasion is a price-cutting sale. But it is necessary that he put himself into the ads and for just these reasons: The wholesaler merchandizes in big quantities and usually has a long list of brands to sell. When he talks up these brands in a general way he indulges in general publicity that he may get the retail trade widely and firmly attached to his brands. When he quotes a special offer he bids for direct results—for orders is the result of a day's or week's advertising.

On the other hand, a retail grocer has no inducement to advertise any one make of goods unless the ads are paid for by the maker or the retailer is large enough to secure an agency for his territory. So it will be seen that while the function of the wholesaler is to impress upon the retailer the merits of his goods, the function of the retailer is to impress upon the people the merits of his store—himself, his clerks, his groceries, his prices, his delivery—not just one of these factors, but all of them.

PHONE 410
OLIVE OIL.
Olive Oil is a great help to health and a useful thing for making salads, etc. Be sure and get the purest kind when buying; there are many adulterations. We have some of the most select brands at 25c and 50c per bottle.
OLIVES---The choicest kinds, the largest and best sorts are here from 10c to 50c bottle.
CLANCY M. BUELL
The Handy Grocery.

Some Errors.

Failure to distinguish between two classes of advertising necessarily dissimilar has led many a retailer to unintentially boost the trade of his competitor—an ad is occasionally seen where so-and-so's coffee or pickles are advertised by one merchant while the chances are all the grocers in that town carry the goods.

Another error is paying for space to give descriptions of fruit, etc. These descriptions are all right at the opening or closing of the season when the consumer's eye has to be drawn to the merchandise to minimize spoils, losses, etc., but in the general run of the season descriptions are unnecessary.

A Grocer's Influence.

People buy groceries, fruits, etc., more because they like the grocer and his methods than because they read everything he says in the newspapers, and unless a grocer runs one of those cash Saturday night cut-price businesses, regular custom is the only thing he ever had a right to advertise for and there you come right down to "himself" advertising.

But you grocers may say; "What do you exactly mean by this 'himself' advertising? Some of the ads you reproduce on this page and praise are not that kind." True enough! Buell's and other ads shown herewith are commended not because they measure up to the writer's idea of what a retail grocer's regular ad ought to be in this day, but because they excel in their own class—in other words, are superior to other ads of similar style.

Criticism With Reproduction.

It is always encouraging to see grocers becoming critical about their newspaper ads—selecting a certain border, selecting certain type and insisting on seeing a proof. When more grocers become critical in these matters more country printers will do better work.

Clancy M. Buell, Brockville.

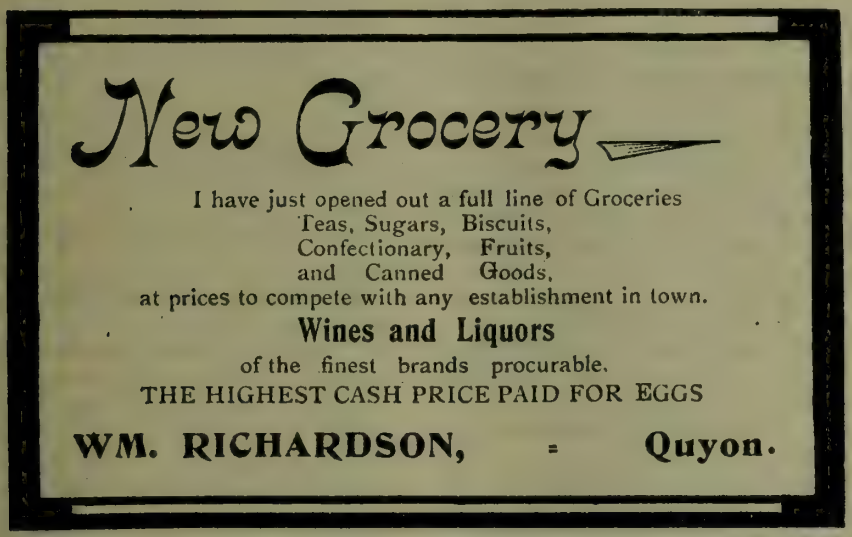
When making a representative selection of grocery ads for review on this page, the neat little announcement of Clancy M. Buell, Brockville, immediately appealed as a piece of retail publicity worthy of reproduction. In the single-theme style the tea ad and coffee ad generally get the lion's share of attention. How many grocers think of advertising Olive Oil or Olives? Mr. Buell doesn't neglect the large issues (watch his other ads) but he doesn't forget the small ones, and notice what a well-balanced, well-displayed ad Buell's is!

Wm. Richardson, Quyon.

Richardson of Quyon, Quebec, has a style as far from Buell's as the poles are apart. But it is a style that has its one value. That value is its naiveness.

Mr. Richardson evidently had no hand in directing the display of his ad or he would have insisted on getting a newer font of type than that to be

seen in his chief display line. But notwithstanding that this ad has the antiquated appearance of the old typographical school it is rescued from mediocrity by a striking border. The white space and the small type and the black border harmonize—look not unlike a framed picture.


New Grocery
I have just opened out a full line of Groceries
Teas, Sugars, Biscuits,
Confectionary, Fruits,
and Canned Goods,
at prices to compete with any establishment in town.
Wines and Liquors
of the finest brands procurable.
THE HIGHEST CASH PRICE PAID FOR EGGS
WM. RICHARDSON, = Quyon.

It would be impossible to reproduce all the good (or bad) ads to be seen in Canadian dailies and weeklies.

It would also be impossible to comment on them all.

In the criticisms that follow, the writer has attempted to show what different grocers in different parts of the Dominion are doing—comparisons of style, typographical arrangement, timeliness, etc.

It is thought that the criticisms will be of particular benefit to the grocers mentioned.

Kenney Bros., Parry Harbor.

The ad of Kenney Bros., is a combination of the old and new methods of advertising. The old method was to place the merchant's name at the top of the announcement. Most salesmen now recognize that they must talk about the people first, themselves second.

Kenney Bros.' ad shows its modernness by its symmetry, the personal element and studied display. Practically speaking, the last item on their list should have been first. It is the most important.

Ruppel & Co., Elmira.

The White Grocery adhere to the matter-of-fact style—are even less pretentious than Wm. Richardson. They do not seek to clothe their words with typographical strength, which fact is rather to be lamented. Art is a powerful eye element in advertising. Improve the layout of your ads, Ruppel & Co. Use smaller type, use a border and get more balance in your ads.

Goode & McKay, Walkerton.

Walkerton has a "goode" advertiser in Goode & McKay. The wording of the ad under review is breezy and pointed, and smacks of self-confidence. In addition, it is timely and free from repetition.

Kenney Bros.
PARRY HARBOR
MAKE A SPECIALTY OF
GROCERIES
You can Rely on the very Finest of Goods In Every Line
Fruit and Vegetables will be specialties with us. We can supply you with everything you want, and believe we can save money for you.
At present we have a splendid stock on hand, and our new goods are expected this week.
Order your Teas, Coffees and Butter, through us. We keep the best, and you can always rely on good goods at right prices.
We have bought the Grocery Department from the People's Bargain Store, and will be pleased to have you call and see our stock. With first-class goods and a strict attention to business, we hope to win a share of your trade.

P. M. McKay's Sons, Milton.

In the "Canadian Champion," Milton, Ont., P. M. McKay's Son's ad was noticed—for its oddity more than its beauty. No heading is to be seen, no opening sentences. The ad just starts off with

Shredded Wheat Biscuits

2 packages for ——

and then follows other enumerations. P. M. McKay's Sons do, however, come into the ad, even if only for a line. They say, at the close: "Give us your trade—we will do the rest." You of Milton, more of the personal element in your ads.

Cain Bros., Yarmouth.

"Brevity is the soul of business" might be advanced as the philosophy of Cain Bros. The Cains believe to give the word is all that's necessary. Accentuation is needless. Consequently, in a 65-line double-column space only thirty-five words are to be seen. But Cain Bros.' style has a praiseworthy side to it—their ads will never be lost in a plethora of announcements. The exclamation marks and the white space and the preponderance of rules have a certain magnetism over readers.

Hunter, of Cornwall.

The "Cornwall Freeholder" has among other grocery ads that of "Hunter's Tea and Crockery Emporium." The ad under criticism specializes on tea, coffee and spices. The short paragraph is employed throughout and the tone of the matter is creditable.

Hunter's ads would be improved by the addition of forceful headings.

K. George & Co., North Bay.

K. George & Co., employ publicity methods much similar to Cain Bros. But the compositor hasn't given their ad sufficient balance. As a result it has a top-sided appearance.

Hughes & Ford, Boissevain, Man.

"Exceedingly plain" best describes the ad of Hughes & Ford clipped from a Boissevain paper. Details are given without any adjectives and very little "exhortation to buy" appears.

Woodman & McKee, Coaticook.

Woodman & McKee, Coaticook, Que., have a mastery of the retail "lead-on

Between Seasons

Pardon a word about our store. It's clean. The entire stock is gone over at least once a month. That is why there are no bad odors. It's ventilated. That prevents the mixing of flavors, and the store is as sweet Monday morning as on Saturday night.

Our clerks are efficient. Their knowledge of the goods we handle will help you in your shopping.

Our delivery system is prompt. We haven't an airship or an automobile, but we're doing our best and trying to make it better.

We believe that in getting foodstuffs it pays the consumer to buy the best. We get them for you. Out prices are as low as we can make them and get a fair profit.

We want your confidence, and so we won't sell you punk for prunes or turnips for jam. We will tell you just what you're getting so far as we know, and we make it our business to know our goods.

THE GOOD GOODS GROCERY CO.,
FAIR VIEW.

The Personal Ad.

talk. They open up with what might be dubbed an non-committal heading, then comes the advertised article, then this climax: "Price? Why, not higher than the price of common salmon—only 20c. per jar." Woodman & McKee, strive for better type display and enclose your ads in borders.

Nelson Aubrey, North Bay.

North Bay has a candid grocer in Nelson Aubrey. This gentleman recently purchased the grocery stock of W. Irving and in proclaiming the fact to the people of North Bay he states his case frankly—with little or no color. Mr. Aubrey evidently cherishes the belief that merit in the man, rather than merit in the ad, secures trade.

O'Donnell & Co., Forest.

Think that prices rule the world—at least, around bargain time. So when they have special inducements to offer in white wear and toilet ware, they merely enumerate the particulars and leave the rest to the sagacious instincts of buyers. O'Donnell & Co.'s ads could be set more effectively.

R. Brett, Tottenham, Ont.

Has the "because" reasoning down pretty fine. But he really employs the manufacturer's style and on this point, no doubt is influenced by the makers of the particular brand of flour he seeks to boom. Brett's ad is attractively designed and attractively set.

N. Rousseau, Cookshire.

The chief facts that N. Rousseau, of Cookshire, Quebec, attempts to impress upon the minds of his readers is that he is a grocer. But N. Rousseau does not employ any of the argumentative arts. Seemingly, he relies upon his name and address and—himself behind the counter.

J. C. Hanley & Co., Belleville.

J. C. Hanley & Co., run one of the silent appeal ads on vinegar, spices, etc. In a 55-line space nothing is to be seen but bare particulars. Hanley & Co.. come closer to your customers. Tell them some of those things about your store that you know to be true.

E. O'Flaherty, Stratford.

Any person glancing over the back page of the Stratford "Beacon" cannot help but notice E. O'Flaherty's ad. It is only a small one—30-lines, single column—but it is characterized by suitable display and there is no crowded appearance. O'Flaherty's style couldn't be improved upon unless he was to make a daily bulletin out of his space, i.e., one day put in, say, butter (quoting prices), the next day tea, and so on.

J. Ward, Selkirk, Ont.

Has some fairly good matter in an ad that is badly set instead of consolidating the least important statements, thus giving emphasis to the most important, the compositor indents a line here and there and everywhere, which cannot help but give the ad a hacked look.

G. W. Milton, Sackville, N.B.

George W. Milton makes his ad in the "Tribune" speak. He employs turned rules, index marks, etc., to assist his "straight from the shoulder" statements. Mr. Milton is on the right track. He might consider the advisability of alternating a catchy sidehead with the plain unadorned sidehead he now uses.

Henry Robbins, Vienna, Ont.

Disproportionate emphasis on chief lines constitutes the gravest fault of Henry Robbin's ads. Otherwise the clarity of his ennunciations and the pointedness of his comparisons are first-rate factors.

SAMPLE ADVERTISEMENTS.

Sample ads ought to be suggestive over a wide territory and consequently may not do for a cutting out or using holus-bolus by grocers anywhere. Here are two, one a little personal talk on the methods and aims when perhaps no particular line is demanding publicity,

Dried Fruits

You'll have to pay for them this year. Valencia raisins are a quarter crop ; the privileged company in Greece has put up the price of currants ; sultana raisins are a failure ; there is a good crop in California, but the demand will be very heavy, and the Growers' Association want all they can get. The same is true of prunes.

We have the best goods on the market, and we have lower grades as well.

Valencia Raisins	**12c to 15c**
Sultanas	**12c " 20c**
California Seeded	**12½c " 14c**
Currants	**10c " 13c**
Prunes	**7c " 15c**

The increased cost will not mean much to any single housekeeper; stop and think before taking inferior goods at low prices. Come and compare the various grades. We always advise the best.

Sunlight & Season,
TORONTO

The Seasonable Ad.

the other is a suggestion in regard to dried fruits. This telling the people things they dont know will interest them. Stimulate interest in your ads and increase your reputaion as a grocer who knows. It is the grocer who knows his business in whom the people will have confidence. Demonstrations of knowledge on the part of the grocer ought to be effective. There's one thing about these knowledge talks, there is no end to them. When the entire stock has been gone over the advertiser can begin again and tell something else about each article.

A. A. B.

THE MAKING OF A GOOD SHOE

An Article for the General Stork Clerk

In buying a pair of shoes, or a stock of shoes for a store, the question of how to determine their wearing qualities is one difficult to settle by the lay mind. Yet there are points and features in the quality of the leather, and the workmanship, the close observation of which will give one a fairly good idea of what a shoe should be. The quality of the leather depends largely upon the age of the animal, and the process of tanning and preserving. The younger animal naturally has the softer skin and the smaller pore, which by simple tests can be readily distinguished from the hide of an old animal which is harder to the touch and has an open pore that more readily retains dampness, and as a result stiffens and cracks. In making a test to ascertain these points, a simple and effective way is to put some small object inside the shoe, such as the handle of a pocket knife, or a lead pencil, and press it firmly against the surface to be examined. This will stretch the leather and enable one to easily discern whether the grain and pores are coarse or fine. In fact any method by which one can give the leather a slight pull or stretch will give the desired result.

Workmanship.

The workmanship on a shoe is quite as essential to its wearing qualities as is the quality of the leather. In this connection, very little is hidden from the purchaser except the way in which the sole is fastened to the vamp, and even defects in this can sometimes be detected by a test in trying to pull the sole from the vamp, although one cannot give the same severity to-a-hand test as can be given by wearing the shoe for a few days (particularly when wearing a number seven shoe on a number nine foot.) Still the test is worth trying. The general workmanship, however, which is visible to the eye is usually a criterion of what can be expected in the unseen parts, for there would really be very little profit in putting a good class of work on the outside, and then scamping the parts that are hidden.

Essential points to be considered in this connection are, the manner in which the eyelets are put on, the regularity of the stitching, the apparent strength of each seam, and the way in which the smaller parts are sewed on. The single and double stitching should also be looked into as it will be noticed that some shoes have only one row of stitching, while others have two. The quality of the linings also, are some indication of what the shoe is, and of how it will last. Light, flimsy fabric, poorly sewn certainly detracts from the life of a shoe, and causes annoyance to the wearer by ripping, and puckering.

The Start to Shoedom.

The first operation in the making of a shoe is the cutting. The cutting is all done by hand, by laying the pattern on and following it around with a small knife. This makes a lot of work and cannot be done by machinery, for in every style of mens' shoes there are ten sizes, and to do the work for all by power would require a die for each size. The linings are cut in the same manner, but being thin, several thicknesses are cut at the same time. After cutting, the pieces are taken to the sewing department where they are sewed to their accompanying parts. The linings are treated in the same manner and are then joined to their counterparts in leather. The uppers are sewed together first, then the black strap is sewed on, and finally the whole is joined to the vamp, or part between the sole and the upper. The soft part of the shoe having then some semblance of the shape it is to be, is lasted, or put upon the wooden form, on which has already been lightly tacked the leather insole. The lasting machine is a wonderful piece of mechanicism. It has ten fingers which take hold of the leather in a way that is almost human, and hold it over the shoe form while the operator puts in the tacks with a small hand machine that drops tacks quickly as one could count them.

Ready for the Sole.

The shoe is then ready for the outer sole, which has had a groove cut around the edge, and about half an inch of its wearing surface turned back to receive the sewing. The soles are sewed on by machine, the operation taking but a few moments. The shoe is then ready for heel. The heels are built up with solid leather in layers which are cemented, and subjected to a pressure of twenty tons in order to make them compact and show no joints between layers. When the heels are all thoroughly hardened they are taken to a machine where the nails are put in. This also consists of one operation, the whole set of nails around the heel being driven in by one down pressure of the press.

This about completes the general constructive part of the shoe, but it has yet to go through many handlings before it goes out of the factory. All the rough edges of the soles and heels are pared down and smoothed off by knife heads and buffing wheels, and the soles cleaned up and smoothed by sand wheels. The light colored leather is then blackened, and burnished with hot steel burnishes operated by power.

All shoes go through an ironing process, which consists of placing them on a form just as a woman would a garment, and going over them with a double handled hot iron. This smoothes out all the wrinkles and gives them an even, finished appearance.

The Shoe Doctor.

They are then ready for the inspector. Each shoe is picked up and looked over inside and out for flaws either in the work, or the leather, for by this time the leather has had a great deal of pulling and stretching and if it is weak in any part, the defect can be now easily seen. When any faults are found, shoes are turned over to the shoe doctor who looks them over and fixes up the fault if it can be fixed. If it is an "incurable," it is separated from the rest. When a sufficient number of these shoes are gathered together they are jobbed off for what they will bring, going out into the world, unstamped and unnamed.

One of the most interesting machines in a shoe factory is the Goodyear welt stitcher. The Goodyear welt is a strip of heavy leather about three quarters of an inch wide which is first sewed on to the vamp, and then to the sole with a lock stitch. The feature of this stitch is that the sole can be cut anywhere or worn down without the stitching losing its power or coming out

TEA: WHERE IT GROWS, ITS MAKES AND KINDS

To have an intimate working knowledge of all the multitudinous kinds, styles and gradings of tea is without the bounds of the necessary knowledge of a competent grocer. That is for the expert whose vocation is tea. Without, however, being fanciful in his pursuit of knowledge a grocer might very well make himself aware of the principal kinds and qualities of the teas of the world.

Of these there are something over two hundred. This list looks less formidable when it is remembered that there is considerable similarity in the classification and grading of the teas from the six principal producing countries and that China, the most prolific of varieties, has only some half dozen general classifications.

There are estimated to be in the world some 3,000 tea brands, blends, trade names, trade marks, package names, etc., connected with the tea industry. In the list of China teas given below there are some of too low a grade for admission to America and others too expensive for export, and consequently unknown to the general trade.

The World's Supply.

Taken in the order of the volume of their contributions to the world's tea supply, that is, their exports, the producing countries and their exports are: India, 207,159,000 lbs.; Ceylon, 157,929,000 lbs.; China, 193,016,000 lbs.; Japan, 46,069,000 lbs. What country produces the most tea is not known, because nothing is known of the volume of China's domestic tea trade. If the 400 millions of Chinese are heavy tea drinkers the total production must be enormous. As it is the foreign tea trade is confined to the treaty ports.

Canada's importations last year with the country of origin were: Ceylon, 11,557,916 lbs.; India, 8,889,343 lbs.; Japan, 3,910,062 lbs.; China, 775,192 lbs.; other countries, 14,709 lbs.

China Teas.

China teas sent abroad are mostly of two kinds, China greens, the outlet for which is Shanghai, and China Congous, black, so-called "English breakfast tea." There are besides Souchongs, seldom used in America, China Oolongs, also black, scented teas and Mandarin. There are also considerable exportations of compressed tea, fannings and dust.

China greens are of two kinds, country greens and Ping Sueys. Country greens are classified as to cup qualities as follows: Moyunes, (Nankin, Pakheong and Hyson liquored), Teenkais, Fychows, Soeyoans, Wenchows, local packs.

Each of these kinds is prepared in the following kinds or makes:

Gunpowder — Extras, first, second, third.

Imperial—First, second, third.

Young Hyson (Foong Mee, Chun Mee, Go Mee, Sow Mee)—First, second, third, cargo.

Hyson—First, second, third—Twankay.

The gradings for all country greens are: Fancy, choice, finest, fine, medium, standard. Fychows are smoky teas not admitted to America.

Chinese Styles or Makes.

The styles or makes of Ping Sueys are: Pin heads, extra gunpowder, first gunpowder, second gunpowder, third gunpowder, first pea leaf, second pea leaf, first Young Hyson, second Young Hyson.

China Congous are known as South China, red leaf Congous, North China, black leaf Congous, and some other various types. The classifications of North and South China Congous are:

South China.	North China.
Kaisow	Moning
Cheong-lok	Ning-chow
Chick Sowkai	Ke-Mun
Ching-wo	Ichang
Saryune	Kin-tuk
Soumoo	Oonfa
Sin-chune	Oonam
Suey-kut	Chun Sowkai
Yung-how	Yung Low Tung
Yung-tong	Oopak
Paklin	Liling
Paklum	Kutoan
Panyong	Ho-how
	Shuntam

The other Congous are Campoi, Canton, Hoyune, Padrae, Pekoe, Pouchong, Qui-fa, Tayshan.

China Oolongs are sub-divided as follows: Amoy (Kokews, Mohea, Ningyong), Ankois, Bohea, Foochow (Saryune, string teas, with these gradings, choicest to choice, finest, fine, superior, good, fair), Suey Kut, Ching Wo, Tycon, Panyong, Padrae, Pekeo-oolong.

The Souchongs of China are sub-divided into Canton (new make or Macao), Lapsing ("Foochow-souchong"), Oolong-souchong, Padrae, Pekoe, Tonmow-quam, Panyong.

The scented teas are sub-divided thus: Capers — Gunpowder, called "black pearl."

Pekoes—Pekoe, Orange-pekoe, Flowery-pekoe, Hung-muey.

Pouchongs—Pouchong, Pouchong-pekoe, Padra-pouchong.

Canton scented ("Congee").

Macao.

System of Marketing.

In India and Ceylon there is a different system of classifying and marketing teas. In China the teas are brought to the treaty ports cured just enough to preserve them. They are put into great warehouses and there graded. In India and Ceylon the tea of every garden is completely cured and packed before leaving the estate. The result is that while the same classifications and gradings are followed quality is not uniform and an orange pekoe of one garden might be no better than a pekoe of another. In China and Japan, where the grading, curing and packing is done in bulk, the buyer can get any number of chests of exactly the same quality.

Tea of India.

Indasia teas include those of India, Ceylon and Java. Indian teas are classified by the districts of growth, ten of them as follows: Assam, Darjeeling, Travancore, Dooars, Punjab, Kangra, Sylhet, Cachar, Nilgiri, Chittagong.

The gradings are broken orange-pekoe, orange-pekoe, flowery orange-pekoe, pekoe, pekoe-souchong, souchong, fannings, dust—8.

Indian greens are classified as follows:

Colored—Gunpowder, 1st and 2nd, Imperial, 1st and 2nd, Young Hyson, 1st and 2nd, Sow Mee, Hyson 1st and 2nd.

Uncolored—Young Hyson, 1st and 2nd, Hyson, 1st and 2nd, fannings, dust.

In Sunny Ceylon.

Ceylon tea is classified and graded almost the same as the Indian product, though according to the Tea and Coffee Trade Journal the black has one more kind. The classification from the best downward is as follows: Broken orange pekoe, orange pekoe, flowery orange pekoe, pekoe one and two, broken pekoe, pekoe souchong, broken pekoe souchong, fannings, dust.

Ceylon greens are classified thus: Gunpowder 1st and 2nd, Imperial 1st and 2nd, Young Hyson 1st and 2nd, and Hyson 1st and 2nd. Dust and siftings are known as choice to fancy, fair to good.

Island of Java.

Java teas are known as follows :

Blacks—Pekoe, pekoe-souchong, congou, oolong.

Greens—Imperial, Hyson, Young Hyson.

Japan teas are spoken of as pan-fired, sun-dried, basket-fired, porcelain-fired.

The gradings for each of these kinds are : Extra choicest, choicest, choice, finest, fine, good medium, medium, good common, common. Other kinds are nibs, dust and fannings.

Formosa produces but one kind, Formosa oolong. The other name is Tamsui and the gradings are eleven : Fancy, choicest, choice, finest, fine, fully superior, superior, fully good, good cargo, fair cargo, common.

There are four leading districts in Formosa : Chap Ko Hoon, Paichie, Sinteam, Chuitngka.

Grading an Uncertainty.

The grading of tea is not a very certain quantity ; the terminology is usually local, applicable to a particular market, and the goods are always sold by sample.

Some tea is grown in Natal, but it is not considered very good and the trade is largely local. They name it golden pekoe, pekoe souchong, flowery pekoe, souchong and other Chinese terms for blacks.

The United States has a tea garden in South Carolina and the product has six classifications, souchong, oolong, suncured, shelter, green, and compressed tablets.

South American Mate.

Mate or yerba-mate is a kind of tea grown extensively in South America, Paraguay, Brazil, and Argentina. The consumption in Latin America is enormous, averaging 14 lbs. per capita, nearly double the largest tea consumption in the world, which is 7¼ lbs. in Australia. On several occasions attempts have been made to introduce it into the northern hemisphere but without success.

In addition to the kinds given above there are scattered throughout the world a couple of hundred or so plants which have been used locally for making tea-like infusions. There is the "camomile tea" of Germany, the "cowslip tea" of Great Britain, the "teamsters' tea" of Arizona, the "revolutionary tea" of New Jersey, the "coffee-leaf tea" of Indasia.

ABOUT TEA OIL.

Very little is known about the oil of tea—an essential or volatile oil—which is supposed to give to tea its peculiar flavor and aroma. Upon the amount of oil contained in the dried leaves depend the strength and pungency of this infusion. It is of a lemon color, lighter in body than water, solidifies easily with cold, and resinifies on exposure to air. It has a strong smell like that of the tea tree. It does not exist in the natural leaf, but appears to be produced during the process of manufacture, and it is possible that more than one kind of oil is produced.

According to Mulder, there is about 0.79 per cent. of oil in green tea, and 0.6 per cent. in black. It is supposed that the difference is caused through the fermentation to which black tea is subjected in the process of manufacture, dissipating the essential oil to a greater extent. The question of the effect of the curing process upon the essential oil — to generate or dissipate or liberate or modify it—is an inquiry of no little interest and consequence, and deserves more chemical investigation than it has received. New tea contains more of the oil than old. Physiologically it exerts a stimulating and intoxicating effect which is so powerful that the Chinese do not use tea until at least a year old. But the Chinese have very extraordinary notions. Occasionally, in Winter, ice is seen at Canton, which they collect and keep under the impression that there must be something very cold in it, and so with respect to tea. They have an idea there is a good deal of fire in new tea, and, therefore, keep it to get rid of the fire, as they suppose. It is a well known fact that green tea produces greater stimulating and intoxicating effects than black tea, which is probably owing to the greater amount of oil contained in the former. The headache and giddiness of which tea-tasters complain, and the attacks of paralysis to which, after a few years, persons employed in packing tea are found to be liable, are due to the action of this oil. The essential oil of tea is the only narcotic agent found in the tea-leaf and infusion.

Tea Plant and Its Bloom.

Production of Oolong Teas

(From the Journal of the Society of Arts.)

In Formosa the leaves used in the preparation of oolong teas are picked by women and children chiefly, and as picked they are placed in closely woven baskets, which are sometimes lined with jute cloth. When delivered by the pickers to the curing house the leaves are spread out in the open air, in the sunshine if possible, on a bamboo mat or in low bamboo trays, and are there stirred every five or seven minutes until the leaves are somewhat wilted, the edges pliable, and signs of fermentation are visible. The length of time required for this depends upon the sun, temperature, and similar conditions. The tea is then placed in bamboo trays, about four pounds in a tray, which are placed in a rack one above the other, with enough space between to permit free circulation of air and to enable the workmen to manipulate the leaves. The leaves are stirred up in these trays at intervals of from seven to twelve minutes as required, the fermentation being regulated and kept as even as possible in this manner.

Fermentation ordinarily is allowed to proceed for about two hours, after which a rack of tea, about 40 pounds of the leaf as a rule, is turned into a large circular bamboo tray and is again stirred and manipulated for two hours more, at the end of which time the edges of the leaf are somewhat dry, reddish brown in color, and have an odor of prepared tea. The leaf is then taken, in lots of four or five pounds, and placed in metal-firing pans over charcoal fires, hot enough to wilt and curl the leaf, giving it the soft, sponge-like quality of damp tea leaves, and enabling it to be rolled, this firing or wilting being accompanied by rapid stirring and tossing the leaf in each pan.

The lot of tea is then turned into a round-bottomed pan fixed in the end of a bench, upon which a workman sits, and the leaf is then rolled by hand to give it something of the form of ordinary country-cured Chinese or Japanese teas. The tea is given a second pan drying, followed by another rolling, and sometimes even by a third rolling and drying, although generally two rollings suffice. This rolling is followed by a drying sufficient to get the leaf in such shape that it can be transported to the firer for export.

This alternate process of drying and rolling varies with the weather, and indeed the whole process depends upon the conditions surrounding the leaf. The American consul at Amoy says that the process takes the green leaf, oxidises or ferments it until the edges turn a reddish brown and the entire leaf is wilted, then wilts the leaf over a fire until it can be rolled to give it form, later drying it for temporary packing. This latter process often includes a light firing in a basket over a charcoal fire.

The tea thus prepared for temporary keeping is known as "green leaf." It is packed in jute bags holding about sixty-six pounds, and is transported to the export firer. The leaf thus packed is dry, but it lacks the brittle condition of the tea as it is received abroad, and generally is much lighter in color than oolong as known to the trade. When received at the firing house it is picked over by women and girls for the removal of stems, dirt, or foreign matter generally. The final firing for export is done in bamboo baskets, giving the name of "basket-fired" to the product.

The firing which produces characteristic oolong is generally done in a medium sized room in some of the great brick buildings in which the large tea establishments are housed. In a firing room, a brick platform about twenty inches high is constructed, in which are round holes about two feet deep and two in diameter, ordinarily about a foot apart, and numbering from 50 to 300, or even 400, in one establishment. In each one of these holes a charcoal fire is built, and the charcoal is burned until all flame disappears, the room becoming a great furnace, into which coolies rush with covered mouths and nostrils to stir the fires and prepare the little furnaces. When finally the charcoal in each hole or furnace becomes a bed of live coals without flame it is covered with charcoal ashes to temper the heat and preserve the fire. The entire room is still hot, and is maintained in that condition for days at a time. Ordinarily it will require perhaps twelve hours to burn the charcoal to a proper condition and have the room at a proper temperature, the covered charcoal giving off a steady heat.

The firing is done in bamboo baskets about three feet high and a little over two feet in diameter, open at both ends, and with a sieve placed a little below the centre as a bottom. Such a basket is placed over an open furnace or hole in the brick platform, and about seven pounds of the green leaf are placed in it. The leaf is practically untouched for about three hours, until the quantity of leaf in the basket has become thoroughly and evenly heated, naturally running through a slight wilting in becoming heated. Firers then pass from basket to basket stirring the leaf, so as to keep the drying process even and regular, ordinarily about an hour between the stirrings being sufficient. It generally requires from seven to twelve hours of such firing to evaporate thoroughly all moisture in the leaf, baskets generally being set in the evening and removed in the morning, the tea being boxed while warm. The firing of the tea also varies for the variety of tea desired, heavily fired teas being desirable for some markets because of the darker infusion they give.

Machine curing of tea has been attempted in Formosa, and the Japanese Government is now supporting an experimental machine plant at Auping, Formosa. It is generally agreed by tea men, however, that the results so far have not been successful or satisfactory from any standpoint, and that the plant is run at a loss. There is no present likelihood of the machine method succeeding that of hand firing. The fact is that while, of course, oolong tea derives more or less of its meritorious qualities from the nature of the leaf itself, there is peculiar merit in the manner in which the leaf is handled, and much depends upon little things which a machine cannot accomplish.

CARE OF SALT FISH.

It often happens that packages of pickled fish are roughly handled in transit when shipped by rail or boat, causing the hoops on barrels, half-barrels and kits to loosen and naturally the pickle leaks out, says the Maritime Merchant. If the packages are left in this condition for a period of five to ten days, the fish are liable to become stained and rusty. It is, therefore, important as soon as mackerel and other kinds of barrel fish are received, to examine the contents of packages, and if they are dry or any of the pickle has leaked out, to make a brine of salt and water, just strong enough to float an egg or potato, and cover the fish with said brine, which will restore the fish to prime condition if attended to immediately.

Barrels and half-barrels of salt and pickled fish when stored should be examined every thirty days, and if packages have leaked any, same should be refilled with brine. Do not pour fresh water into a barrel of fish—this method causes troubles, as it weakens the original brine, and when the pickle is not sufficiently strong to float an egg or potato the fish turn sour. Another important matter regarding all kinds of fish is to keep in a cool place and out of the sun.

DRIED FRUIT IN THE MAKING

There is a lot about dried fruits that the purveyor of food stuffs, wholesale or retail, has little opportunity of learning. Recently one of the largest and most reliable California dried fruit houses wrote to their Toronto representatives, W. G. A. Lambe & Co., a very instructive letter on the subject. It was in part as follows, after a comment on the common lack of information in the trade and its inconvenient results :

Now, at the outset of the discussion of the details of this matter, if you will in your own mind compare our position at this end, so far as securing dried fruit is concerned, with that of the country merchant who takes in butter from the farmers, you will get a very good idea of the situation and of the difficulties that surround our getting hold of the right goods.

In the districts in which we operate all fruit is cured in the sun, and usually by the farmers who grow it. As a natural consequence, the quality of the dried fruit depends largely upon the character of the farmers, for it requires no little care and skill to produce a first-class article, and the percentage of really high-class dried fruit that is produced each year is about the same as the percentage of really good butter as compared with the total amount that is manufactured.

To obtain the best results, the fruit should be fully ripe and picked by hand, not shaken from the trees, as is too often done by farmers, who will not go to the expense of properly picking their fruit.

The fruit is usually cut and pitted by girls, who lay the halves pit side up upon the trays, which are about three feet wide by eight feet long. The trays are immediately placed in the sulphur house, where the fruit is sulphured by the burning of sulphur. The trays are then spread out in the sun, and the fruit is nearly dried. The trays are then stacked and the curing completed in the shade. This method is pursued in the drying of pears, peaches, apricots, plums, nectarines, etc.

In curing prunes, the fruit is permitted to drop, and is never considered fully ripe or in proper condition for drying so long as it hangs on the tree. The fruit is first dipped in a solution of lye in order to break the skin, then washed in cold water, and spread out upon trays in the sun. It is necessary to cut the skin with lye or the fruit will not dry properly.

Prunes are not sulphured, except in the case of ruby prunes which are simply the black French prunes bleached with sulphur.

In our many years' experience in this line we have learned from what varieties of fruit and from which farmers we can get the best results. It is always our aim to handle the crops of men who thin their fruit properly (that is, who pick off all the excess fruit on their trees in order to permit the full development of the fruit remaining) and who carefully pick and properly dry their crops, and such men are scarce as compared with the total number engaged in the fruit business in this state.

The fruit comes to us just as it is taken from the trays, and is run over a grader, which sorts the fruit into the various sizes. This grader is made up of a series of perforated zinc plates, with apertures of the proper size for standard, choice and extra choice. Anything larger than extra choice goes over the end of the grader, and is carefully sorted by hand.

To grade fruit properly, the grader is run very slowly, but it has become a very common custom to reduce grades considerably by increasing the speed of the grader, which throws a percentage of standard fruit into the choice, choice into the extra choice, etc. This is one of the tricks of the trade, and accounts often for a variation in price on the same grade of goods.

After the fruit is graded for size it is graded for quality, for in many instances fruit may be of the proper size, while it lacks style in appearance, in which event it is often necessary to drop it back a grade. This is particularly true of the higher grades.

In grading prunes it is impossible to get an accurate count, and they are blended after grading to get them to the proper size. It has become the custom to fill orders on the seven point ; that is, a 47 is considered a 40-50 prune and a 57 a 50-60 prune, and so on.

Muscatel raisins are simply dried muscat (white) grapes, and are not processed in any way. The grapes when ripe are picked, spread on trays, and after one side of the raisin is cured, another tray is placed upon the top of the raisins, turned over, and the original tray removed. They are then left in the sun until cured.

The large perfect bunches are sorted out when the raisins are taken from the trays, and the balance of the raisins are dumped into sweat boxes, and when delivered to the packing-house are run through a machine somewhat similar to a thresher, which removes the large stems, and the raisins pass over a series of screens which sorts out the various sizes—that is, Seedless Muscatels, Two Crown, Three Crown and Four Crown Loose. It has always been our custom to hand-sort the Four Crown, for it is, of course, in the nature of things that Four Crown, being the large grapes, would take longer to cure properly, and if the grapes were left until the Four Crown were entirely cured, the smaller sizes would be excessively dried, and we find it necessary to sort out and re-dry any large berries not fully cured.

The grading of raisins is susceptible of much manipulation, and this has been a source of considerable profit to unscrupulous packers, who quote what are apparently lower prices than those of the reliable handlers. A very slight difference in the size of the screens, and but little increased speed of the grader will easily make from ¼ to ½-cent difference in price.

Before crops were as large as they are at the present time, the fruit was shipped, with the possible exception of prunes, exactly as it came from the growers, that is, in dry, original condition, but competition of late years has become so keen that many abuses have crept in, notably the manipulation of grades and the excessive addition of water, to bring down the price.

This processing is usually done by dipping in either hot or cold water, which increases the weight, and resulphuring, in order to retain the color. This affects the eating quality of the fruit.

When processing we do but little more than sterilize the fruit, and if there is anything that can be said in favor of this method, we can say that it will go a long way toward preventing the fruit from becoming wormy during the hot weather, as it effectually puts an end to all eggs and moths.

Standard peaches, faced with choice, and branded "choice" ; 25-lb. boxes that will not weigh gross to exceed 25 to 27 lbs., are also methods used to reduce the price. In other words, the punishment is made to fit the crime. If the current market price on peaches is 6 cents, and some one wants a choice

peach at 5½ cents, it is really no trouble to make it.

Now, we have found in long years' experience in this line of business that the only way we can build up a trade that is at all permanent for ourselves, and at the same time for the jobber, is to try to supply good dried fruit. You will agree with us that, after all, the question of the quality of the goods is finally passed upon by the consumer. It is not a question of what you or we want, but what does the consumer want, and what will please him so that he will ask for the same thing the second time? This thought is paramount in our minds.

SUGARS LIMITED.

Progress of an Enterprising Canadian Firm.

Among the younger firms of Montreal that have sprung into prominence during the past few years is Sugars Limited. A Grocer representative on invitation recently paid a visit to their new factory and premises, corner Parthenais and St. Catherine streets, and the visit was an object lesson of what can be done by system, enterprise and push. Three years ago this business was started by Mr. Gardiner and Mr. C. A. McMillan, in a small, unpretentious factory on St. Therese street. Subsequently formed into a joint stock company, it has through the untiring energy, perseverance and management of Mr. Gardiner and the judicious application of the president, Mr. McMillan, developed to such an extent that it may be said that it is of its kind the largest, best equipped and most carefully planned factory in Canada. Mr. Gardiner has long been connected with this particular branch of trade, the maple syrup, sugar and maple products industry of Canada, and his reputation for push and up-to-date ideas and methods has made him a well known and welcome figure among the jobbing trade of the country.

In company with Mr. McMillan and Mr. Gardiner, a tour of inspection was made of the new factory and a description of the plant will be of interest to the readers of The Grocer and the company's many customers. Situated as the plant is on practically three streets, St. Catherine, Parthenais and De Montigny, the ground space covers an area of over 100,000 square feet, while the main building, which is three storeys and basement, covers over 50,000 square feet. This building has seven large receiving and two shipping doors and the loading and unloading is on a level with the delivery trucks, thus saving a lot of hoisting and extra handling. The main floor of the factory is a double one, the top and newer floor being of hardwood, laid on latest principles looking to endurance and cleanliness. The syrup boiling and jam and jelly rooms on the second and third floors are models of arrangement and utility, both sections being laid with heavy concrete and the kettles sunk into three feet of solid concrete masonry. This is a feature installed by Mr. Gardiner as it permits of the highest cleanliness and washing down of floors every evening without the slightest chance of any foreign matter entering the kettles and receiving tanks. The floors all slope to the centre, where a drain carries off anything accumulating in the course of the day's work. The walls of every room where manufacturing is done are painted white and are regularly washed and cleaned. In fact, the entire premises devoted to the preparation of the company's products are arranged on the most approved hygienic principles, and with the care exercised by the managers and foremen and forewomen of the different departments, cleanliness is positively assured. To the reporter Mr. Gardiner said: "Our factory is open at all times for inspection and we cordially invite all dealers and others interested in our products to visit the premises and to see for themselves how carefully and hygienically our goods are prepared."

The large warerooms and storage flats were being rapidly filled with fruit, fruit pulp, bottles, jars, tins, cans, kegs and barrels. In the pulp room over $25,000 worth of raspberry, strawberry and other fruits had already been prepared and housed ready for putting up in season. Carloads of peaches, grapes and plums were coming in and being prepared for reserve storage. This feature, the putting up of pure fruit jams, jellies and juices, is one of the latest additions to the company's products and promises to be a revelation to the trade. Sugars Limited, have been known far and wide as manufacturers of maple sugar, maple syrup and kindred products and the Diamond Brand maple syrup and their patented and original Twin Block pure maple sugar are too well known to dealers to need particular reference in this sketch.

The boiler and engine room, which, by the way, is at the extreme end of the plant, is large and lately equipped with a new 50 horse-power Corliss engine At the end of the boiler room is an artesian well, 350 feet deep. This feature is worth referring to owing to its uniqueness and the fact that absolutely pure spring water is only used in manufacture where its use is found necessary.

Large and well-lighted offices with a large concreted vault are situated on Parthenais street at the northern end of the main building. In the large yard space, and removed about 50 yards from the factory proper, are the storage sheds and stables and coal bunkers, all of them arranged for prompt loading, unloading and handling of supplies, while the yard area itself is large enough for another factory 300 ft. by 150 ft. Toilet and wardrobes and lunch rooms have been provided for the help and in this, too, order, system and cleanliness are the striking characteristics.

Though Sugars Limited, have only been established about three years the development has been remarkable and agencies have been established in all the larger Canadian business centres, as well as an opening established in Great Britain, and with the push and brains that are behind the concern Montreal may well feel proud of Sugars Limited.

An Ideal Grocery Store

Sherbrooke, P.Q., situated at the junction of the St. Francis and Magog Rivers, is one of those Canadian cities that appeals to the hard-headed business man and manufacturer and the lover of romantic scenery alike, to the former for its location in the midst of a prosperous thriving community, and its available water-power and to the latter for its really romantic and beautiful natural environments. The St. Francis River on either side has high sloping banks, beautifully wooded and studded with fine residences, parks and ornamental public edifices, churches, hospital and schools. The turbulent Magog tumbling its three hundred feet or more has been harnessed into something like submission to do the will of man for its rushing waters in their descent to join its more placid sister stream, turns many a wheel of industry. Within a stone's throw of where the Magog makes its last and final plunge stands the model store of May & Houlahan, grocers and importers. The two photographs presented herewith give but a general idea of the exterior and interior of this establishment, the personal view is one that is bound to remain impressed on the observer. Two large plate glass windows, both with three sides are built out to the street line. The right window, owing to the fact that the building is built on the street slope has a unique sub-window with an arched plate glass,—this arrangement practically gives two window floors for advertising and display. The lower window during the evening is lit up by cleverly arranged electric lights showing up the package goods so tastefully arranged.

With the upper windows also well-dressed and illuminated the attractive power is very much enhanced. In the window to the left of the door May & Houlahan have arranged a fountain whose trays are filled with vegetables and greens and the gentle and well-regulated spray from the fountain keeps the lettuce, celery and other greens beautifully fresh, bright and tempting to the eye of the consumer. The proprietors have been highly complimented by their customers for this attractive and practical arrangement and that their business in this line has been enormously increased and more satisfactorily done they take pleasure in admitting. As a drawing advertisement it is difficult to excel.

The interior of the store is wide and arranged with a view to prompt and ready service. The left side on entering is devoted to biscuits, cakes, fruits, etc., while the rear end of the store is taken up with the large refrigerator and cured meat department. A feature on entering on the right front is the arrangement of the flavoring extract and fancy grocery department in a large and handsome show case or cabinet. The offices for book-keeper and cashier are at the back.

May & Houlahan are both young men, though of many years' experience in the grocery trade. They are successors to T. W. Fuller & Son, one of Sherbrooke's oldest grocers and now a prominent manufacturer in the city. E. H. May having been seven years and F. P. Houlahan twelve years with Fuller & Son in the same stand. Both gentlemen are thorough grocers, posted in all branches of general and fancy groceries, and possess the qualities that go to make success—attentiveness, promptness and politeness. They are watchful of their customers' requirements and interests and keen buyers, watching the markets and on the look-out for new lines and ideas, and close observers of the trade barometer as portrayed in the Canadian Grocer and other trade Journals. With these qualities it is not hard to argue that they enjoy the confidence and support of Sherbrooke's desirable customers. Dealing in staple groceries they are also noted for their fancy table delicacies, importing the finest English, French and American specialties direct. Truly it may be said that May & Houlahan possess an ideal Grocery Store and The Grocer is pleased to present the accompanying photos to its readers.

LAMPS AND NEW DESIGNS

With the coming of electricity into common use for lighting purposes there have also come new styles and designs for fixtures, so that each succeeding year has eclipsed the previous one in the creation of striking and novel designs. But the old coal oil lamp has not been forgotten by those who have lavished their art and taxed their ingenuity in the endeavor to bring out new designs in lamps and their accessories. In coal oil lamps, one of the newest lines to be brought on the Canadian market is the beaded fringe, reception lamp. They are made in different styles, but each one is a handsome and useful ornament. A particular feature of these lamps is the glass beaded fringe which is suspended from the shade. These fringes are made in clear and tinted glass, and have a softening effect upon the light without materially lessening its power. These fringes are about four inches in length, and do not add any emcumbrance either in appearance or weight.

These lamps are made in styles adaptable to the furnishings of any room. The Dutch style is quaint and artistic, with its delicate tints, and its painting typifying the peasant life of Holland. For an odd piece, or for a room furnished in the Dutch style which is now so popular, this lamp gives a grace and finish that few pieces of furniture give. Then there are the Art Noveau and the Rookwood, which are adaptable to any drawing or reception room, giving out a soft, mellow light from their colored shades and fringes. The Cathedral or Mission design stands alone in uniqueness of color and style. It is a deep, rich red, plain and simple in ornamentation. Its color scheme can best be described by calling it tesselated. Irregular black lines divide the red squares. For a den, or a room furnished in the Mission style, this lamp would have a beautiful effect when lighted.

Considering the value of these lamps the price is not excessive, and some of the cheaper styles could well be stocked by the country store, particularly in the Christmas season. From four to twelve dollars is the range, and for the smaller price some nice lamps can be had.

INVERTED GAS LIGHT.

But not only are new designs in lamps being brought out largely this year; new methods of lighting have also been evolved. Experiments with a new lighting system have been carried out in Scotland in which kerosene oil is used. The oil is stored in a tank, which is attached to the base of the standard carrying the lamp. In the top of this reservoir is a cylinder filled with compressed carbonic acid gas, with a small oil container at the bottom holding from one-half to two gallons of oil, which automatically flows thereto from the larger receptacle. A reducing valve connects the oil container with the carbonic acid cylinder, and a small tube leads to the burner, which has a vaporizer consisting of a jet and an air-mixing chamber,

while the burner is fitted with an incandescent gas mantle. The oil is forced from the oil container to the vaporizer through the small tube by the pressure of the carbonic acid gas. On reaching the vaporizer the oil is converted into gas and passes through the flame spreader where it combines with the air, and thence to the incandescent mantle. The lamp is economical in consumption, a light of 200 candle power being obtained for 45 hours with a consumption of one gallon of oil. The light is said to be

A Unique Design, with Inverted Light.

clear, bright, and of great penetrative power.

Care of Lamps.

The care of lamps is a simple thing, yet many serious conflagrations have been caused by the explosion or upsetting of a lamp. Cleanliness is the surest safeguard in the care of lamps, as it is only a dirty, congested lamp that is ever known to explode. A burner that is kept clean radiates heat, while a dirty burner conducts the heat to the lamp. If the wick is too small the flame will travel down the tube; if there is a leak at the collar, escaping gas ignites, and if the burner has been removed for the purpose of filling the lamp after it has been burning the gas within the globe expands and may reach a nearby light.

New Cylinder Lamp.

In gas lighting one of the newest lamps out is the Humphrey nickel cylinder lamp. The cylinder ventilator gives added draft and promotes combustion efficiency, as well as keeping out moths and dust or anything that tends to injure the mantles. This lamp requires no match or taper to light it. There is a minute gas jet burning continually which ignites the main jet upon pulling one of the small chains. This small jet becomes extinct when the large light starts up, but ignites again by the action of putting out the large light. For stairs, hotels and public buildings this is an admirable lamp.

Inverted Lights.

The inverted gas light is constantly growing in public favor and the wonder is that it was not brought into more general use before. One of the chief advantages of the inverted gas mantle is that there is no shadow thrown from it, and hence no necessity of adjusting in order to get the direct rays of the light. Then there are decorative results possible with the inverted light that cannot be had with the regular light. This point can be appreciated more in the cluster lights, and grouped lights for large rooms. The accompanying cut shows one of the pretty effects of the inverted lights in a very popular style of hall or reception lanterns suspended from the ceiling with a chain.

Emancipation of the Grocer

President Bischoff, of the New York Grocers' Association, addressing the state convention recently said in part on the subject of the power of association and the emancipation of the grocer:

Why the grocers as a class should be so indifferent to their own good it is hard to understand, but it is a lamentable fact that they are.

There is power in association, and the proof of it is before our eyes every day, yet it is the hardest thing to get some grocers to join an association, at least in our city.

As I have stated before, men have combined for good or evil since time immemorial, and at the present day we have the outgrowth of this tendency in the large commercial corporations, gigantic trusts and combinations of immense capital.

There is power in association, and I would like to have every grocer in every city and every town of this state be a member of an association. He ought to be, and should be a power in the community, in his own city or town, and in conjuration with the sister association, he ought to be a power in the State of New York.

Why should not some of our members have seat and voice in our city councils, and in the legislation halls at Albany? Are there not men among us well able to fill almost any public office? Would not your president and the members of your board of directors, and many a one from your midst, make as good and better public officer than many a one elected?

I would like to see this association a strong and a powerful body and a mighty factor in the State of New York, whose advice would be asking and whose wishes would be consulted, whose just demands would be complied with, and whose influence would be felt, not alone and not so much in politics, but in all matters pertaining to the public good, and to the welfare of the people.

Let us try to emancipate ourselves, let us break away from antiquated customs and habits, and to inaugurate reforms. Let us get out of the rut. Let us try to elevate the standard of our trade, and lift it to a higher plane. Let us try to teach every grocer that only in unity there is strength, and that to accomplish anything we must hold together, stand together and work together. We cannot do singly or individually, we must join hands with our fellow grocers; to bring about reforms it takes the combined effort of all members of our trade.

There is more than enough work on hand, so let us set to work and do it. We have the peddler nuisance, the horse thieves nuisance, dead beats, unfair competitors, price cutting, jealousy among our own members, long business hours, the question of impure milk and spices, unjust discrimination of the manufacturer between the ordinary retailer and the chain store keeper, and other evils that beset our trade on all sides. Let us keep up the fight, and not throw our gems away; success must eventually come.

Let us go out and spread the gospel of association, and when you succeed in building up an organization that counts every grocer in every city, town and hamlet in this state for a member, an active member who will not shirk his duty, you will then have an association that will be a power and a factor.

FISH BUSINESS ON THE ATLANTIC COAST

Its Weaknesses, the Causes, and the Remedies

By C. H. Whitman, of Canso, N.S., for the Canadian Grocer.

We are told that this is Canada's growing time and we rejoice to know that the Dominion is enjoying a period of great prosperity. We read of increased imports and exports—of thousands of emigrants coming in and bringing much wealth with them—of transcontinental railroads projected and building, and of existing railroads increasing their mileage—of the population of our cities increasing by leaps and bounds and the little hamlet becoming a busy, populous mart where thousands congregate — of land values going up and fortunes made thereby—of bank and savings bank deposits increasing at a marvellous rate and bank clearings showing evidence of a prodigious increase in the general volume of business—we read of all these things and know that they are true of this Canada of ours, and we rejoice, but down in these provinces by the sea the conviction clings to us that whatever the magician's wand may have done for the west in bringing about such wonderful transformations it has brought nothing startling, nothing phenomenal to these Lower Provinces, and we wonder when our turn will come.

Some of us are growing grey and are beginning to see the end from the beginning, but the dreams we had in our youth of development and growth have not been realized. Our fathers prospered and so have we, but only in a moderate way and by dint of the strictest economy and the closest attention to business. We are probably as happy as the more prosperous, perhaps happier, but we are not content. The desire for development is in our blood and will not be denied, and the swift-footed years remind us that what we have to do must be done quickly, because there is "no work nor labor nor device in the grave whither we go."

Catching and Curing Fish.

We who are here to-day are perhaps more interested in the business of catching, curing and marketing fish than in any other industry. Possibly we were born to it and have followed it through all the intervening years. We have seen splendid possibilities in it and have had an earnest and honest desire to realize some of those possibilities. We realized that the methods employed were crude and inefficient, that in catching, in curing and preparing for market and in marketing we had much to learn and were willing to learn it. We can congratulate ourselves on having accomplished something, but we realize that much remains to be done before perfection shall have been reached.

We are connected with a business that is subject to great extremes of success or failure, and often the lean years consume the fat ones. Probably very few businesses are subject to such sudden and violent fluctuations. It is a story as old as history. Even the Disciples on the Sea of Galilee had to exclaim, "We have toiled all night and have caught nothing." The winds, the waves, the ocean currents, the caprices of the fish and of the bait by means of which some of them are caught and upon which all of them feed all combine at times to rob the fisherman of the reward of his toil. We are not sure that it is desirable that it should be otherwise. The very conditions that exist are a school for the development of strong men, hardy, self-reliant, resourceful, brave men, men who are capable of grappling with difficulties and overcoming them, fitted for the task of wresting from nature her choicest secrets and developing themselves in the performing of the task. The native of the tropics who sits down and lets the fruit drop into his lap knows nothing of the joy of conquest and misses the mental and moral development that comes to the conqueror. He is weak, effeminate and possibly bad, a laggard in the task of working out the world's destiny, for this is, after all, what we, consciously or unconsciously, are doing. Whether we know it or not we are helping or hindering in the working out of a problem, and every man who resolutely faces a difficulty and overcomes it has made himself a better factor in the working out of that problem. Let us be glad that things are not too easy for us, that we are engaged in a business that presents difficulties to be overcome, problems to be solved, losses and disappointments to be bravely borne, as well as possibilities of success and development that encourage us to greater and more persistent effort.

Bad Times for Fisher Folk.

Our Nova Scotia fishermen have not been having a good time of late. In some localities this year there has been a fair measure of success achieved, and this applies chiefly to the shore west of Halifax, along which coast unusual catches of mackerel and herrings and a fair run of line fish have contributed to make the season a successful one for shore fishermen, but to the banking fleet of Lunenburg County and the whole coast from Halifax east to Cape North the season might almost be called a disastrous one. The lobster catch has been small, the weather in the early part of the season rough, bait has been phenomenally scarce and the catch of cod, haddock, pollock, mackerel and herring a failure along the most of the

Canso Harbor—Part of the Fishing Fleet in the Distance.

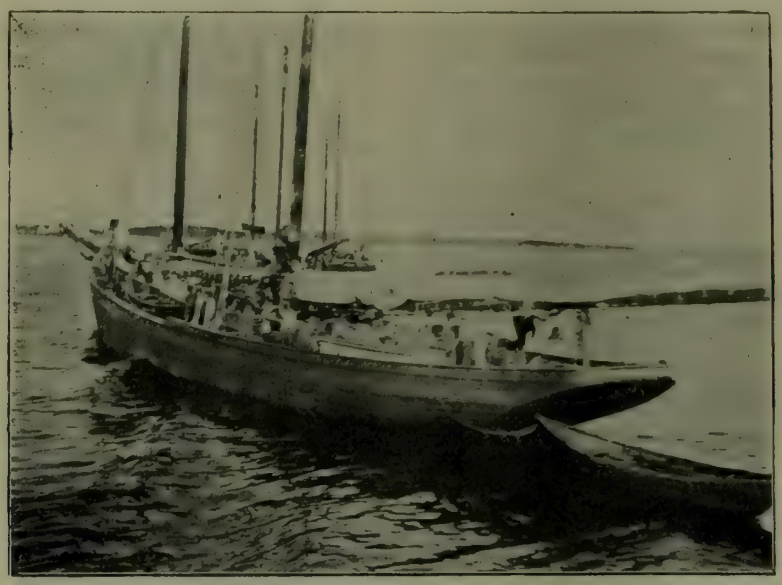
coast. The fisherman has "toiled all night and has caught nothing."

So far as the Lunenburg banking fleet is concerned last year was but little better than this in its results, and many of the men who make up the crews and some of the owners are saying, "We cannot stand this—we must find some other means of making a living," and when a man gives the best months of the year to a business and returns to his family with nothing laid in for the lean and hungry months to come he may be forgiven if he is ready to abandon a business that will not or does not afford him and those dependent upon him a means of living.

No Provision for Lean Years.

This is bad enough, but it is not all. An occasional depression is liable to come to any business and the provident will, in times of prosperity, lay up for the lean years, if the business they follow will admit of it. A more discouraging feature of the business lies in the fact that the average earnings of our fishermen scarcely admit of their making much provision in prosperous years for years of diminished income that are sure to follow. This is emphatically true of the fishermen manning the banking fleet of the County of Lunenburg and of a large part of the coast outside of Lunenburg County. No one can charge the Lunenburg fisherman with being improvident. He is an example for us all in the careful, saving way in which he husbands his resources and makes the most of his yearly income. Many of us with our more expensive, free-handed way of living would feel at a loss to know how to live on an income that would more than suffice for the more careful, prudent Lunenburg fisherman, who thinks himself well off if he finds that his Summer's work has cleared him $300, and seldom reaches that amount.

Outside the County of Lunenburg there are hundreds, probably thousands, along our coast whose annual income seldom exceeds $300, and whose more expensive, less thrifty habits keep the wolf at the door during the most of even a long lifetime. There are exceptions. Almost every community has its exceptions, and there are communities, particularly in the western end of the province, where the fishing population is marked by a superior intelligence, a laudable ambition to excel and an energy in the prosecution of their business that will not be denied, and makes them easy leaders in the business they have put their hands to. The same intelligence, the same ambition and the same energy would make them successful anywhere if success were possible, and it must be admitted, with some sense of humiliation, that in too many instances our fishermen have only themselves to blame if the fishermen of the western end of the province are leaving them behind. They have no better fishing grounds and perhaps no better markets, and are often hampered by a swift-flowing Bay of Fundy current that will only let them fish at the slack of the tide, and yet they get more out of the water, man for man, than do the fishermen more favored by nature. There is this to be said, their proximity to the Boston market and intimate contact with the pushing, aggressive fishermen of the coast of Massachusetts are factors in their favor that are, to some extent, denied to others.



A Banker Waiting for Bait in Canso Harbor.

What is the Remedy?

Perhaps we have said enough about existing conditions. Where shall we find a remedy for evils that exist? How shall the fisherman make his business less of a lottery, his income larger and more assured? Shall he abandon his calling and seek under other skies and in an entire change of occupation and surroundings a means of livelihood denied him here? There are some countries that are good countries to leave. A man living in Iceland, Greenland, or on the coast of Labrador might wisely seek Summer skies and more pleasing surroundings. A citizen of Russia to-day might be forgiven if he left such a home of the oppressed and down-trodden and sought under a foreign flag the peace, security and plenty denied him in the land of his birth. Many in Eastern Canada are immigrating to the great Northwest, and under entirely new conditions but the same old flag, are seeking to better their condition. Many thousands of our people have crossed the boundary line and sought in the United States a betterment of their condition. Many have succeeded there—many have not. The caves of ocean hold the whitened bones of many of Nova Scotia's sons who left home, light-hearted and hopeful, to find naught but an early grave. Is Canada so poor in natural resources, her future so lacking in promise of material development, that we must leave her behind for the life of an alien under a foreign flag?

Are these provinces by the sea so incapable of satisfying a reasonable ambition and their future so dark and forbidding that the training of years must be thrown away and men who have ploughed the sea abandon it for the ploughing and seeding of the prairie whose rolling surface is not less monotonous and lonesome than the surface of old ocean? We hesitate to give any such advice. We know that even the farmer has his troubles—that for him as for others "moth and rust corrupt and thieves break through and steal." We have not forgotten there have been years when the grasshopper and the locust consumed every green thing, and that frost and drought are liable at any time to step in and scatter disaster and disappointment over the fertile prairies of the west.

Stay and Seek a Way.

We need not belittle those fertile plains. They are ours, a part of our God-given heritage and destined to support a prosperous and happy population which will furnish a market some day for our product of the sea. Let us not, without more reason than at present exists, "fly from the ills we have to those we know not of." Let us rather inquire diligently how we may make the incomes of our fishing population larger and more assured, carrying about with us always the conviction that the time

is coming when Canada, with 50,000,000 of people within her borders, shall furnish a ready and profitable market for our products, when the west will contribute to the wealth and prosperity of the east and pay back the millions we have spent in opening up that magnificent country and making its development possible. How may the business be developed and made more profitable and at the same time be given a steadiness and evenness not now possible ?

First, concentrate.

It is not for the interest of the fishing industry or the individuals who carry it on that they should be scattered along a line of coast in isolated settlements sparsely populated. It is clear that much of the unprogressive character of the industry is due to the fact that a large part of our fishing population lacks the stimulus and strength that numbers afford. The small, isolated communities along our coast possess few educational advantages, seldom come into contact with the outside world, get few newspapers and fewer books and do not know as they should what is going on abroad. They seldom get in touch with the well informed, the intelligent and the ambitious from whom they might catch inspiration, and too often believe that they know all about the business they are pursuing, and that the methods they employ and which their fathers employed are all that could be desired. The result is we have a lot of unambitious, unprogressive people, satisfied with themselves and their present attainments, difficult to move out of the ruts in which they and their fathers have run, and looking with suspicion upon every new thing. They resent any intimation that there may be a more excellent way as a personal affront, and are hopelessly wedded to the past.

Larger Centres of Population.

We say, get them together into larger communities, communities having the best possible educational advantages, the freest possible intercourse with the world, the best possible connections with the markets of the world. It is easy to say "get them together," but on the face of it the task looks a difficult one. Fortunately, that we may not be without hope, there is a natural though sometimes unrecognized tendency in this direction. The young particularly are attracted by the life and stir of business found in the larger centres of trade, and it is this that has enabled Gloucester and Boston to steal from us so many of our young men, too often to their undoing. The fact that such centres afford a ready market and quick returns forms, and always will form, an additional attraction, and so, after all, the task of promoting this movement is not so difficult as it appears at first sight.

The tendency in the fish business, and in fact almost every business, is toward centralization. It has been particularly noticeable on the coast of England and Scotland, where the business has reached its highest development. The fishermen have abandoned the outlying coves and harbors to a very considerable extent and concentrated themselves in centres such as Aberdeen, Grimsby and Hull, while places where, at one time, a flourishing industry was carried on, are now practically deserted. The village of Findon, in Scotland, which gave the name to the now popular finnan haddies, has gone out of the business altogether, we believe, and it is now carried on at the above mentioned centres ; even London is coming in for a share of the business. In 1902 Aberdeen alone sold two million dollars' worth of the toothsome haddie.

Lobster Fishermen and Their Fleet.

Fishing Board's Report.

In their report for 1899 the Fishing Board of Scotland, discussing this tendency to centralization, says : "Various causes are at work in bringing about such a result, the principal being the great facilities at the larger ports for landing fish at any state of the tide, their disposal at a market where there is keen competition among a large number of buyers, and the rapid means of transit to the large industrial centres. Some few years ago Dundee was practically dependent upon other ports for its fish supply, but since the development of the trawling industry in Scotland the authorities there have taken steps to attract trawlers to their port by providing better facilities for landing fish and disposing of it to the best advantage. Harbor and market accommodation is also being extended and improved at the other fishing ports, notably Aberdeen, Fraserburgh and Peterhead. The net and line fishermen on the east coast are altogether dependent on the industry for their livelihood, and in years of bad results they have no other occupation which they can engage in to supplement their earnings in the immediate vicinity. In the neighborhood of large towns, however, they not only possess the superior facilities connected with the following of their ordinary occupation, but far greater opportunities of supplementing their earnings in bad years. It can hardly be expected that each little fishing community is to be provided with a deep harbor and the market accommodation and railway facilities provided at the larger centres, where the revenue derived from the industry is so considerable."

As an instance of the same tendency on the English coast as we have observed on the coast of Scotland, we may cite the fact that in 1899 there were 34 steam trawlers and 4 steam carriers left Fleetwood, which is a place of considerable importance, and went to Hull because of the greater advantages it afforded.

Fish Can be Better Marketed.

There is another advantage to be derived from concentration. Fresh fish deteriorate rapidly in being rehandled and those landed along the coast at isolated points and reshipped on coasting steamers or by rail to the point where orders are filled and the fish are despatched to their ultimate destination, are almost certain to have deteriorated because of the repeated handling. We can testify from a long experience that they are seldom satisfactory. It is a settled conviction among those who are familiar with the business that, to as great an extent as possible, they should be brought direct from sea to the point where distribution begins.

We have enlarged at some length, and at the risk of being tedious, upon this tendency to centralization and its ad-

vantages because we believe it to be desirable in dealing with questions of this sort to get at the general trend of things, in order that we may not be found working against the natural course of business instead of with it, and because we have an abiding conviction that the fishing industry will never show satisfactory development while distributed along the coast in a hundred little hamlets, none of which are able to give it the facilities needed or the "esprit de corps" without which it must necessarily languish.

Better Control of Capital.

The pursuing of this policy will necessarily mean the death knell of boat fishing except from the larger centres and in a limited way, and we are quite willing to accept the alternative. In fact, other things being equal, it must be an advantage to have the control of the capital of the business—we do not say its ownership—in fewer hands. It is not given to every man to have the knowledge, the judgment, the energy, the combination of desirable qualities that should go to make up a master among men, controlling the capital of the country and directing its enterprises. These gifts are but for the few and to the few so gifted should be entrusted the conduct of our enterprises. There are hundreds of fishermen along our coast, their own masters for weal or woe, depending upon their own judgment and controlling their own destiny and destiny of those associated with them, who go blundering along through life, in some cases lazy, in others stupid, in others ignorant, in others willing and bright enough but only fitted to obey, and yet these men are controlling the capital employed in the business and shaping its destiny. The fish business, so far as they control it, must of necessity be largely a failure, bringing little credit to the country and but small returns to those engaged in it.

How much better it would be if the intelligent, well informed, capable men could be put in charge and the helpless and incompetent be subject to their rule. Put them in boats and there are not enough to go round, and, in addition to that fact, they are cramped and hampered by their environment. They are fitted for a larger sphere. "Big ships may venture more, little ships must keep near shore." The fact that the boat is restricted to a limited area tells against its success. It may not always go where fish are obtainable. It is like an animal tethered in a pasture. The rope says, "Thus far shalt thou go, the rich field beyond is not for you." Surely there is a more excellent way.

Small Boats and Large.

The net fisherman moors his nets within easy reach of the boat in which he tends them, lets the tide stretch them till every mesh is closed and says to the fish, "Come to my net." The master of the steam drifter with his 50 or 60 nets in a fleet, knowing that a migrating river of mackerel and herrings periodically passes along our coast east or west according to the season, sends his smart steamboat out into the stream perhaps 50 miles from the coast and throwing his string of nets across the track of the fish with every mesh standing open and ready for the prey, drifts with them until daylight and then hauls in his harvest from the sea. He is not always successful—that would be too good—but he is oftener successful than the man who anchors his nets along the shore and only captures the stragglers from the main body of the fish. That the drifter can be successful has been demonstrated thousands of times along the shores of the British Isles and will be demonstrated along the coast of Nova Scotia as soon as our people wake up to the splendid possibilities involved and capital comes forward to make the business possible.

Fish Drying Yard, Canso.

Hook and Line Men.

So much for net fishing. What about the fish that are usually caught with hook and line?

If the fishing population is to be concentrated, and we believe this to be inevitable and wholesome, it follows that boat fishing with hook and line will have to be superseded by some other means of capture. This is the less to be deplored because of the fact that the inshore fishing, both by means of nets and by hook and line, has ceased to be as profitable as it once was, though there may be exceptions in particular places. Just why this is so it is difficult to determine. Some blame the thousands of lobster traps, some the increased traffic by steamer and sailing ship, others blame the pollution of rivers and towns finding its way into the sea. That the fact exists few will deny, and it looks as though the inshore fishery is destined to become a negligable factor in the supply.

The modern fish business may be roughly divided into two departments, the "fresh" and the "salt," the former including smoked and canned fish as well as those marketed in a perfectly fresh condition. In the fresh fish business, and with special reference to the stock marketed in a perfectly fresh condition, there must be a regular weekly supply if the business is to be conducted in a profitable and satisfactory way. The bulk of the business is done on Thursday and the morning of Friday in each week. If the city dealer misses his supply for those days his week's business is spoiled and he will soon turn away from a supplier on the coast who repeatedly fails to insure him his needed stock.

Steam Trawler the Solution.

We believe that for the supplying of the fresh fish trade the steam trawler such as is now operated by British fishermen comes nearer to the ideal than any other means now employed. The bait question (a very serious one) is eliminated, the boat makes a straight road to and from the fishing grounds regardless of winds or the absence of them, timing her arrival at the home port almost to the hour desired, and there being no dories to launch in rough weather she can fish as long as she can steam ahead and in weather that would prohibit entirely the launching of the frail dory so much in evidence with us. She is equipped with a triangular bag net perhaps 120 feet in length and 80 feet across the open end, at the corners of which are attached "otter boards"

about 4½ feet square, the object of which is to keep the mouth of the bag distended. To these otter boards from 500 to 1,000 fathoms of wire hawser are attached from either quarter of the ship, and the net, dragged along the bottom by the steamer, scoops up all that comes in its way. At intervals the net is hauled on board, the contents of the "cod end" are dumped on the deck, the marketable fish are taken care of, and the residue, a motley assortment of about all the fishes that haunt the bottom of the sea but do not furnish food for man, is thrown again into the sea, perhaps to endure the same experience many times in a fish's life, demonstrating in a somewhat unusual way that it is worth something to be worthless.

Rise and Fall of a Fleet.

Fifty years ago the port of Grimsby, in England, had five sailing smacks engaged in the fishing business. Since then the fleet grew to 1,000 such vessels, about the size of our fishing vessels and just as seaworthy, but they have all passed away, have been superseded by trawling steamers of which Grimsby and Hull have about 1,000 to-day, worth about $25,000,000, abd Aberdeen some 300 or 400, the growth of 29 years. Other ports own many of these steamers and not a month passes but numerous trawlers such as these, nearly all splendid steel boats from 120 to 140 feet long with triple expansion engines and boilers carrying from 180 to 200 pounds pressure, many of them equipped with up-to-date cold storage plants, electric lights and every known appliance for their business, are added to the fleet.

When Nova Scotia can boast of such a fleet we shall have something to boast of, and our conviction is that as the fresh fish business of Canada develops it will be found necessary to employ vessels such as these, or better if such can be obtained. It is useless to say that they cannot be operated or that our sea bottom is unsuitable. There is no marked difference between the fishing grounds on this side of the Atlantic and those on the other side. Only recently a French trawler equipped as these British vessels are, and of the largest size, has been fishing within 50 miles of Canso, and was reported when last heard from to hail for 5,000 quintals of salted fish. This, too, in an off year, when Nova Scotia fishermen are going home with broken voyages.

Less Costly Might Do.

It is not quite clear that for salt fishing so expensive a vessel, costing perhaps $40,000, is necessary. We would incline to the opinion that a wooden vessel of from 300 to 350 tons, rigged as a three-masted schooner, short sparred, and with stump toe-masts that she may rise easily, equipped with an up-to-date cold storage plant and with sufficient cold storage room to hold bait enough for the voyage and carrying, say, ten dories with their equipment of hook and line gear would be preferable. There would be no running about searching for bait, no lying in harbors for a month or six weeks of long Summer days at a time waiting for it, as is too often done by our fishermen. Bait would frequently be found on the fishing grounds in sufficient quantity to enable the vessel so equipped to return to port loaded to the gunwale and with her supply of bait intact ready for another voyage. Such a vessel would not be too large for the business. Ships of 1,000 tons are frequently employed in the Grand Bank fishery by the fishermen of Old France. Surely a vessel of one-third that size would not be too large.

Capital the Second Requirement.

In view of what has been said may we not give capital as the second requirement for making the business profitable and at the same time giving it a steadiness and evenness not now possible? Perhaps not much more capital than is now employed, so far as the salt fish business is concerned. Might it not mean rather a wiser and better use of the capital now employed with enough of additional capital to furnish the cold storage equipment needed? We commend the suggestion to the thoughtful, enterprising men now interested in the business, of whom we have so many. Surely there is a more excellent way than the hand-to-mouth methods now employed—methods which have broken down under trial and demonstrated to every one their insufficiency.

The fisheries of these provinces are not a hopeless failure, they are but in their infancy. Let the same intelligence and courage that have given to Nova Scotians a world-wide reputation on sea and land and placed them often in the front of the world's workers be applied to the solution of our fisheries and we need not fear for the result. We are ready to predict that the time is not far distant when the descendants of the men who carried the British flag on Nova Scotia ships into every port in the world will demonstrate their ability to make their conduct of our North Atlantic fisheries the envy of our neighbors and a source of pride and satisfaction to every patriotic Canadian—when Canadian shipyards will be called upon to build and Canadian fishermen to man a fleet of fishing steamers and fishing schooners far and away in advance of anything we have now afloat, and the fishing fleet of Great Britain shall find itself reproduced and improved upon in the ports of Nova Scotia.

THE WORMY APPLE.

(By the Khan.)

"Them King apples won't be ripe till the snow flies," quoth Old Twilight.

"Why, uncle," cried Sir Ann's eldest boy, "there's some ripe already."

"Each one uv them has a worm in it" frowned Old Twilight. "I take notice," he continued, with a wink at Aunt Lucy, "that this here dang codlin' moth don't confine all his attention to the apple crop. He seems to hev a likin' fer the human fambly. When I see a precocious youngster who is smarter nor all creation, I says to myself, 'Me pore chee-ild, the codlin' moth has bin at you an' you'll drop off into the grass one uv these days, an' the pig'll eat you, shore thing.'

"When I see a young girl what ought to be in short dresses with her hair hanging down her back, and learnin' her lessons an' helpin' her maw—when I see her flyin' round with beaus and talkin about gittin' married, I look the little hussy over an' say to myself, 'There's a codlin' moth ripenin' you up all right, sweet Juliet, an' the fust thing you know you'll be skinned and strung up behind the stove fer dried apples.'

"When I see a feller elected to Parliament start in from the word go to run his country on improved principles, I know it's only a case of codlin' moth—he is prematurely ripe, an'll soon be rotten.

"When I see a young preacher start out as a combination Savonarola, Peter the Hermit, Whitfield, Talmage, Dr. Wild, and Henry Ward Beecher, I see his finish in the weeds. Thur's a codlin' moth in him, an' sooner or later a old hen will come along and relieve him uv it.

"When I see a young feller buy a country paper and start in to make Puck, Judge, and Life look like thirty cents, I know it's only a case of codlin' moth.

"What becomes of all the Smart Alecks that get elected to the city, town, and township councils and school boards every year?

"Codlin' moth, Lucy—codlin' moth. Only one in a hundred makes good. The rest git ripe too sudden an' are sold to the vinegar factories.

"The codlin' moth has a particular spite agin our high schools an' colleges, the theological and medical schools in particular. Thousands uv them come out with brilliant records, but the codlin' moth has been at them, an' the first big storm shakes 'em down, an' they are culls—culls—culls!"

"Did the codlin' moth never bother you none?" queried Aunt Lucy.

He put his arm around her waist.

"Nothin' in that line ever bothered me but the kissin' bug."

CANADA'S EXHIBIT AT THE MILAN EXPOSITION

Canada's exhibit at the International Exposition at Milan has evidently made a great impression in Italy. Returned Canadians who have seen the Canadian pavilion give a most favorable report of it. It is said to have been one of the finest buildings of all those erected at the great fair, while the showing of the products of the Dominion was no less excellent.

In Italy, Canada was not very well known before the exposition. With many, it was but a name. Its commerce, its agriculture, its mineral wealth were unknown and the Italian was equally ignorant of Canada's undeveloped possibilities.

This ice of ignorance preventing Italian trade interest in Canada has been broken by the Dominion exhibit at the Milan exhibition. The Canadian pavilion was visited daily by thousands of Italians from all parts of Italy, and the size and beauty of the building, the variety and all round excellence of the exhibit created such an impression on the mind as will not soon wear off. The Italian Minister of Agriculture, who visited the Canadian pavilion, was very much impressed at the showing made by the Dominion, and expressed himself to that effect. The Italian farmers were particularly enthusiastic over the exhibit. They returned day after day to wander through the aisles gazing in admiration at the products of the young country across the seas. It is not unlikely Canada's showing at the exposition will result in the immigration of a great number of Italians of the farming class.

MILAN EXPOSITION—Canadian Pavilion.

The Canadian Pavilion.

The Canadian pavilion, which was built of sheet iron, was in itself very attractive. Its external appearance was excellent and did not at all belie the interior arrangements. No better compliment can be paid the Canadian building than the fact that some of the other countries exhibiting, whose buildings were burned by the fire which occurred shortly after the opening of the fair, modelled their new pavilions after the Canadian structure. Over the arched entrance to the building was a large maple leaf emblematic of Canada. This was a beautiful piece of workmanship. Inside everything was neatly and artistically arranged. The decorative scheme was carried out in Canadian grains. Every cereal was used, and, as may be seen by the accompanying illustration, the effect was exceedingly attractive. On the walls were hung pictures depicting harvesting and other incidents of farm life, views of the Canadian Rockies, and other scenes known to the inhabitants of Canada, but new and instructive to the Italians. Maple leaves were everywhere in evidence, being worked out in grain and other materials. On one wall was a large map of Canada showing the lakes, rivers, mountains and natural features. This was always a centre of interest to visitors. At all times the pavilion was well lighted, so that everything was shown to the best advantage.

The Exhibits.

The central portion of the building was occupied by the exhibit of minerals, agricultural implements and other such lines, while all around the sides were small arched rooms partitioned off from one another, which contained every product of the ground, and a great variety of manufactured goods. To be seen were samples of all the grains, fruits, vegetables, mineral waters, flours, biscuits, and other products of the Dominion. In a word, almost everything produced in the Dominion of Canada was on view. Explanatory signs were placed before each exhibit, while an abundance of descriptive literature was distributed daily. A noticeable feature in the Canadian pavilion was that the exhibits were arranged in natural rotation, thus flour followed wheat, biscuits flour, and so on

Three lines shown attracted particular attention. These were wheat, flour and apples. The quality of the wheat was pronounced by experts to be above anything imported by Italy at present. The apples on exhibition, which were of last year's growth, were thought to be remarkable. It was hard to convince visitors that the fruit was not artificial. They did not think it possible that such apples could be grown and kept for such a period.

The minerals also caused much comment. Canada is rich in ore of every description, and every metal produced in the Dominion was shown.

Taken all in all, Canada acquitted herself very creditably, and her exhibit, as compared with those made by other countries, was an excellent one.

Canada's Representatives.

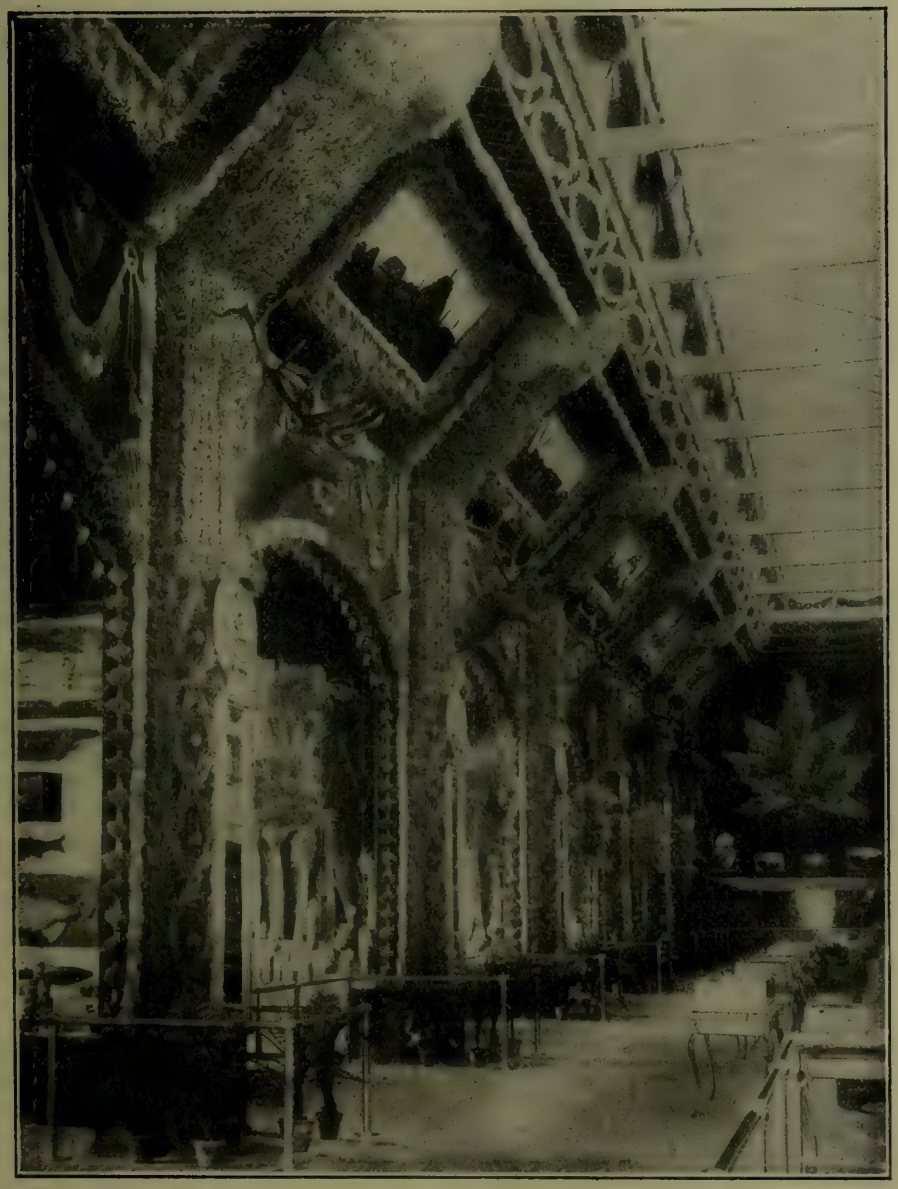
The exhibit was made by the Canadian Government, there being no private interests. Mr. Hutchison, who had acted in like capacity for the Government before, was in charge, and he certainly is deserving of praise for his work. Others who worked in the interests of the Dominion were C. H. Catelli, president

of the Montreal Chambre de Commerce, and C. Mariotti, the Italian consul at Montreal. Mr. Catelli acted as honorary commissioner of the Canadian Government.

Prospects of Trade.

When seen on his return by a representative of The Canadian Grocer, Mr. Mariotti expressed himself as satisfied with the exhibit made by Canada. "We made a great showing," said he, "and without doubt there will be results. Already Italian business men are making inquiries with a view to establishing relations with Canada in a business way. Of course the great handicap to the development of trade relations between the two countries at present is the lack of direct communication. Had we a direct steamship connection, I have no doubt that the trade between the two countries would soon grow to large proportions. I believe that there is a certain large Italian steamship company which would be only too glad to run a monthly service between Canada and Italy if it were made any way profitable for them. But they must have the assistance of the two Governments. The two peoples must understand each other and this they do not at present. It would be necessary that there should be a revision of the tariff also. But the first thing is the direct steamship line. Let us get that and we shall have started. At present I believe there are only three or four direct steamers a year. But say we should have one direct steamer a month plying between Canada and Italy. We should soon have results which would be of mutual benefit. There are, as you know, many lines which could be exported profitably from Canada to Italy, and just as many lines which could be exported from Italy to Canada. We require lemons, oranges, marble, while Italy must have grain, apples, coal and other things. Why, the Canadian wheat would command a record price over in Italy, and there is no reason in the world why a large trade should not be built up between the two countries in this commodity alone. The Marquis Doria, representing the Italian Government, has done much to promote trade relations between the two countries. Let us have direct connection by water and the rest will come naturally.

"The exposition at Milan has done a great deal to establish Canada in Italian trade circles, and without doubt the country will derive great benefit from her excellent showing."



MILAN EXPOSITION—Partial View of Canada's Grain Exhibit.

SHE GOT THERE FIRST.

"I say, Gaddersby," said Mr. Smith, as he came into the fishmonger's with a lot of tackle in his hand, "I want you to give me some fish to take home with me. Put them up to look as if they've been caught to-day, will you ?"

"Certainly, sir," said the fishmonger. "How many ?"

"Oh, you'd better give me three or four barbel. Make it look decent in quantity without appearing to exaggerate, you know."

"Yes, sir. But you'd better take salmon, hadn't you ?"

"Why ? What makes you think so ?"

"Oh, nothing, except that your wife was down here early this afternoon and said if you dropped in with your fishing tackle and a generally woe-begone look, to get you to take salmon if possible, as she liked that kind better than any other."

Mr. Smith took salmon.—Punch.

FATTENED OYSTERS DANGEROUS

When oysters are removed from more saline water to that which is less salt, says Dr. William K. Brooks, professor of zoology in the Johns Hopkins University, who has made the oyster a life study, they absorb water quickly, and become plump, or "fat," but the fatness is nothing but water. The "fattening" is usually carried on in the mouths of rivers, which are always near towns and polluted by sewage.

Every "fattened" oyster is too suspicious to be eaten raw, and the outbreaks of typhoid fever which have been traced to oysters most clearly have been traced to "fattened" oysters. All the fresh water that a "fattened" oyster has absorbed is at once extracted by cooking, so that the "fattening" of oysters that are to be cooked is not only an unnecessary expense, but a fraud on the consumer, who is sold filthy water from the harbors of cities at the price of oysters.

COFFEE MAKING AND MARKETING

In a recent course of technical lectures before the Brighton (Eng.) branch of the National Association of Grocers' Assistants, J. Collings, a coffee expert and prominent in the Grocers' Federation, gave a very interesting talk on coffee. He drew attention to some interesting quotations from the earlier writers about coffee, and observed that public men, who had much speaking, found a cup of good coffee the gentlest and most effective of brain workers. Answering the question, What is coffee? he said that, unlike tea, which was the leaf of the plant, coffee was the actual fruit which, when ripe, was like a cherry in appearance, and under the outer or fruity covering there was a parchment which contained the seeds or berries.

There were usually two berries in each cherry, but sometimes only one, which, in that case, was oval in shape, and was described as "pea-berry." Whether one or two berries, it was this (when the outer coverings were removed) which had to be finally roasted and ground before being made into the beverage.

Tracing the history of the plant, which was originally derived from Kaffa in Abyssinia (hence its name), he spoke of its rapid cultivation over Arabia, Aden, Mecca, Medina, and thence to Syria and Persia, and went on to say that coffee was first introduced from the east into Europe in 1615, when it was taken into Italy, and France in 1660, coffee houses being opened in Paris in 1672, and something like £3,000 per year being spent by the household of Louis XIV. on this article alone. It was first introduced into England earlier than in France, the first coffee house in London being opened in 1655 in St. Michael's alley, Cornhill, and although at first it cost from £4 to £5 per lb., it soon became cheaper, coffee houses springing up everywhere. The lecturer quoted from an old advertisement in which it was claimed for coffee, among other things, that it "quickeneth the spirits and made the heart lightsome; was excellent to prevent and cure gout, dropsy, and scurvy; was known to be a better drink than any other for people in years; and was a most excellent remedy against the spleen and the like."

Although Arabia was at first the chief producing country, both plant and seeds were introduced into Java, India, Ceylon, the West Indies and Central and South America. At the present time only an infinitesimal proportion came from Arabia, three-fourths of the whole crop coming from the Brazils, viz., twelve million out of sixteen million bags, or equal to 720 thousand tons out of 960 thousand. Although a tropical plant, it flourished practically everywhere within a limit of 25 degrees, or at the outside 30 degrees, north or south of the Equator. Most of the coffee was grown from the Arabian variety but of late years a good deal of land had been planted with Liberian seed from West Africa, which produced bigger crops, was less liable to leaf disease, and produced berries of enormous size.

In London the coffee was at once put into the customs warehouses, samples were taken from each consignment and inspected by the trade, and on a given day an auction was held, the coffee sold, and so came into the hands of the distributors, whose business it was to continue the curing process by means of the application of intense uniform heat to the horny seed in order to make it yield its aroma and part with its non-food products, the latter chiefly water and gallic acid. The operation of roasting was of supreme importance; it demanded a great natural liking for coffee in the operator and continuous experience. The selection of seed coffee to make blends for use was important in its relation to local water supply wherein the coffee infusion was to be consumed.

Calling attention to the comparative consumption of coffee in various parts of the world, he pointed out that in the United States it was 1,000 million pounds per annum, or 12 lbs. per head; in the United Kingdom 30 million pounds for over 40 million people, or slightly under three-quarters of a pound per head—truly we had something to learn about this article; and in Holland, our pupil in coffee drinking, 16 lbs. per head. We had actually gone back from .090 in 1884 to .071 in 1903, and the reason was that coffee had not been intelligently handled in the past by the grocers of this country.

A series of interesting limelight views were thrown upon the screen, illustrating the planting, growing, flowering, fruiting and gathering, cleaning and drying, of the coffee, also methods of sorting and grading. Continuing, Mr. Collings described the characteristics to be looked for in testing and buying and points to be noted in selecting. He afterwards practically illustrated, in the following manner, the best way to make coffee, handing a cup to each person present: Use an earthenware jug, for exactness a pint jug for a pint of coffee beverage, a quart jug for a quart, etc.; make the jug dry hot; put into it for each pint not less than an ounce of genuine coffee; pour on fresh boiling water; stir thoroughly for two minutes; then fill the jug with water to the full extent of its capacity; let it brew for five minutes, and it is then ready for consumption.

COFFEE ADULTERANTS.

The United States leads the world in the consumption of coffee. The yearly consumption in Great Britain declined steadily during the last half of the nineteenth century. This is attributed to the adulterations which at one time were extensively practised. Probably few articles of food are subjected to so much adulteration as coffee. Substances of an entirely foreign nature are often palmed off as genuine coffee, or are offered as substitutes. Dandelion, parsnip, carrot, and beet roots, beans, lupins, rice, and various cereals, roasted and ground, have all been employed, and within recent years the manufacture of artificial coffee has been undertaken on a considerable scale, the material being mixed to a stiff paste and run through a machine for which patents have been granted, and from which it emerges in the shape of coffee beans, which, after drying and roasting, are well calculated to deceive the eye, though not the nostrils or palate. These adulterations can be readily detected, for genuine roasted coffee may be soaked in cold water indefinitely without the bean losing its smooth surface or hard, tough consistency, nor will it impart its color to the water, whereas chicory and other imitations become soft and spongy and render the water muddy. As far back as the eighties it was estimated that something like 18,000,000 pounds of various vegetable substances were annually sold as coffee.

GRADES OF COFFEE.

The difference in taste of coffee as found in the markets is principally due to two causes: (1) the roasting to either a reddish-brown or a dark brown; (2) the picking of coffee when some berries are green, others red, and still others a dark purple, the last being the ripe fruit. Thus we have three grades from each tree; add the difference in roasting, as mentioned, and we have six grades; then take the perfect berry, which is flattened on one side, and the spherical berry, the so-called Mocha, and that gives twelve grades of coffee

VENTILATION OF A MODERN GROCERY STORE

There is no class of tradesmen whose success to such a large extent depends upon the absolute cleanliness of their premises as the grocer and the butcher, and at the same time there are perhaps none who, at different periods of the year, experience greater difficulty in maintaining the desired sanitary conditions. In Summer time, as a rule, the question of ventilation is not a serious one, because the windows and doors are left open, and in consequence with reasonable precaution there is little danger of air pollution.

In Winter time, however, conditions are altered, and while there is not likely to be as much decomposition of animal and vegetable matter as during the Summer, still such decomposition is always taking place and will in a short time charge the air with the results, which are of both a gaseous and organic nature.

Even though the odors in a shop are not the result of decaying matter, but are simply—as in the case of a grocery store—the blending together of the butter, soap, onions, etc., they are sometimes offensive, and, everything else being equal, the store in which these combinations are reduced to a minimum will receive the greatest amount of and the most excellent patronage.

It is commonly supposed that, except with the use of an expensive mechanical plant, it is impossible to accomplish any definite results in the matter of ventilation, and for that reason few attempts have been made along that line.

Fire and Ventilation.

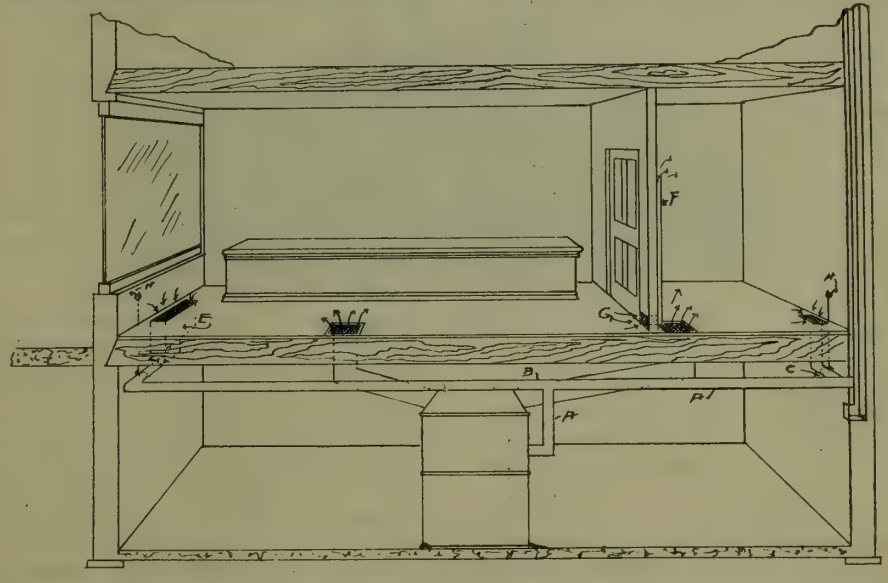
It is true that where a building or a room is filled with people who are constantly vitiating large volumes of air that no satisfactory results can be obtained except through the medium of a mechanical system which includes a fan, with the necessary motive power, but in the case of a store it is entirely another question, and in most cases very satisfactory results may be obtained by the expenditure of very little money and the exercise of a little common sense (which perhaps is not as common as it is supposed to be) and a good judgment.

Has it ever occurred to you that wherever there is a fire lit in a building there is a splendid means of providing a large amount of ventilation providing, as was said, good judgment is used and the proper appliances are provided?

Let us take, for example, the case of a store heated by a hot air furnace connected to a chimney 12 inches square and 35 feet high. Under such conditions with a very moderate fire the movement of gases in the chimney would average at least seven feet per second and would perhaps exceed that velocity considerably, depending upon local conditions. However, at the figure named the quantity of air or gas passing up the chimney every hour would be 25,200 cubic feet. Now, in most cases, where does that air come from? Most likely through badly fitting cellar windows and doors, perhaps broken panes of glass, and very seldom indeed from a place where it might be drawn with advantage to the storekeeper.

The Illustration.

The sketch shown is intended to indicate one way of the many in which this condition of affairs may be remedied and some definite results obtained in the matter of ventilation. It will be seen that the building consists of a front shop and a rear storeroom (though of course the idea would work out in the same way in any size building) and a basement. The furnace, which in this case is hot air, is placed as near the centre as possible, and a hot air register is placed in each room (the cold air inlet to the furnace, which may be taken from within the building or from outside, is not shown).



The smoke pipe (A A) connects with the chimney at the rear of the building. Into this smoke pipe are run two connections (E) and (C), both fitted with a tight damper from which chains (H H) are run up through the floor and fastened on hooks.

Now, ordinarily, there is a flap damper in a furnace smoke pipe, which when opened allows the chimney to draw the air directly from the cellar, instead of through the fire, thereby checking the latter. In this case such flap damper is omitted, and the openings to cellar made as tight as possible.

Moving Cold Air.

Assume now that the fire is in condition to check; instead of opening a flap damper in the cellar we would simply pull one or both of the chains marked (H), thereby opening the direct connections from the floor of the store above into the smoke pipe, and consequently into the chimney, and we at once set up a current from the coldest portion of the store, viz., the outside walls, which will remove cold foul air at the rate of perhaps 25,000 cubic feet per hour, which in most cases will provide ventilation sufficient to produce practically ideal conditions in a store.

It often happens that heat is neither required nor desired in the storeroom, while ventilation is most necessary. In such a case we would omit the hot air register indicated in the storeroom, and allow the cold air from the floor of the shop to pass in at (G) and up through pipe (F), and out through ventilating register in opposite side of the room.

It is desirable that the incoming air

should be compelled to rise, for otherwise it might be drawn across the floor directly to the outlet without changing the air in the upper portion of the room at all.

Of course this system can be greatly modified to suit various circumstances. For instance, the space between two joists may be converted into a duct b nailing paper and boards across the bottom to make it tight and connecting same to smoke pipe at nearest point with a tin or galvanized iron sleeve.

Then again, a foul air pipe fitted with a tight damper may be taken from a cold spot in the shop and enter the under side of the ash pan so that all air passing through the coal or wood will be taken from some place where its removal will accomplish the most good.

The sketch, however, indicates a principle which the individual can, in most cases, work out to produce results at a very small cost.

FLOUR IN CHINA.

The Chinese cook stuck the end of an ivory chopstick into a small brown biscuit.

"Taste, sir," he said.

The biscuit was warm, crisp, rich ; it was light, well salted, nutritious — a biscuit, in a word, of peculiar excellence.

"This biscuit, sir, is made of flour of lentils," said the Chinaman. "You know lentils ? Little green pellets, slightly flattened like split peas. Lentils are considered the most nutritious of all the foods of the earth. This one lentil biscuit, sir, is equal in nourishing power to a pound and a half of roast beef."

He took from a tin a little cake.

"Again taste," he said.

The little cake was rich and good.

"It is made, sir, of the flour of almonds," said the cook—"fresh, sweet almonds, ground into a white powder between two millstones. Such a flour is a finer thing than your flour of wheat, eh ?"

Then he lifted a great lid and revealed some thirty or forty compartments, one filled with a pink flour, another with a yellow one, a third with a brown one, a fourth with a white, a fifth with a pale green, a sixth with a blue, and so on.

"All these are Chinese flours," he said. "In China, sir, we make over fifty kinds of flour. We make flour out of potatoes, out of sweet potatoes, out of peas, out of cocoanuts, out of millet, out of pulse, out of oats, out of bananas—the fact is, sir, we make flour in China out of everything but wheat, for in China, sir, we eat no bread, and therefore the coarse, dry, tasteless flour of wheat is useless to us."—Philadelphia Bulletin.

GINGER AND ITS PREPARATION

Pepper, cinnamon and ginger form the big trio in the galaxy of spices. Pepper is a fruit, cinnamon a bark and ginger a tuberous root or rhizome. When fresh and tender, ginger is preserved by removing the cortical and boiling it in syrup, says William N. Toshach in the Tea and Coffee Trade Journal. It is an agreeable, warm, wholesome sweetmeat, this prepared ginger, although somewhat neglected and awaiting a fancy name and an advertising expert.

The gingers from which the ground products of commerce are produced are the cured dried roots, cleaned, prepared and graded. There are five kinds, called respectively Jamaica, African, Cochin, Calcutta and Japan. Jamaica is by long odds the best in point of flavor and strength. There are those who have proved to their own satisfaction that African and Indian gingers are stronger than Jamaica's, and they present an analysis of the different sorts to establish their conclusions. Jamaica has a rare flavor and pungency, of which it contributes a considerable part to cold water and infusions. The fibre which is extracted in grinding makes an excellent extract and forms a splendid matrass to mix with gingers ground too fine for percolation. It is excellent for ginger-ale makers, although many grinders now consider this fibre worthless and throw it away. The pieces of ginger root vary in lengths from two to six inches, with a number of irregular branches, reminding one of miniature deer antlers. They are yellowish white on the outer surface ; the inner portion is nearly white. Coated with whiting, this root becomes the bleached ginger of commerce, and although its price is as high at times as 4 cents per pound above the price of the natural root, its spice value has been depreciated, as chalk and water would reduce the value of milk. The dope is prepared by mixing three-eighths of a pound of glue and two ounces of borax in two gallons of water, which, when thoroughly dissolved, is added with seven pounds whiting to sufficient boiling water to make, in all, 24 gallons, which while hot should serve to bleach (whitewash) a ton of ginger, if it is properly dipped and distributed, and afterward well spread out and sun dried. It is superior to a number of wonderful decoctions, a few of which would seem to represent disinfectants and coatings for matches.

African ginger has a flavor which entitles it to a place near the head ; it is darker than Jamaica, the pieces are distinctly rougher and thicker, and flattened on the upper and lower surface. It communicates a deep color to an extract of Jamaica ginger when added in proportions of 25 per cent., but the color is a decided objection to its ground product. All the gingers except Jamaica are packed in unbleached bags of 100 to 150 pounds. Tare 2 per cent. Cochin ginger is graded by letters, A being the highest and D the lowest. Very little A reaches our market ; London, Havre and Hamburg skim the best selections off the ginger crop.

An assortment is shipped to our markets called "A B C," which purports to be a mixture of the three, but it is frequently but C. The better grades are nearly the same in color as Jamaica, but the branches are thicker and obtuse, while the lower grades, especially when the crop is poor, are short, horny and wrinkled.

Cochin serves also to lighten the darker sorts ; while not very valuable outside of its color for a ground product of itself, as it is neither a good baker or extract maker, it has a place in many blends. This is sometimes bleached in the same manner as Jamaica.

Calcutta follows Cochin and is a dark root. The price secures it recognition. 'Tis usually dirty, has a rough epidermis which is well wrinkled. It was used largely as a salve for the conscience of those who sophisticated their product with a mixture of

250 lbs. corn meal
250 lbs. wheat flour
5 lbs. cayenne

505 lbs.

which was colored and incorporated with five pounds ginger fibre or cut rope. In the "good old, glad old golden days" fibre was an evidence of purity in ginger and there was not always enough to purify it ; therefore, secondhand rope was substituted. It is commonly reported that South street junk dealers were ashamed to look ginger-bread in the face.

Ginger being composed so largely of starch mixes readily with flour and rice polish, and kindly nature, not to be outdone, has provided that gingers shall be a fair haven and most prolific breeding ground for worms. Japan ginger is still cheaper, but lighter in color and has less pungency.

ST. HYACINTHE'S DAIRY SCHOOL

On every side are visible signs of the progress being made by Canada along agricultural lines. The latest indication of growth in this direction is the erection of a new dairy school at St. Hyacinthe.

The new school is a provincial institution, having been erected by the Quebec Government. It therefore concerns chiefly those residing in the Province of Quebec, and illustrates the development of the cheese and butter trade in that province more than other parts of Canada. The school was erected to replace the old one, which had become antiquated, and quite incapable of giving satisfaction in these days of progress. It was largely with the end in view of helping the Dairymen's Association and the exporters that it was finally decided to build a new school.

Praise for the Institutions.

Everyone who has seen the new school has a word of praise for it. It is probably the best equipped institution of its kind in America, every modern convenience for use in the manufacture of butter and cheese being installed. Everything has been done which would tend to aid the students. There is accommodation for eighty pupils, and the school should soon be taxed to its capacity.

The principal building, which is three storeys high, with a basement, is 50 by 100 feet. The upper floors are twelve feet in height, while it is ten feet from floor to ceiling in the basement. To the left of this building is a cheese factory 84x40 feet, while to the right there is a creamery of the same size. It will be seen that these buildings are quite separated from one another, so that there can be no contamination from one to the other.

The Cheese Factory.

In the cheese factory are to be found all the latest devices for use in the manufacture of cheese. There is a ripening room which is divided into three compartments. There is also an ice house. It is possible to maintain different temperatures in the different compartments, because the latest ideas in the circulation of air from the ice house or simply from the atmosphere outside, for the purpose of cooling, are used. The floor of the factory is of cement, and there is a gradual slope to the mouth of the drain at the centre, making it possible to wash the floor at will with ease.

The walls are of painted brick, while the ceiling is of stamped and painted sheet iron. There is accommodation for eighty pupils along the right front wall. Along the left front wall are the machines, while there is a large open space between the machines and the pupils' benches, where may stand the teacher when demonstrating the different processes in the manufacture of cheese.

The Creamery.

Except that there is a cold room, a storeroom, a washroom, and no ripening room, the creamery is just the same as the cheese factory.

In the Main Building.

Situated on the first floor of the main building are the reading and waiting rooms of the pupils, and also a small study. Here also are the offices of the managers of the school, and a dressing room and toilet room for the professors. A five-foot passageway runs along the centre parallel with the front of the building. This passage connects with the cheese factory on the left, and the creamery on the right. The pupils' laboratory is between the apartments of the butter instructor and his assistants, and those of the cheese instructor and his assistants. The laboratory contains two large sinks, and two steam babcocks, one being for cream and the other for milk. Then there are work tables for the pupils. The tables are covered with lead. All necessary instruments are supplied. The laboratories of the provincial chemist are to be found on the next floor. There are three of them, while on the third floor there are three more, one of them being fitted up for photography. The director of the school has rooms on the second floor. The basement contains, besides the living rooms where the pupils pass their spare time, a good-sized vestibule with a staircase leading to the first floor, and also a recreation room and lavatories.

In the basement at the creamery end of the building there are two laboratories where may be studied chemistry and bacteriology. There are also two such laboratories on the cheese side, in the basement. There are two more rooms in the basement of the cheese department, one for the making of soft cheese and the other for ripening.

There is hot and cold water, gas, electricity, and everything up-to-date.

The Provincial Government is to be commended for giving, in such a substantial manner, encouragement to the making of cheese and butter. The new school is sure to be well patronized, and in a few years there cannot help but be a noticeable improvement in the quality of the already excellent cheese and butter turned out by makers in the Province of Quebec.

The New Dairy School, St. Hyacinthe.

GREEN TURTLES.

The flesh of the green turtle, it is claimed, brings up to $50 a pound, and the meat comes from the coral reefs of the West Indies. The turtles are caught in nets among the rocks. They are carefully shipped north. It's a different treatment that they get, though, at the natives' hands. If a native is bringing turtles north he nails them fast to the deck by their flippers. Strange creatures that they are, they appear to suffer little under such cruel treatment. The calipee and calipash are respectively the flesh from the breast and the back of the green turtle, tit-bits which are unequalled in the earth beneath, the heavens above, or the waters under the earth. This meat is superlatively rich, delicate and tender. Live green turtles fetch wholesale from a dime to a quarter a pound. What makes the meat so expensive in the end is that out of a 140-lb. fish you'll only get two pounds of calipee and one of calipash. Several times when there has been a tight turtle market the chefs offered $1 a pound for live turtles.

WHAT IS THE COST OF DOING A RETAIL BUSINESS?

Subject for an Open Discussion

Only four or five in a hundred of the people who go into business succeed. The other ninety-five or six either go to the wall or eke out a bare existence.

"Ninety per cent. of retailers," said a business man the other day, "don't know the cost of doing business. It's the cause of so many failures and in my opinion the best training for a business career is a thorough course in bookkeeping and accounting."

If this be true, and the view is strongly held by a great many business men, it is time the retail grocers and general merchants of Canada were making a thorough study of the cost of doing business. The old school definition that profit is the difference between the cost price and selling price of an article is wrong. The expense of doing business must be substracted from the profit and the grocery trade affords a great many instances of when that can't be done, for the reason that if a boy has only two cents three can't be taken from him.

Two Causes of Failure.

There are two reasons for this lack of knowledge of the cost of doing business. The first is bad or inefficient methods of bookkeeping. The second is a failure to include in the cost of doing business all the items of expenditure that go to make it. There may be some difference of opinion in this regard affording subject matter for discussion. As an introduction to the question a representative of The Canadian Grocer interviewed a gentleman prominent in the wholesale grocery trade who has given a great deal of consideration to this aspect of trade inquiry.

What Should be Counted.

The first item he mentioned was interest on the capital invested. Supposing a man were working on borrowed capital he would pay interest. If a storekeeper borrowed half his capital, the interest on his own money would be as legitimate an item of expense as the interest on what he had borrowed. This should include also interest on the value of stock not paid for. It should include also interest on all outstanding accounts owing him. If a firm has $1,000 or $25,000 open accounts on their books the interest on that is assuredly a legitimate cost of doing business.

Then there are some items that leave no room for questioning—rent, taxes, light, fuel, wages, advertising, insurance. If a storekeeper owns his premises he should include rent, or what is the same thing, interest on the value of the property.

Some Not so Clear.

Other less obvious but no less actual items of cost are salary of the proprietor, depreciation of stock and plant, loss of goods in weighing out, loss by bad debts, repairs and renewals, delivery.

If a storekeeper employed a manager the business would have to pay the manager's salary. If a man manages his own business he should have a salary just the same. It is what he lives on, his livelihood. Some people might say "His profits are his salary." Not at all. That is putting him in a worse position than the hired manager. If a business failed the worst that could befall a hired manager would be the loss of a position. He risks nothing. The storekeeper risks all he puts into his business. Surely his profits cannot be regarded as his salary. Profits should, as a matter of fact, be something quite distinct, something over and above salary.

Depreciation.

Depreciation of stock and plant is not a myth. Take fruit, for instance, just as an example. Every bit of it that goes bad on a grocer's hands should be kept count of as stock depreciation. The same rule applies to all other commodities. Scales wear out, horses get old.

The loss of goods in weighing is a case of "many a mickle makes a muckle." It is a very natural tendency in salesmen to appear liberal and the effort to fight against it is not likely to be so strong if one is dealing with someone else's goods. Some people will rashly assert that what is given away in over-weight wouldn't amount to a hill of beans in a year. It is a great mistake to think so. Suppose that on an average a man gave over-weight of an ounce every time he sold a pound. Many sales would be more than one pound, many would be less. In a business of $32,000 he would be giving away $2,000. The best cure for over-weight is to have goods weighed up in advance wherever possible.

No one will dispute bad debts as a legitimate item in the cost-of-doing-business account, but some may not have the courage to make a clean breast of it and admit the loss.

Things Wear Out.

Repairs and renewals may look like a repetition of depreciation. In regard to plant it might be, in a sense. The point is provision must be made for both repairs and renewals. Repairs are continually necessary. Every person utilizing any kind of plant should know the percentage of depreciation and provide for it. If a horse lasts five years, in one year a fifth of his value is used up, has gone into the cost of doing business.

Cost of Delivery.

The cost of delivery would surprise some merchants if they would give it careful consideration. Here is how a retail grocer in an Ontario city doing a business of $125,000 a year figures it out. He keeps eight delivery wagons :

Interest on investment, 6 p.c. :		
Barn	$1,300	
Rigs	1,000	
Horses	1,200	
	$3,500	$ 210
Wages of drivers		4,000
Keep of horses		1,162
Taxes on stable		33
Repairs		400
Total		$5,805

This is just a little over 5 per cent. on the turn-over and shows that it costs this grocer $725 a year to keep one delivery wagon. It will cost the man who keeps only one more.

A Wholesaler's Comment.

Commenting on the situation generally the wholesaler referred to above said :

"In the first place a man in business is not in business for fun, or for a mere living. He should accumulate a certain sum each year to the good that would keep him from want by the time he is 55 or 60 at any rate.

"The temptation to cut prices is the curse of the whole business and it is ignorance that is at the root of all cutting, the lack of knowledge of the cost of doing business. It is the principal reason for failures. The result of cutting is that a man's family suffers. He is not able to give them a proper education. He is not able to take the recreation due himself.

A Hard Worker.

"There is no man works harder than the retail grocer ; he is up early and to bed late ; he seldom takes a holiday ; he is grinding all the time. Quite a number of the retail grocers and general merchants throughout the country never could make ends meet if it was not for a family combination. They get in their sons and daughters and don't half pay them. If the time of all those engaged in the retail trade was paid for in proportion to its value and the work done, half the stores would fail. The proportion of those who succeed in the grocery business is very, very small, probably not over five per cent. It doesn't necessarily follow that all the others fail ; they simply exist, go to the wall or out of business."

Schedule for Statement.

This gentleman places the cost of doing a retail business at 22 per cent. of the total turn-over. Many men will not agree with him. The Grocer invites its subscribers to fill in the accompanying schedule and forward it to the editor. The name will not be made public unless permission is given.

Interest on investment	
Interest on open accounts	
Salary	
Wages	
Rent	
Fuel	
Light	
Taxes	
Advertising	
Depreciation of stock	
Loss in over-weight	
Bad debts	
Delivery	
Repairs and renewals	
Freight and express	
Paper and twine	
Incidentals	
Total	
Turn-over	
Cost of doing business, percentage of turn-over	

Some Retailers' Views.

With a view to taking up this question The Canadian Grocer requested the views of several leading grocers as a beginning to the discussion, and the following have been received :

Young Men Should Aim High.

An Ontario general merchant signing himself "Ruben" writes :

What can or cannot be considered as a proper charge on profit is often asked.

We contend that the cost of doing business has a prospective and retrospective side, and can be considered as a theory or a fact.

To the young man about to start in business the prospective cost must appeal. To him it is a hazy dream ; after years of business it often becomes an awful nightmare.

We will, then, consider the cost of doing business from the standpoint of an investor. What must the young man consider as a legitimate basis of considering cost ? All men enter business life for one reason — that of making money. Capital, time, energy, are devoted to that end, and the margin between cost price and price realized (commonly called by the misnomer "profit"—frequently a loss) must carry the business ship to the harbor of success or leave it a derelect upon the sea, a menace to the trade of those who navigate the same waters, dangerous to other interests limited only in proportion to its size, the practical result of not being able to discern between profit and loss. Stocks may differ—as may communities—but when a man draws say $5,000 from the bank and invests it in stock he must be in a position at the end of a period of time to withdraw that amount plus a profit above interest or he has not succeeded.

To the beginner we say, over-estimate rather than under-rate the cost of doing business. It's safer. You invest say $5,000 cash in a stock of general merchandise. You estimate you can do $15,000 worth of business on this investment (we believe that the average stock in Ontario is not turned over more than twice, however). In order to do this you will have to charge against profit : Salaries (other than your own), rent of store, light, heat, taxes, insurance, advertising, freight, cartage, express, office expenses, depreciation of value of stock, and if you are doing a credit business, depreciation of value of book accounts also. We submit the following and contend that a man who hopes to succeed is not safe to alter the estimate only as time and experience together with the yearly balance sheet prove his ability to do so.

A Concrete Example.

To do a $15,000 business on a $5,000 stock of general merchandise we estimate the cost as follows :

	Per year.
Rent of building	$200.00
Salaries—	
Man	500.00
Girl	250.00
Boy	200.00
Insurance on $5,000 at 1¾	88.00
Light and heat	100.00
Advertising, 1 p.c. on amount of business	150.00
Taxes	50.00
Freight, cartage and express	300.00
Office expenses	100.00
Interest on investment, 6 p.c. on $5,000	300.00
Ten per cent. on $2,000, cost of collecting book accounts, together with bad debts marked off	200.00
Add to this the depreciation in the value of his stock, worth say 80c. after one year	1,000.00
Total	$3,438.00

We have $3,438 as the estimated amount of the legitimate cost of doing this amount of business. In many items our figures are too conservative, and you will notice we have not taken into consideration the salary of the proprietor, this because we consider the above table as fixed expenditure, a tax against the business which must be met, while the proprietor's salary may be decreased or increased as business may warrant. The man who goes into business for one year, then sells out, may consider himself most lucky if he can do so without an actual loss, while the man who remains in business would not have to consider depreciation of stock more than from 5 p.c. to 10 p.c. per annum, save only the year he should wind up his business, when after five years his stock would perhaps be worth 75 per cent.

It will then be clearly seen that under ordinary circumstances a man must average 33 1-3 per cent. advance on net cost (not 1-3 advance on invoice, as much could be said about the importance of the cash discount and its place in a business man's success). But following up our example, 33 1-3 advance on cost would mean a gross profit of $3,750, or a salary for the proprietor, providing he remains in business, of roughly $1,000.

If every business man felt that departure from the above, whether business extravagance or cutting of prices, etc., meant a cutting of his salary (the only item of cost not fixed) fewer business failures would have to be reported.

From the Pacific Coast.

A firm of grocers write from Vancouver, B.C. :

Our experience has shown us that our expense, or the cost of doing business, is one of the items that require careful consideration. We have been told that 10 per cent. should cover the cost of handling our business, but we find that such is not the case. We place our expenses in schedule form as follows : Rent, or interest on capital in building, 2 per cent. ; delivery of goods, 2½ per cent. ; clerks' wages, 5 per cent. ; bad accounts, ½ per cent. ; interest on value of stock and fixtures, ½ per cent. ; light, fuel, insurance and repairs, ½ per cent. ; total, 11 per cent.

This we consider to be a very conservative estimate, and we can safely say that while expenses have varied according to circumstances, the volume of

trade and the competition, these figures may be taken as a basis of a medium or small store's expenses.

Another Schedule.

"Success," writing from Carleton Place, Ont., says :

I think the following should be considered in arriving at the cost of doing business :

At least bank interest on capital invested.

Rent or interest on value of real estate.

Reasonable salary to proprietor.

Wages to employes.

Insurance.

Taxes.

Horse keep, repairing rigs, etc.

Light and heat.

Telephone.

Depreciation in value of fixtures.

Postage, stationery, and all other expenses incidental to the business.

To illustrate : Suppose a man is doing $12,000 business per year with $3,000 invested, I would figure cost something like this :

Interest on capital, 3½ p.c.	$105.00
Rent	200.00
Salary to proprietor	800.00
Wages to employes	850.00
Insurance	50.00
Taxes	30.00
Horse keep, repairing rigs, etc.	75.00
Light and heat	50.00
Telephone	20.00
Depreciation in value of fixtures	25.00
Postage, etc.	25.00
	$2,230.00
Now suppose he figured 20 per cent. profit on selling price of goods, $12,000, we have	2,400.00
Less	2,230.00
Net profit	$170.00

I do not include freight as I think freight is a part of cost of goods and should not be figured in cost of selling them. In addition to the above I would add a small percentage for waste goods in some businesses where such waste is unavoidable. It seems to me too many merchants act on the principle that to buy an article for 80c. and sell it for $1 means 20c. profit, and to my mind at least we need just such a discussion as you are undertaking.

How Another Does It.

A grocer in an Ontario city writes :

In reply to your inquiry re cost of doing business, I will give you my own method. We derive our cost of doing business by keeping an account of our total sales each day and month, also our total expenses (including interest on capital, proprietor's salary and adding 1 per cent. for bad accounts). Multiply the total expenses by 100, then divide it by the total sales, adding your 1 per cent. for bad accounts, and you have the per cent. of cost of doing business. For example, I will give you our method of keeping account of our daily sales and expenses and figuring our per cent. of cost at the end of each month :

Total business for month	$4,000.00
Total expenses	400.00
Per cent. to cover expenses	10 p.c.
Bad accounts	1 p.c.
Cost of doing business for month of June, 1906	11 p.c.

June, 1906.

Sales—		
Cash	$2,000.00	
Credit	2,000.00	$4,000.00
Expenses—		
Wages	$240.00	
Freight, etc.	10.00	
Rent	40.00	
Paper and twine	20.00	
Fuel and light	8.00	
Stable	25.00	
Interest and insurance	35.00	
General	22.00	$400.00

EAT CODFISH AND SQUID.

Wood's Hole, Mass., is a place where biologists from all the leading universities of America study during the Summer, says the New York Times. The Government maintains a station here and provides all material free for experimental purposes. Prof. Field is in charge and he occasionally entertains his pedagogical friends at an experimental marine dinner. Among his guests recently were Dr. Mathews, of Chicago ; Dr. Conklin, of Pennsylvania ; Dr. Carpenter, of Texas, and Dr. Crampton, of Columbia University. All pronounced the work of Professor Field a success. The majority voted that the dinner was a fine one.

Prof. Irving A. Field, who is a fellow of Harvard College and professor of chemistry at the College of Western Maryland, said among other things : "A sea food must pass these standards : Palatability, digestibility, be nutritious and abundant. It should come from deep cold water rather than warm, shallow water. The animal should feed on other living animals or on vegetable matter. The following pass muster under this test : The snail (littorina), the squid, the whelk (sycotypus), the rock crab, the sand lance and dogfish. The snail is abundant along the Atlantic coast as far south as Long Island. Boil it in salt water for fifteen minutes. Use a pin or needle to extract it from its shell. The squid is clean, and is found all along the coast. It is to be had for 10 cents per bucket, and may be fried or pickled in vinegar and spices. The whelk (large snail) makes a chowder equal to that of any clam. It may also be fried and is plentiful. The sand lance, or silver side, is better than any sardine if steamed under pressure and then preserved in olive oil. The dogfish may be prepared like any other fish."

Through Professor Field's experiments this fish is now being put up in cans like salmon. It tastes like sea bass. All the fish mentioned by Professor Field were served at his dinner. Professor Field says a cheap food is needed for wage earners, as statistics show that one-half of the wage earner's income goes for food.

QUEBEC EXPANSION.

Conditions in the flour and feed section of Quebec City trade are more satisfactory than some little time ago, due to more than average crops, assured prosperity and general optimistic feelings resulting from the calls in Quebec of C.P.R. steamers and the building of the new bridge. This is evidenced in no better way than the decided expansion in the trade of many firms. None can show a more striking growth than that of C. A. Paradis, which house although but two years established under his own name has already won an assured position.

Although young in years, Mr. Paradis has had ten years' experience in the trade and has built up a splendid connection as a result of strict integrity in all dealings coupled with exceptional facilities and a great deal of earnest hard work. In fact, he goes so far as to make his business his pleasure, supervising all departments, though by no means a "do-it-all man."

A Grocer representative was recently shown through his premises, taking note of his large warehouses for flour, feed, grain, hay, provisions, fish of all kinds and general groceries. His business is at 81 Dalhousie street. Immediately back of commodious offices is a brick warehouse 160 by 40 feet, amply stored in all its large five flats and basement. This is said to be the largest warehouse in the city. Beside this is another warehouse 40 by 60 with four flats.

These few facts give his retail customers an inkling of his ability to promptly look after their wants and afford manufacturers and millers some idea of the value of his representation. These large warehouses enable him to give ample accommodation to firms wishing storage facilities and his business in this direction is increasing.

Mr. Paradis is planning to extend his business so as to effectively handle foreign and domestic agencies in grocery and allied lines. His experience presages success. He is now open to receive applications from firms wishing up-to-date representation.

PLEA FOR PACKAGE GROCERIES

Modern Trade Development

(R. C. Brandon, in Interstate Grocer.)

The grocery business is in a state of evolution, and has been for some time. The tin can, glass jar, paste-board carton, bag, box and oiled paper are the overturning influences acting upon methods and conditions bearing upon the old-time grocery trade. The customer at retail wants his goods delivered to him in a package. The manufacturer and jobber in "straight" goods encourage the idea. The retail grocer finds a simplified business, a cleaner, surer profit, and the minimum of time and labor in dispensing these package goods to his customers. It is the age of the illustrated, printed package in the grocery business, and, with the introduction of one package to a new line of commodity, the grocer feels the pressure of demand for packages for half a dozen other lines that have not been adapted to box, jar or carton.

Seriously, as well as in the comic papers, prunes always have been associated with the grocery store. Fifteen years ago, when a grocer in a big city bought his prunes, he got them in a tremendous packing case weighing many hundred pounds, and stamped with the hieroglyphics of the Turkish growers and customs ports. With the coming of the American prune and raisin the handy packing box is coming, assuring to the customer cleanliness, freedom from insect ravages, and the undeteriorated flavor of the fruit.

Sanitary Era in Groceries.

Without doubt cleanliness and sanitation have been the greatest forces leading to this evolution of the package grocery store. The consumer, with his knowledge of germs and their menace, his disposition to fear adulterants, and always his repugnance against the unnecessary handling of the things he has to eat, caused him to lead, rather than follow, the idea of the package, with the name of the packer stamped upon the outer covering. This acknowledged source of a packed commodity carried an assurance with it which no grocer's parcel in brown paper ever had given the customer. Then, in the same measure, this same package relieved the dispensing grocer of the authority for its excellence. With only these things in favor of the package the evolution of the grocery business was made plain.

But in a hundred other ways the old-time grocer, looking on at the package business in the modern grocery store, may see where his old methods were more than archaic by comparison.

Freed from the Errors of Clerks.

The grocer selling in packages, first of all, has an absolute assurance against the inaccuracies of the average clerk who handles weights and measures. This clerk is not a scholarly, systematic man. He may be hurried beyond measure. He may be tired out late in a long day. If he makes a mistake on the scales and gives out too much he cheats the house of profits; if he weighs too little he is almost as likely to antagonize the customer and lose the trade for his house. At the best, and at all times, the customer, looking on, expects to see the scale register the proverbial "down weight," and this may mean one penny-weight or two ounces—all dependent upon the clerk or upon the clerk's mood and attention.

Thus in weighing alone the proprietor of a grocery store dealing along the lines of case goods never was certain that even the law of averages would keep him on the right side of reasonable profit. Then eleven eggs in a bag which should have held a dozen; a pound of crackers, full weight, but with half of the squares broken and dog-eared; a parcel improperly wrapped, which on the way to a customer would burst open, spilling half the contents—these conditions in the business of the old-time grocer left him especially open to the suggestion of the package trade.

Difficulty in Price Making.

On the other side of his business, too, the old-timer had many guesses coming. For instance, he bought a barrel of cucumber pickles. The manufacturer who sold it to him probably said there were 1,000 pickles in the barrel. Not unlikely it contained 800, with eight inches of salt sediment in the bottom. How could the grocer, paying for 1,000 cucumbers and doubting the number, fix his own retail price to his own customer in any certainty except by counting them?

How could this same grocer, buying a thirty-pound box of soda crackers, fix readily his retail price when he had to consider the problems of down weights, the breaking of the crackers, the deteriorations and losses that came of the goods lying around in the open boxes, subject to moisture, dirt and the petty inroads of the cheese and cracker fiend?

Heavy Loss on Bulk Goods.

Considering the old-time grocery store, it might be said that three-fourths of all the goods he handled in bulk were subject to a legitimate loss in weight, and to this extent a deterioration in quality and flavor. But this illegitimate loss that came first through a short count from the jobber and later through the petty shoplifting of the loafing, inquiring, but non-purchasing "customer," was a terror to the average small grocer. These losses made his business as much a guess as the package trade makes it a certainty.

It may be set down as certain that if ever the package grocery ceases for any reason to exist it will be against the strenuous, hard fighting of the package grocery keeper. When package groceries have evolved to include every line handled by the grocer—if that shall be possible—the package grocer will have the simplest, surest business in the world. It will be possible then for him to make an almost absolute statement of his condition of business every night in the week. How shall this be possible?

In the first place, he will know almost at a glance what his sales for the day have been. He will know that neither more nor less has been handed out to a customer than the package paid for has guaranteed. He will have got the packed commodity at a certain fixed price, and it will have been sold at the fixed retail figure beyond any reasonable chance of mistake. And with all this in favor of the packed commodity, the whole business of receiving the goods into the house, the displaying of it, the handling of it to the delivery wagon, and the final dumping of it on the kitchen table of the customer will have saved the grocer at least one-third of the time of his working forces.

Chance for Progressive Grocer.

Under the present conditions of the grocery trade there is opportunity for the wide-awake, active grocer to anticipate some of the coming certainties in package development. He may have a certain bulk goods which he knows are up to his standard of quality. He is assured that his customers will be glad to have the commodity in a staple package, if even he have to put his own name and address upon the wrapper in identification. For instance, bulk prunes of good quality may be bought for 8 cents a pound, net. If they are packed at once in a proper carton in a proper way they can be handled satisfactorily by a careful man and without loss. Thus a pound of 8 cent prunes in a carton

will cost the grocer 9 cents, while the package may be sold to the consumer for 14 cents, giving a clean, sure profit of 5 cents on every package handled.

Naturally as the neatness and general appearance of a grocery package mean much in the sale of its contents, the general tendency of the package commodity will be to enforce tidiness and display of goods to every advantage on the part of the grocer. Goods that a few years ago were in boxes, barrels and bales which served to litter up the best kept store now are placed on shelves down the side of a storeroom and in the front windows, dressing the room attractively and at the same time doing as much as the salesman can do in suggesting purchases for the consumer who has his eyes about him.

Name Must Carry Guarantee.

Package goods carrying the name of the producer or jobber or retailer are the goods par excellence of the present and of the future. The guarantee of the packer must go with every package. This is an implied condition which the customer will insist upon. A man may go to John Smith's grocery store and buy a commodity from a bulk case, taking it home to find it distinctly second class. Yet he may use this commodity to the end out, of its common brown bag, unmarked, while if the stuff had been in a cardboard carton bearing the name of John Smith the goods would have been returned with indignant protest.

It is in handling package goods that the grocer finds his protection against the operation of the food laws. Goods coming in an original package from the manufacturer or his agents and sold in that package by the retail grocer leaves the grocer free of legal entanglements if the goods shall have been adulterated. If goods are bought in bulk and weighed and sold by the grocer at retail the customer finding short weight or adulteration has recourse against the grocer.

Spice Trade Proves Point.

No plainer showing of the responsibility of the firms packing groceries can be shown than has been marked in the spice trade in the last fifteen years. In 1890 at least 65 per cent. of all spices were sold in bulk, much of it was ground, and even more of it adulterated. To-day, virtually all spices are in packages, ground, and in the grinding and packing and labelling of these spices the public has its chief assurance that it is getting the best that the markets afford. Few people to-day would buy ground spices from a bulk can, and nobody who buys his whole spices with the intent to grind them himself can feel that he is getting any better commodity than is served in packages by a responsible manufacturer of spices who expects to remain successfully in business.

Packages Come to Stay.

Package groceries have come to stay. Cleanliness, sanitary precaution, and celerity in the retail business will insist upon the retention of the package. And because of this demand for package groceries the producer and jobbers are to be held to the chalk line of honest weights, values and flavors.

Burglars broke into the store of Hibbard & Son, Ridgeway, Ont., some weeks ago, blew open the post office safe and got away with $60 cash and $194 in stamps. They then appropriated a horse and rig and got across the Niagara River. Nothing more has been heard of them. The Government takes the loss as the stuff was securely locked away.

RETURNED
Oct 23 06
to Salada Tea Co.
Cut Book No. 56
Page No. 58

One Shipment of Salada Tea to Provost & Allard, Ottawa.

STORE MAKING AND STORE METHODS

A. R. Denison is a prosperous and popular architect in Toronto. In conversation with a representative of The Canadian Grocer he outlined his idea of what the interior of a grocery store ought to be. Mr. Denison has visited many of the largest cities of America and has carefully observed store construction and arrangement. His views may not appeal to some practical grocers, but as a specialist his views cannot fail to interest everyone associated with the grocery business. He said :

My idea of an ideal family grocery, just say a good family grocery, is this : The entrance should not be more than six inches above the sidewalk level. The windows should be very wide and of clear plate glass without obstructions for about eight feet from the floor and above that to the ceiling should be light reflecting glass that will throw light into the store. The show windows should be dust-tight to preserve goods placed in them. The floor of the show window should be of glass or tiles. There should be as little wood as possible used in the construction of the shop front or inside show window. The entrance-way to the store should be tiled. The store floor should be either of hard wood polished or of tiles. The walls and ceilings should be finished in hard cement and painted or faced with glass tiling. The counters should be of metal with a plate glass top.

Breaking Away from Usage.

Here's where I would make a departure from the ordinary grocery as we know them in Canada. I would divide the store into two compartments by a glass and iron partition. The front portion would be the public or salesroom. The rear portion would be a stock room where as much as possible goods would be kept in their original packages, and a work room for the putting up of orders.

The front apartment, the sample or selling room, I should furnish with metal-and-glass silent salesmen cases and little or no shelving would be placed upon the walls. As regards shelving, there may be room for a difference of opinion, and if it were decided to have any it would be also of metal and glass, glass shelves on metal brackets.

Stock Room Fittings.

The bulk goods department should be fitted with dust-proof bins and metal shelving. As much light as possible should be allowed to enter from the rear. For this purpose there should be large fanlights and windows opening into the yard and should be fitted with fine copper wire screens. These would keep out the flies and a great deal of dust.

The electric or gas fixtures throughout should be substantial and of good quality, but very plain. The house entrance, if there was one, should if possible be entirely separate from the business premises.

Cleanliness Has First Call.

In my judgment the first consideration in a store where food stuffs are sold should be cleanliness. That is why I would substitute metal and glass for wood whenever possible. The division of the store into sample room and stock room or sales room and work room is primarily also in the interest of cleanliness, but it would also economize space and in my opinion permit of a very much more attractive store.

Nowadays everyone with any hygienic sensibility objects to buying goods that have been displayed on the street exposed to the dust, filth and nastiness of the public thoroughfare. To a degree in proportion to the store's trade the portion open to the public, what we have called the sales room or sample room, is a public thoroughfare. It is my opinion that no food should be exposed to contact with the public and to the dust of even a well kept store. Here is where the silent salesmen cases come in. Samples of all bulk goods should be kept in

THE UNBEATABLE WEST

The grocer was not expected, a little while ago, to be in the van of colonization, but this is a hustling age, especially in the grocery trade, and the accompanying illustration shows a corner of a grocery store in a little western town not yet two years old. How's that ? The store is Smith Bros.' and the town is Camrose, Alberta. The Canadian Grocer is indebted to J. Dawson Manners for the photograph, and quite prepared to take his word for it that Camrose has "the most up-to-date store in Canada, comparing favorably with some of the best stores in larger towns in Ontario."

The basement is an important part of every properly arranged store. It should have a concrete floor fitted with tight drains and bell traps and should be flushed regularly. The walls and ceilings should be plastered with cement mortar and the window sashes should fit tightly. Covering all openings should be fine wire screens to exclude the dust and flies. There should be no plumbing in this lower portion of the building so that there would be no poisonous gases.

them and only taken out to show to customers. For example, consider raisins, prunes, currants, figs and dates. Every particle of dust that touches adheres to them and yet in many groceries they stand exposed for days and weeks to dust and flies and the fingering propensity of the public. The stock of all such goods should be kept in their original packages or dust-proof bins in that part of the store to which the public is not admitted. Teas, meals, coffees, spices, and a multitude of other commodities should be similarly treated.

Saving Space.

In regard to package goods the plea of cleanliness does not apply, but there is the question of space. Why should a grocer provide shelf room for tier upon tier of cans, packages, and bottles, that could be better kept in their original packages ?

I don't suppose everyone will agree with me that the arrangement I propose will make the most attractive store. A manufacturer of fine store fixtures tells me that grocers are the most conservative people he knows, and it may be some grocers would not feel comfortable if they hadn't behind them shelving loaded with goods, counters loaded at either hand and piles and heaps on the floor in front of them. But I think a room with a recently cleaned hard floor furnished with silent salesmen cases filled with samples of goods all under the protection of glass would appeal to the buying public.

The Counter Going.

I have admitted some counter space, but the most forward stores in American cities are banishing the counter, using instead a draw shelf in the wall fixture similar to those provided in the best office desks. In such a store as I have described everything but the goods could be cleaned and if necessary washed often and easily. Some people are suspicious, others are inquisitive ; that is why I would make the partition between the sales room and stock room of iron and glass. It will let the people see that the goods are cleanly kept and carefully handled and it would be a spur to tidiness and neatness on the part of both the grocer and his help.

The interior decoration shown in the accompanying illustration is wholly the work of J. M. Thom, the clerk whose window dressing won Gibbons Bros., Toronto, the first prize in the competition last New Year. The store may look a little crowded, but it certainly presents a very attractive appearance and could not but suggest to customers that Mr. Gibbons had in his heart some of that old-time Christmas cheer, marking him as a safe and comfortable man to deal with.

First Prize Winner's Interior—Gibbons Bros., Toronto.

Lesson in Salesmanship

"I saw a bit of salesmanship in a grocery store this morning which hardly pleased me," said a well known business man to the writer recently. "The clerk under observance was waiting upon a lady customer and he did it nicely until about the end of their interview.

"Then he made two mistakes.

"The lady had given him her order. As she stopped for a moment he said, 'Is that all ?' That was all she could think of at the time.

"As she glanced about the store I wished to whisper in his ear to amend his question by asking her instead, 'What else can we do for you ?'

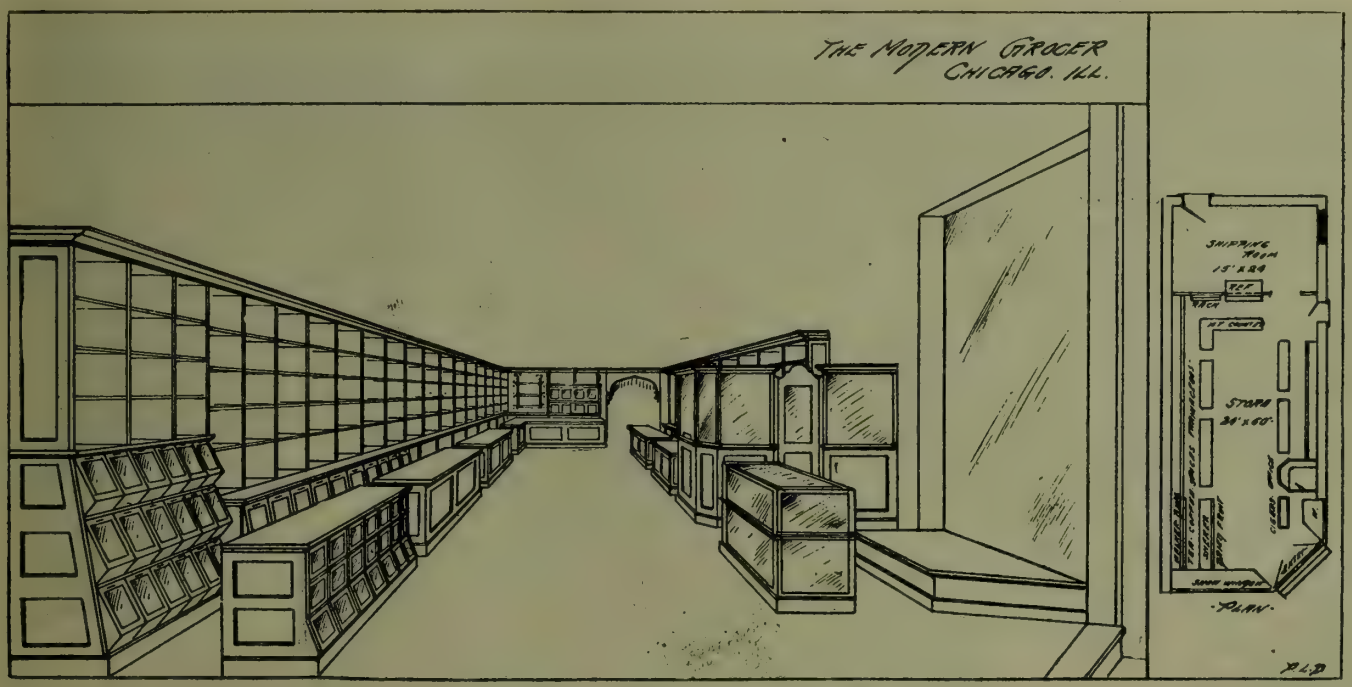
"His next question, however, was a little worse. 'Can't we sell you a little sugar ?'

"Now what could have inspired a salesman to push sugar ?

"It is sold at a constant loss and is always demanded in quantities as large as the customer can use.

"All around the shelves in that particular store I could see articles like club-house cheese, lobsters, salad dressing and other seasonable, profit-paying goods.

"If I were a clerk or a merchant I would let the big stores down town sell all the sugar and I would push goods, the sale of which helps to pay my salary. I would hide away the goods which pay no profit and produce them only when called for, but I would play up and display profit bearing goods."



Grocery Store Plan and Interior Fittings.

The two leading points named by the speaker are worth study.

It is a mark of good salesmanship to never allow the customer to think that the clerk is tired of waiting upon her. It is well, also, to suggest anything except a desire to terminate the interview.

Salesman's tact is the thing most needed. It isn't learned from the books.

Selling tact is a valuable acquisition. It never loses its value, whatever line of business the clerk may in a course of a lifetime embark in.—Ex.

INSIDE DISPLAY.

Scarcely less important than the window displays are those made inside of the store where they are inspected more closely though by less people, says Frank Farrington in Brains. These displays comprise the special sale displays and the many regular showings of staple goods both inside and outside of the show cases.

The same taste ought to be used in these as in the window exhibits though many of the window display rules do not apply. Fixtures are very necessary in showing anything but goods which can be stacked up like cord-wood, and they will add to the selling quality of the exhibit.

The goods should be such that they will not be injured by being handled, as they will be by the public. If you don't want the goods handled, don't leave them where they can be, for it will hurt your store to get the reputation of finding fault with people who want to see what the goods are. You cannot afford to be what they call "persnickity."

Some goods will be stolen and some will be spoiled by soiling in the displays that you make, but just charge them up to advertising, or to profit and loss, if you keep the old-fashioned account, and the result will be satisfactory at the end of the year.

Make your displays timely always, giving special prominence to goods that are in demand on account of their seasonableness. People who shop in good stores are in the habit of depending upon the shops to keep them posted as to what is new and what is seasonable. The reputation of a shop for doing this or for not doing it is easily made.

Change your displays often even though you make up the new displays of the same kind of goods. A new arrangement and a dusting and polishing will make a new display without putting the seasonable goods back out of sight.

Nothing repays a display's trouble much better than the exhibiting of edible articles in tempting array. Fruit, candy, bottled and other package stuff can be placed so that it will be almost impossible for any one to go past without buying. Take advantage of the appetites of your customers. Candy dealers who have tried it say that it is profitable to exhibit candy with the "take one" sign on it. People will help themselves and that is what you want them to do. If the candy is good, they will buy in nearly every case. If it is not, don't put it out on exhibition.

There are many things in the grocery store that will pay for tasty displays where they can at least be seen. Don:t be afraid to hand out samples of such goods. Bread so cast upon the waters is sure to return.

Visit other stores and see how they make use of their display opportunities. That's one of the best ways there is of getting ideas. Next to that comes literature on the subject. Study all of that that you can get and keep it on file. See that your clerks read it too.

Keep in touch with the fixture market and don't let the other fellow find out ways for doubling the display room in his store before you tumble. Be up-to-date and use up-to-dateness to your advantage.

Let the clerks who take care of the stock in the show cases study the arrangement of the stock so that they will always keep the goods showing to the best advantage. Many kinds of goods must be kept under glass and more ingenuity is required to make a display there to attract attention than when

the goods can be placed on top of the counter.

Would you show crockery! Show it with the dust off from it and the price on it. Show it right side up and bottom side up, so that any one who wants to know about it can find out without having to call in the crockery specialist to tell her. Information cards ought to go on a great many goods along with the price cards.

Pretty china and glassware attract many a woman and sell on sight where it never would have been asked for at all. You can display a great deal of this sort of goods in racks of shelves that rise in tiers, shelf behind shelf. Set plates and such pieces so that the face and not the edge is visible from the customer's standpoint. The surface of a plate, even a cheap plate, is generally very pretty and attractive. The edge of a plate, or the edges of a pile of cheap plates, are pretty apt to be so uneven that their cheapness becomes obvious. It doesn't pay to put the weak points of cheap bargain goods on exhibition. You may not want to deceive the public — you won't do it if you value your business reputation, but honesty does not call for a merchant's putting the worst foot forward.

In the crockery departments you must have plenty of room for the public to pass among the tables without danger of knocking anything off on the floor. To make it possible for a customer to cause damage is to make it possible to lose that customer. You may decline to accept pay for the breakage, but the embarrassment caused the customer will often drive her away for months at least.

Stand all breakage yourself, but make it as small as possible by taking precautions in advance.

In general, the same care and the same judgment is needed about inside displays that are required for windows. The same rules hold good as to colors and many other principles. There should be display all over the store and judgment in all its details is necessary to insure success. Attention to detail is necessary anywhere to make success.

Educate your clerks to that idea and see that they live up to it. First, though, you must live up to it yourself.

Interior, May & Houlahan, Sherbrooke, Que.

Progress in a General Store

Krug's, at Tavistock, furnishes a good example of the general store that is conducted along progressive lines. Nearly everything on the calendar that could be handled by such an establishment is carried, and strong competition has to be met from Stratford, eight miles away, and Woodstock, fourteen miles away. To hold its share of the trade under such conditions the store must be able to offer good attractive features.

Among the lines carried are general dry goods, millinery, men's furnishings, clothing, house furnishings, groceries, boots and shoes, crockery, glassware and graniteware, hardware, stationery, paints and varnishes, and builders' supplies. There is also a custom tailoring department. The store is 120 feet long and two floors are occupied.

"The mail order houses do not disturb us very much," said J. F. Krug. "We watch them pretty closely, and are just as much interested in their catalogues and other literature as anyone. We are then able to size up our own prices and make it worth while for the people to trade at home. An eye is always kept on Stratford and Woodstock also. We advertise in the newspapers from these places which circulate in the country districts, and in several other papers besides.

"Generally speaking, we aim to conduct our store on city methods as far as possible. As a means of keeping in touch with what is going on we find trade papers very valuable. We subscribe for a sufficient number to cover every line that we carry.

"General stores are getting out of the rut that they followed for so long. It must be done if business is not to go elsewhere. I have mentioned the advertising that we do. We also use attractive show cards to draw attention to particular articles and prices. Stock is carefully gone over regularly and slow lines in dry goods, etc., are put out on

tables in the centre of the floor and turned into cash at such reductions as make them sell readily.

"Another thing that is bettering the position of the general store is closer collecting of accounts. There is no reason why this cannot be done. In some instances you find merchants are backward about asking payment within reasonable time because they are afraid of offending old friends. If they are going to be up-to-date and gain a standing where they can look competition square in the face accounts must be rendered regularly and settlement insisted upon. By lax methods in this respect a great deal of money is lost. The time is approaching when every merchant must be able to buy for cash and get his discounts. How can he do so if his customers are not made to adjust themselves to more business-like terms?"

tailoring orders that we counted on getting," continued Mr. Krug. "We saw at once where the trouble was, and reorganized this department without delay. A young man from Toronto was placed in charge, and we have regained old orders and new ones besides. It costs something to maintain a first-class man, but it pays handsomely as soon as he gets things in running order."

Butter, eggs, hides, dressed poultry, lard, bacon and hams are taken in exchange for goods to any amount. To do business on this plan a man requires to have expert knowledge of these commodities, and to constantly watch market conditions. To Krug's, exchange of this kind is just as good as cash, and perhaps a little better. There is the profit on the goods in the first place, and a profit also out of the butter, eggs, etc. The farmers like this system.

store for thirty-six years, and his personality is a valuable asset to the business. At inventory time the stock amounts to about $35,000, and $3,000 of this is represented by the glassware department.

"We carry finer lines now than ever before," stated J. F. Krug in conclusion, "and while we are able to show the people of this district that the values are here, we can count on their loyalty to us."

Tavistock has a population of 1,500.

Store Fitting for $750

The grocery interior shown in the accompanying plan was designed for an

Handsome Store Front, Sherbrooke, Que.

"The Glasgow Warehouse," as the Krug store is called, is located in the centre of a very fine district, and the city merchants are always on the alert to attract buyers to themselves. Some time ago a Woodstock store announced that it would lay carpets and hang curtains bought from it free of charge. Krug's felt the effect of this, but followed suit in short order, and has maintained the practice ever since.

At Fall fair time in Tavistock, a year ago, another city store put up a good-sized tent to accommodate a display of furs, and had a staff of salesmen in charge. Krug's immediately offset this by filling the store windows with furs that bore comparison.

"One season not long ago a city store captured a large number of the custom

for it saves them the trouble of going to market. During the months of July, August and September every egg is candled—that is, examined by the light of a candle—and none but the perfectly good are accepted. As high as 1,200 dozen have been received in one day. The store is in connection with real good firms, to whom these commodities are shipped. By maintaining high quality, and quantity also, good prices are secured.

Krug's millinery department is a success. Accumulation is kept down to the minimum by very careful buying, though not in such a way as to interfere with the standing of the department in the eyes of the public. A formal opening is held, and an elaborate display given.

Mr. Krug, Sr., has conducted this

Ohio grocer and is reproduced from the Modern Grocer. The store is 24x65 feet and 15 feet at the rear is partitioned off for a shipping room, leaving the store proper 24x50 feet. The entrance is at the corner, as shown in the plan, and located just beyond this, on the right hand side, a window opens on the side street, and in front of that is the cigar case. A small stock pattern tobacco case could be set on the bulkhead in the rear of the cigar case if desired. The shelving and counters extend back to the side door, as shown.

In the rear, set in the partition, is the refrigerator, which is iced from the shipping room. A wrought iron rack for holding hams and bacon is fastened to the wall at the left of the refrigerator, and in front of the latter is an L-shaped

marble-topped counter, on which the meat is handled.

The last three sections of shelving at the rear end of the room on the left are to be used for canned meats, fish, delicacies, and goods of a like nature. On the left, in front, is a three-tier set of Walker bins, which are fixed permanently against the wall. The bins are supplied with plate glass display fronts, and are used for teas, coffees and spices. In front of the Walker bins is a counter with display apartments below for dried fruits. At the rear, farther down, are bins for farinaceous goods, sugars, bulk crackers, etc. Above these bins are shelves, on which crackers in tins, and miscellaneous package goods may be placed. Beyond these, in front, are the service counters, which are divided in the rear for bags and paper. There is also a twine drawer for holding reserve balls to fill holders.

The cost of this fitting, in plain oak, would be about $725.00.

Strictly Cash Business

T. A. Forman has carried on a strictly cash business in Woodstock, Ont., for seventeen years. However, his faith in the feasibility of this basis of operation, even in a good-sized village, extends farther back than that. His home was formerly at Port Perry, Ont., where his father was proprietor of a general store. The business was conducted along the ordinary lines, which included a substantial element of credit. Young Forman conceived the belief that this could be done away with altogether, and cash exacted for all purchases. While readily allowing the great advantages that would accrue from such a course, his father did not think it practicable. At this time—twenty-two years ago—Port Perry had a population of only two thousand, so the field was somewhat limited for the test of such a radical change. Finally he acceded in part to the desire of his son, who, with his brother—now conducting "The Fair" at Ingersoll, Ont. — started in with enthusiasm to prove the merit of the plan, even as applied to a place of that size. They were given full charge of the dry goods department, which they separated entirely from the rest of the business. A rigid cash basis was instituted, and at the end of the first year the sales amounted to double what they had been any year under the old system. Mr. Forman proved that his theory could be put into practice, and he has stood by it ever since, with, he states, splendid results.

"When I first came to Woodstock and announced that I purposed doing a cash business, there were plenty of people to tell me that it couldn't be done, and it was prophesied that I would not last long. That was seventeen years ago, and I'm here yet.

"I have always had confidence in the public acceptance of the cash basis, with its advantages to both merchant and customer, and have shown that it can be made a success. I buy for cash and sell for cash, and in that way have no trouble in figuring on close profits.

"We feel the mail order houses here very little, but there is no denying that they have had some effect in the direction of educating the public to pay cash for their goods. Then, a store that refuses credit helps its competitors to a certain extent. A lady coming in here always has the money in her pocket to pay for what she wants. If she does not find the article that suits her, she goes elsewhere and is not likely to have it charged.

"You will doubtless hear in many quarters that it is impossible to do a cash business in a small city or town and have any great degree of success. I'll tell you where the trouble lies. The system is all right, but in most cases of failure the merchant himself is to blame. He advertises that his terms are strictly cash, and starts out with the determination of maintaining that principle. He does so in most instances, but someone, probably of influence in his town, comes along and asks for credit. That person, we will say, is a good customer, and sooner than run the risk of giving offence and losing the trade, he departs from the rule that he has laid down, believing that no harm will result, and that his transgression will not be known. That is where he starts to undermine the success of his plan.

"You know there are in every town a number of people who consider themselves privileged, and they are the ones whom the merchant finds it hard to refuse when they ask to have an account opened. When I started here some of these people came to me, expecting to be exempt from the cash terms which I had advertised. I promptly declined to extend credit, even in the smallest degree. They were generally indignant, and did not come back for a considerable time, but they could not deny that I was justified in acting as I had done; in fact, they talked about it, and this proved a good advertisement for my business. The public soon got to know that I treated everyone alike, and then I had their confidence. That was a big step in advance. It is evident that business generally is working round more and more toward a cash basis."

Neatness in the Store

It sounds simple enough to say you and your clerks are neat, as is also your store, but is it a fact? Is your store such that your critical customers cannot find any fault with it in this respect, or is it only a half-hearted attempt at neatness?

In the present day of competition all these little things count. The public like to patronize a store where everything is bright and clean and neat. They know then that in the natural course of events the merchant's goods will be wholesome. With such a store he would not tolerate second-class merchandise. This is the way the people feel about it, and every little thing makes an impression upon them. If your clerks wear neat white aprons, if your shelves are neatly dressed, and show evidence of care, then these points are considered, and your prospective customer forms all the better opinion of yourself and your store. And once you get started in the right way, it is a very easy matter to keep things in order if the matter is constantly attended to. There should be a place assigned to everything, and everything should be kept in its place. White aprons for your clerks cost very little, and will bring you in returns in the way of good will on the part of customers.

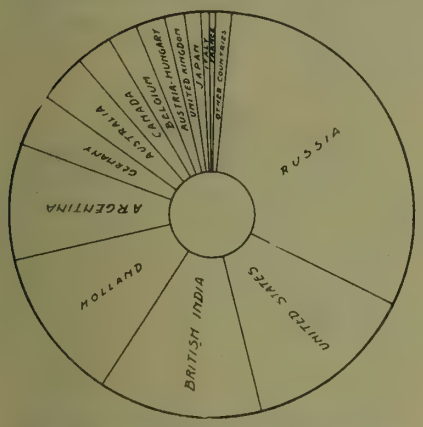
To put it to yourself, is there anything that looks so bad, on entering a store, as a clerk looking as though neatness and cleanliness were foreign to his nature? It strikes you at once that the proprietor of this store must be careless, that he is an easy-going sort of a fellow, caring nothing for the future, but content to make a bare living to-day. While on the contrary if you drop into a store and are met by a smiling clerk, neat in appearance, and your wants filled quickly and satisfactorily, are you not likely to go back there again? Everything looked so fresh and clean that you could not help remarking the fact. And did you not also notice that business was brisk in this store, while there was nothing like good trade passing in the store first mentioned, where perhaps a strong odor of onions met your nostrils as soon as you opened the door.

Neatness is something of an asset to the grocer, and the merchant who overlooks it is not going to make such a success of his business as is he who is always on the alert for neatness and cleanliness in his clerks and in his store.

WORLD'S CEREAL PRODUCTION

The collection and comparison of figures concerning the world's production of cereals reveals many interesting facts and the accompanying diagrams place some of these before the reader in concrete form. It is especially interesting to note the position Canada holds with other nations interested in cereal production.

The agricultural wealth of a country depends to some extent upon its area, and still more upon its population, but there are other factors, such as the nature of the soil, climatic conditions, and the character of the people, which have a large influence in determining the agricultural importance of a nation.



World's Exports of Cereals by Countries.

Russia	$247,312,785
United States	111,328,020
British India	105,600,759
Holland	98,208,600
Argentina	74,883,035
Germany	33,575,850
Australia	30,613,399
Canada	23,021,100
Belgium	19,743,200
Austria-Hungary	18,589,600
United Kingdom	12,967,325
Japan	10,788,000
Italy	5,468,000
France	2,431,000
New Zealand	1,713,459
Denmark	1,406,464
Spain	1,223,996
Uruguay	723,098
Switzerland	606,200
Sweden	88,976

Canada ranks second only to Asiatic Russia in extent of territory, but there is a large percentage of this which cannot be utilized for agriculture. In the "barrens" of the northern part there are perhaps 1,000 million acres. There are 800 million acres of forest land, a large portion of which will no doubt eventually come under cultivation. There are 200,000,000 acres of grazing land, and 200,000,000 suitable for agriculture. There are at present about 30,000,000 acres of improved land, of which only one-third is in cereals. As regards the land, therefore, Canada has almost unlimited opportunity for development as a cereal producer. The population, six millions or thereabouts, is not sufficient to place her in the first rank as a producer of cereals. In the charts, Canada accordingly stands low as a producer. Her appearance, however, is proportionately much better as an exporter.

Asiatic Russia, with a population of

World's Production of Cereals in Billions of Pounds.

20,000,000, has 27,000,000 acres of cultivated land, of which 12,000,000 are in cereals. Its total area is 3,980 million acres, of which 1,800 million acres are waste. There are 1,400 million acres of forest; 300 million acres suitable for pasture land; 500 million suitable for cultivation.

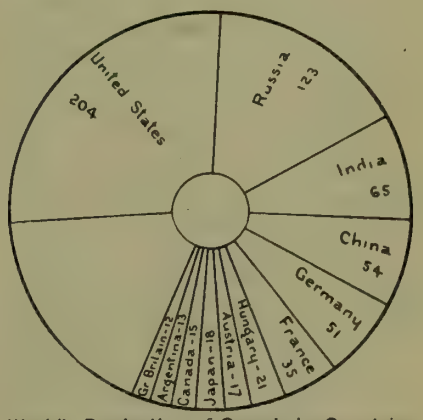
Russia in Europe has 124 million people, and, with 200 million acres of pasture land and 350 of cultivable land, ranks high as an agricultural nation. Only about 230 million acres are actually cultivated and of these 180 millions are in cereals.

The United States ranks with Russia as one of the greatest producers and exporters. It comprises 1,900 million acres, with a population of nearly 80,000,000. It has about 100,000,000 acres of waste land.

Australia has about the same area as the United States, with about 4,000,000 people. Eleven hundred million acres of waste land, made up chiefly of arid regions in the interior, and 100 million acres of forest land leave 700 million acres, and of these only 100 millions are suitable for cultivation. There are only 13 million acres actually cultivated, of which 7 are in cereals. There are about 600 million acres suited for pastoral purposes and these are largely occupied by the herds of sheep and cattle. While some of this pasture land may, as population and means of transportation increase, become farm land, still the arid region in the centre precludes it ever having a large population engaged in agriculture.

Argentina has about 5,400,000 people. It is largely devoted to pastoral industries. There are about 300 million acres suited to grazing and 150 millions for cultivation. There are only about 30 million acres cultivated, of which about 18 millions are in cereals. Mexico has a still smaller area, although its population is 13,000,000. About 200 million acres are suited to pasture and 100 millions to cultivation.

India has 400 million acres of cultivable land, although only 250 million acres are actually cultivated, of which 160 millions are in the leading cereals, including millet. Here again there is rich land, but oft recurring famines. India has nearly 300 million people, so that less than one acre per inhabitant is actually cultivated, although there are



World's Production of Cereals by Countries in Billions of Pounds.

about 150 million acres suitable for cultivation lying idle.

The failure of the monsoons brings famine to many portions of India, and this despite the fact that other sections are exporting cereals. In the olden days grain was stored in the different villages in good years, so as to have a supply for bad years. The improved transportation system has resulted in the exporting of this grain.

China has, according to Williams, 650 million acres of cultivated land, or more than any other country in the world. In the chart it is left blank, representing cultivable area, because some

more modern travelers claim that not more than one-half of the area of China is cultivated. They claim while in certain sections there is intensive culture of the most extreme character, alongside of them are areas suited to pasture or forests that are entirely neglected. China has the advantage of very rich soil in the "loess" regions north of the Yang-tse-kiang. But even here when there is an immense rainfall famine occurs, as the water then all runs off and crops are a failure.

The population of China, according to official statistics, is 407 millions, but most travelers say this is exaggerated.

Without question China produces large quantities of food products for man, but it has practically no pasture lands.

Statistics of Chinese agriculture are practically nil, even the best that can be done in rice is to accept estimates of careful observers. China north of the Yang-tse-kiang raises wheat, millet, barley, maize, and other similar products, and south of that river rice is the leading food product.

EASTERN TOWNSHIP WHOLESALE GROCERY.

The City of Sherbrooke, P.Q., is the distributing centre of a large and prosperous district, being located in the heart of the famous Eastern Townships. Among its best known firms is that of T. A. Bourque & Co., registered. Established in the year 1880 by T. A. Bourque as wholesale grocers and provision dealers, it has from a small beginning reached a foremost rank in the grocery purveying line. Two years ago the business was bought by J. T. Poulin and S. Robitaille, two young and energetic grocers. Mr. Poulin has had a long experience in the retail and wholesale grocery trade and for seven years previous to opening in Sherbrooke, was connected with the well known Montreal wholesale grocery house of Laporte, Martin & Cie., Limited, in the capacity of Eastern Townships representative. Mr. Robitaille, though a young man, received his training under Mr. Bourque, and his thirteen years' connection with the firm makes him conversant with the detail of the business. Mr. Poulin looks after the firm's customers in the Eastern Townships as far east as Megantic and west to Farnham, and as he covered the same territory for his former firm, commands a good and increasing share of the local trade. T. A. Bourque & Co.'s offices, sample rooms and warehouse are located at 156 Wellington street, in the very heart of the business section of the city. Their large storage warehouse is located at 221 Wellington street near the railway.

The company besides staple groceries and provisions are direct importers of fancy English, French and American groceries, as well as Eastern Townships agents for a number of well known Canadian firms, among them D. S. Perrin & Co., London, and Viau & Frere, Montreal. They have introduced and obtain a good trade in their special brands of pickles, spices, baking powders, "Duchess" brand coffees, etc.

A great impetus has been given to the trade of T. A. Bourque & Co., registered, since Messrs. Poulin and Robitaille purchased the business two years ago, and with the up-to-date ideas and the energy and determination shown by the partners, T. A. Bourque & Co., registered, is bound to become a large factor in the jobbing trade of the Eastern Townships.

Tea Makers Cleanly

It is erroneously claimed that only the handling of tea by machinery—the real recommendations of which are despatch, economy and uniformity of grade — insures safety from disease germs, the inference being that danger lurks in a hand prepared tea ; but, as a matter of fact, the belief that the Chinese and Japanese are uncleanly in their habits is an exploded one. So far as the Japs are concerned, the narrative of the manner in which they survived the league at Port Arthur is sufficient answer to that charge ; and the Chinaman is described as always washing himself, whenever he can find a teacup of water to do it with. Then, too, the native processes are carried on in the country districts, where, according to a high authority, S. Wells Williams ("The Middle Kingdom"), orderliness, thrift and industry prevail, not in the overcrowded and low quarters of the great cities. It may be remarked in this connection that the fire and earthquake at San Francisco, which brought to the light of day his many so-called foul burrows, disclosed the fact that, however dark and devious his ways and quarters might have been, they were not unsanitary, despite their hivelike character. Besides, whether tea be prepared by hand or machine, it is "fired"—roasted—and the germ, which has been proven capable of withstanding a degree of cold approaching the ultimate zero, cannot survive this operation. Again, to make tea, boiling water is a necessity, and the germ does not live that can survive 212 degrees Fahrenheit. This erroneous belief may fairly be classed with that other bogy, that green teas are injurious because they get their color from being cured in copper pans, when, as a matter of fact, they are fired in iron pans, which gives them a slight color, and those that are brought to the western markets (the Orientals do not use them, but a tea that has been subjected to less firing) are colored artificially. But this coloring matter does not amount to more than 1 per cent. ; of this 1 per cent., 1 per cent. is Prussian blue (a vegetable which some people eat), and 99 per cent. is soapstone, which, being a mineral, settles in the liquid.

It is said that this coloring matter, or "facing," was first used in the days of old sailing ships ; as it took six months of sea travel before delivery unfermented tea was apt to be injured by the absorption of sea air, and so this facing was applied as a preservative. It imparted the greyish blue color called green, and, foreign consumers becoming accustomed to it, it was thought unsafe to send them the unfermented teas unfaced, though, as is proved in the case of Formosa tea, it can readily be done without injury in these days of swift ocean steamers.

PEANUT GROWING.

"Few people who buy a bag of peanuts on the street for five cents realize the extent of the peanut industry," said A. P. Bryan, of Norfolk, Va. "It is a fact that the total sales of peanuts amount annually to between $8,000,000 and $10,000,000, and some salesmen sell as high as 1,000,000 bushels each year.

"The seeds of the peanut are planted like beans, and when the vines have come up and the nuts are ready for harvesting, the farmer takes a cultivator especially made for that purpose and starts down the long rows. On either side of this cultivator are two long knives which sink into the ground sufficiently to cut the tap root of the vine. The same process is gone through with on the other side of the vine. The main root being thus severed and the ground loosened, the vines are lifted into shocks like corn. They are cured by allowing them to stand in the sun for about ten days, when colored women and children are sent into the field to pick the nuts from the vines. An average picker will pick about five bushels a day, for which he is paid at the rate of ten cents a bushel.

"It is not known how peanuts first came to this country. Both Africa and Asia claim the distinction of being the home of this vegetable. Its first record in the United States dates back to 1850. In 1861, the crop amounted to about 50,000 bushels, but it was the circus that really made the peanut a valuable article of commerce. At the present time the crop amounts to about 11,000,000 bushels annually. Virginia and North Carolina still maintain their lead, but Tennessee now raises about 800,000 bushels, though of an inferior quality. Of the ordinary variety about twenty-two pounds make a bushel."

QUALITY OF SALESMANSHIP

Some Views of the "Ad" Man—Honesty the Greatest Virtue The Square Deal" Always Pays—Capacity to Read Human Nature.

Salesmanship is a great thing. I've been studying it a little on the side lately. You see, since I've been the advertising man of this store I don't do much in the way of selling goods myself, but I keep my eye out for anything along the salesmanship line because I'm looking out for all kinds of ways to brace up the business.

The boss' nephew says I'm getting the swelled head since I'm the "ad man," and maybe I am, but I seem to be making good right along and that's more than he is doing, so I don't worry much over the size of my head.

After watching the fellows in the store for a while I've about come to the conclusion that nine men in ten can get to be good salesmen if they go at it to learn just as they'd try to learn to be good artists or good singers. There's a good deal to learn before you can step in behind the counter and sell a man something that he isn't suited with at first sight, and it isn't to be picked up in a minute, and a salesman needs systematic education.

Some men say that it isn't worth while to take all the pains of learning to be a professional salesman when they don't intend to stay behind the counter all their lives. They say that a man can't afford to work too hard at something that will never pay him more than a clerk's wages.

Unlikely Candidates for Promotion.

Of course that's all right if he is satisfied to remain a clerk all his days, but it always struck me that the chap who is afraid of doing his work too well isn't exactly the most likely candidate for promotion. I didn't get my promotion by being afraid I'd spend more time learning about my job than I was getting paid for.

The fellow who wants to be his own boss sometime won't be a very good one if he doesn't know anything about what his men ought to be doing and how they ought to be doing it. Most every man who has made a mark on the top rung of the ladder has begun by making a good deep mark on the bottom rung first.

I believe that some fellows have the knack of telling just what sort of a customer they have as soon as they hear the man or woman ask for what they want. That's reading human nature, I suppose. I never was very good at it naturally and all I learned along that line came by just studying the people I met every minute.

I found that I learned to judge a customer about as well as any one and I could handle them to the advantage of the house where I had been losing them altogether before. And I found out one thing, you don't want to load every customer up with all the goods he'll buy. When I first began, I had the idea that the crack salesman was the man who could sell a customer the most goods—just pile on all that he could possibly be made to take away and pay for.

I worked on that basis for a while until I saw a few cases where men I'd loaded up with too much of something that wouldn't keep forever, sort o' went back on the store. Then I tumbled to the great principle of salesmanship. You may know more about this thing than I do. If you do, you know that the man who is the best salesman is the man who makes the most and the best satisfied customers. Real salesmanship is making satisfied customers and that's the secret of the whole thing, if it is a secret at all.

A Salesman's Greatest Virtue.

You can't make a satisfied customer by selling a person what that person doesn't want, or what won't give that person satisfaction when it is taken home.

The kind of a salesman to be is the kind that people come back and ask for. When a man gets to pleasing the people he waits on so well that they want to do business with him again, then he has made himself worth something to the store and he is getting in line for a raise.

The greatest virtue in a salesman is honesty. It pays to be honest and it pays in real money. There's nothing to be made in any kind of chicanery. I've tried it and I know. I've tried to make people think that Brazilian turp was pure turpentine and had 'em go away believing it and I've had 'em come back knowing that I fooled 'em. It doesn't pay and it's mighty unpleasant when you get caught trying.

Folks aren't as anxious to trade with a chap who is smooth and smiling as they are to buy from the fellow who tells them things just as they are and who does it every time and gets the reputation for doing it.

A man can't fool a customer once without taking chances of ruining his reputation for a long while with that one customer any way. It takes just about two minutes to fool a man and it takes sometimes two years to get back to where you stood with him before you fooled him.

Don't Pay to Fool Customers.

You can't get around the fact that honesty is the mental and moral foundation of good salesmanship. No man ever yet got a lot of customers going regularly to a store unless he treated them right every time he did business with them. People know when they are robbed or fooled, and they don't always come around and kick about it either. As a matter of fact probably about as many just say nothing and don't come back to really make a kick.

The man who comes back and complains gives you a chance to square yourself with him, but the fellow who just makes up his mind that you are crooked and lets it go at that, keeping away from you and advising his friends to do the same, does you a lot of harm that you probably deserve — unless you didn't deceive him on purpose.

There's a good deal more to being honest than just not taking things that don't belong to you. Any man can be honest in the eyes of the law, just seeing that he doesn't do anything that he could be arrested for, and yet cheat people right and left. If you don't want to be honest because it's the right thing to do and because you know that you haven't any business being anything else, then you won't be honest enough to hurt you any. When I go out to buy things myself, I don't want to go up against the fellow who's only just as honest as he has to be.

This isn't any preachment. It's just straight business talk, and any young clerk who thinks that there is money in the "slick" school of salesmanship has my permission to experiment if he wants to, but if I were looking for a clerk I wouldn't hire him if he were the last man in the line.

Salesmanship may be made up of other things than honesty, and it certainly is, but they don't cut much of a figure if the honesty part is left out.

THE ONLY PEBBLE.

Housekeeper—"Have you any Mocha coffee, sir?"

Small Dealer—"Yes, mum."

"Genuine mocha?"

"Just imported, mum."

"Import it yourself?"

"Oh, yes, mum. I send my orders direct to the—the Sultan, mum."

"Humph! How much have you on hand?"

" 'Bout sixty pounds, mum."

"You have, eh, sixty pounds? I read in the paper this very morning that not over fifty pounds of genuine Mocha reached this country annually."

"Yes, mum, that's true. I had ten pounds over from last year."

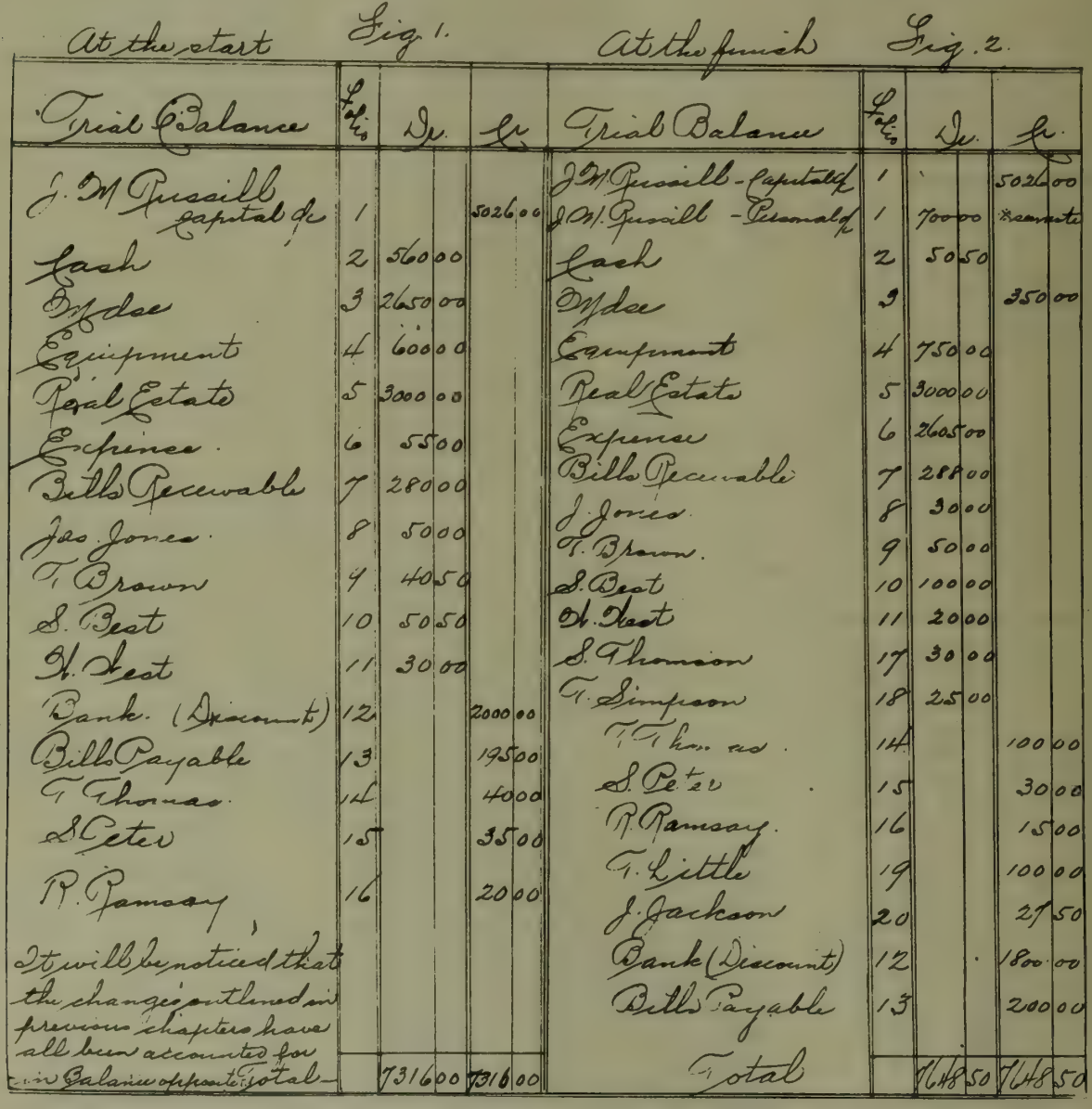
Business Management

By HOWARD R. WELLINGTON.

The Eighth in a Series of Articles on a Subject of Interest to Every Retailer.

HAVING all the transactions now recorded in closing the books, we will proceed to take off a trial balance and open a trading account, to ascertain the profits for the period.

It is not at all probable that a small retailer will devote the time necessary each month to take off a trial balance, but this should be done at least once in three months. Customers should receive monthly accounts in order that any existing differences may be adjusted before the transaction has been so old that neither party recollects the circumstances, and, besides, collections will be looked after to much better advantage. It is the dealer who is regular with his accounts, sending invoices or memos with the goods when delivered, and statements on the first of each month, who collects his accounts first. It will be noticed in the trial balance for the end of the period that the proprietor's account stands the same as at the start, although a period of business transactions has been entered through the books. In this connection it might be explained that as soon as the profit for the period has been ascertained from the trading and profit and loss account, the net amount is credited to the proprietor's account, which shows the additional capital investment in the business, less any withdrawals as ascertained from his personal account, which account may be transferred at the end of each period to the debit of the proprietor's account.



At the start Fig 1.

Trial Balance	Fol.	Dr.	Cr.
J. M. Pursaill Capital Cr	1		5026 00
Cash	2	560 00	
Bills Rec	3	2650 00	
Equipment	4	600 00	
Real Estate	5	3000 00	
Expenses	6	55 00	
Bills Receivable	7	280 00	
Jas. Jones	8	50 00	
T. Brown	9	40 50	
S. Best	10	50 50	
H. Test	11	30 00	
Bank (Discount)	12		2000 00
Bills Payable	13		1950 00
T. Thomas	14		400 00
S. Peters	15		350 00
R. Ramsay	16		200 00
It will be noticed that the changes outlined in previous chapters have all been accounted for in Balance opposite Total		7316 00	7316 00

At the finish Fig. 2.

Trial Balance	Fol.	Dr.	Cr.
J. M. Pursaill - Capital Cr	1		5026 00
J. M. Pursaill - Personal Cr	1	700 00	Accounts
Cash	2	50 50	
Bills Rec	3		350 00
Equipment	4	750 00	
Real Estate	5	3000 00	
Expenses	6	260 50	
Bills Receivable	7	284 00	
J. Jones	8	30 00	
T. Brown	9	50 00	
S. Best	10	100 00	
H. Test	11	20 00	
S. Thomson	17	30 00	
T. Simpson	18	25 00	
T. Thomas	14		100 00
S. Peters	15		30 00
R. Ramsay	16		150 00
T. Little	19		100 00
J. Jackson	20		27 50
Bank (Discount)	12		180 00
Bills Payable	13		200 00
Total		7648 50	7648 50

GETTING AT THE NET PROFIT.

WE have already found from our merchandise account that the gross profit (that is, the profit on the goods sold, not taking into account any expenses) amounts to $4,850 for the period.

In order to show more clearly how the net profits are arrived at, the trading account, as per illustration, includes as well the merchandise account, (already shown separately), and this would be a much simpler method in a small business where only a few accounts are kept, and expenses are not sub-divided into a number of different expense accounts.

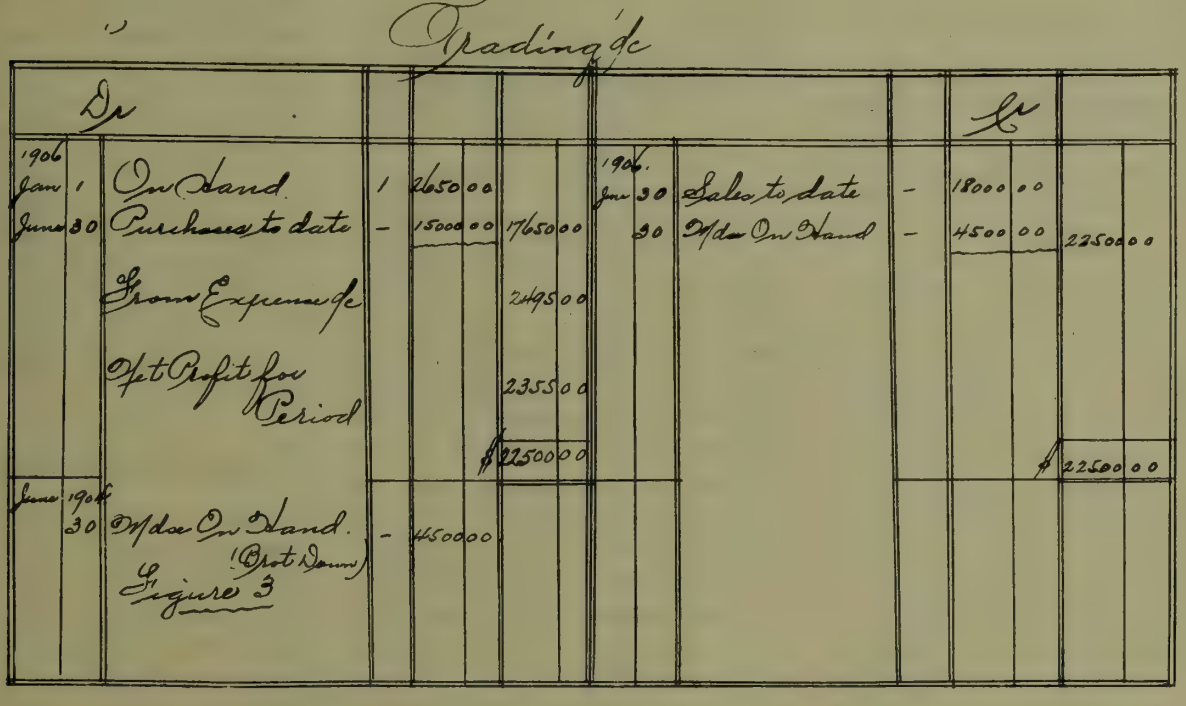
We find that the net profits for the period amount to $2,355, which amount is now transferred direct to the proprietor's capital account, which, in addition to the statement of the present condition of the business, will be shown later.

In explanation of the expense account, which amounts in this instance to $2,495, it might be said that a number of sub-divisions for this account could be kept, such as salaries account, rent and taxes account, insurance, light, fuel accounts, and sundry expense account, in order to arrive at the proportion for each expense to be added to the cost price of goods to obtain the selling prices. In a small business, if reasonable care is exercised in distinguishing between expenses and additions to the equipment or store, no difficulty should be experienced in arriving at the correct net profits for a period.

The items of freight and cash discounts should undoubtedly be charged to merchandise account, as these allowances are allowed on, or deducted from, the invoice price of goods.

A great many look upon cash discount as an item to be treated somewhat the same as bank interest, being a rebate for preparing the invoice before the net due date. The method in most favor, however, is to treat this item as an allowance, to be deducted from the actual invoice cost of the goods. It would be interesting and almost invaluable for the retail merchant to have his expense account so divided to enable him to know at the end of a period's business exactly the outlay for, say, salaries, delivery, rent and taxes, insurance, light, etc., in order that he may ascertain the percentage which each one of these items bears to his sales. In this way, if any expense item is out of all proportion to the business done, all his energies may be centred on this particular item, with the object of reducing the amount.

These divisions may easily be obtained by having extra columns in the cash book or marking the various items as soon as posted to the ledger.


Trading &c
Dr
Cr
1906 Jan 1 On Hand 1 2650 00
June 30 Purchases to date - 15000 00 17650 00
Gross Expenses &c 2495 00
Net Profit for Period 2355 00
$22500 00
1906 June 30 Sales to date - 18000 00
30 M/se On Hand - 4500 00 22500 00
$22500 00
1906 June 30 M/se On Hand. - 4500 00
(Brot down)
Figure 3

A COMMERCIAL GRAVEYARD.

A Toronto grocer well up in the trade and of long experience, speaking recently to a representative of the Canadian Grocer, said: "If it were asked of two hundred of Toronto's foremost grocers exactly what it costs them to do business, not fifty could answer the question. In small matters of cost is where many of them fail. They do not think it necessary to put down many of the small items, and it is these that rapidly mount up. Consequently many, by not keeping careful account, mark their goods at a lower price than the dealer who knows the real cost of doing business, and who knows that to make a profit he cannot afford to recede from his marked price. The man who underestimates the cost of doing business sooner or later begins to feel that trade is going against him. Finally, if he perseveres, he fails, and the failure to rightly appraise the cost of doing business is the larger commercial graveyard."

"Is there any portion of the fowl you prefer, major?" asked the hostess blandly.

"The left wing, if you please."

"The left wing?"

"Yes," retorted the major, gazing dubiously at the platter. "I believe it is always good military tactics to bring the left wing of a veteran corpse into action."

THE CANADIAN GROCER

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CHEER UP.

Next to business ability cheerfulness is the largest natural asset of the grocer. The grouchy man should stay out of the trade. He may make a living; he can never be a success. Cheerfulness if of many kinds. There is the boisterous, jocular, good-nature of the hail-fellow-well-met. There is the quiet, complacent humor that surveys the world and itself with a kindly eye. An idealistic example of the latter class is the Cherryble brothers in Charles Dickens' Nicholas Nickleby. In actual life the happy old gentleman would be characterized by stronger evidence of business acumen, but the gist of success is there.

Worry and cheerfulness won't mix — moral, don't worry. A young manufacturer in Toronto, employing a score of men, met an old gentleman who said to him:

"You're worrying."

The young man admitted he was losing a little sleep.

"You're worrying about how you'll meet your obligations," pursued the mind-reader positively.

Another admission.

"Well, you quit worrying and put the energy you're using up that way into your business and you'll take care of your debts all right."

Years after, when the manufacturer had accumulated a substantial fortune, though still a young man, he said, "I took his advice and I've never worried about money matters since."

Cheerfulness is a natural endowment, but it may be cultivated, may even be acquired. Putting away worry is an act of the will and may be greatly developed.

"Cheer up" should be painted large on every grocery business.

SALVATION IN THE SOIL.

Back to the farm is the motto James J. Hill, president of the Great Northern Railway, would have the American people adopt. In the course of an after dinner speech in Chicago the other night after stating that by 1950 the population of the republic would be more than 200,000,000, he said:

"Practically speaking, our public lands are all occupied. The irrigation of land by the general Government will do something, but all present plans will furnish land for less than 1,500,000 small farms of forty acres each or for a population of 7,000,000 or 8,000,000. Our other natural resources have been exploited with a lavish hand. Our exports, of which we love to boast, consist mostly of the products of the soil. Our iron and coal supplies will begin to show signs of exhaustion before fifty years have passed. The former, at the present rate of increasing production, will be greatly reduced.

"Our forests are rapidly going, our vast supply of mineral oil flows to the ends of the earth. We cannot continue to supply the whole world and recruit our own resources by the methods of trade that now obtain, because the minerals stored in the ground do not recreate themselves. Once used they are gone forever. We shall, with these coming millions to provide for, be thrown back upon the soil, the only resource of mankind that is capable of infinite renewal. Upon the cultivation of the soil depends the future of mankind, and the nature and stability of its institutions.

"In some things we are going backward. The soils of the country are being impoverished by careless treatment. Forests are cut down that the sun may bake it, and the floods scour it into the ocean. It has been cropped with the same grain year after year until its productive power has deteriorated. The census returns show an actual decrease in farm values in a large number of the states. It is easily demonstrable that a reform of methods of cultivation would double the agricultural products and add from five to six billion dollars to the national wealth, while the resort to small farms and the adoption of intensive cultivation would give an equal increment.

"The costliest error will be in a clinging to the delusion that we are to continue to increase our exports and to live upon the profits of the foreign market. The time is coming when we shall need our wheat crop for home consumption and seed, when our mines will not yield, except at increased cost, the iron and coal required to manufacture commodities consumed at home, and when the cheap labor of the Orient, whose wages we cannot hope to meet, equipped with our machinery will vanquish all competitors. To a return to agriculture, to a jealous care of our land resources, we must come without delay if we are to escape disaster."

CREDIT BETTER THAN CASH.

James J. Hill, president of the Great Northern Railway, has sold the iron properties of the railway to the New York Steel Corporation for $400,000,000. Being the principal stockholder of the Great Northern, the deal places him well forward as one of the richest men of the world. Mr. Hill had a talk with a newspaperman afterwards.

"This was a tremendously big transaction," the interviewer commented. "You are quoted as saying there were at least 700,000,000 tons. How much is there?"

"How can I tell? There's a great deal of ore. It has been estimated at between 400,000,000 and 600,000,000 tons."

"Enough to last the world a long time?"

"Yes, enough to last the world a long time."

"How does it feel, Mr. Hill, to be one of the richest men in the world? What are you going to do with all that money? A yearly income, after ten years, of $14,230,000. Or don't you care for money? I have been told that your only realization is developing the Northwest."

"No, I don't care for money. I have had all I want for a great many years. There is something a great deal better than money."

"And that?"

"Credit. Plenty of credit. It is a great thing to have. I am glad to have plenty of credit."

Mr. Hill just hinted that this would be his last financial transaction, the heaviest, he admitted, that he had ever been engaged in, and that he had it in mind to retire from a strenuous business career.

"I'm getting perilously near three score and ten," he remarked, "and I don't want to die, like the trooper's horse, with my shoes on."

BUSINESS FAILURES.

Canadian failures for nine months of 1906 as reported to Bradstreet's number 901, involving $6,803,125 of liabilities, a decrease of 11.6 per cent. in number and of 36.2 per cent. in liabilities from the same period a year ago. Failures, assets and liabilities in Canada in nine months for ten years past follow:

	Number.	Assets.	Liabilities.
1906....	901	$2,983,773	$ 6,803,125
1905....	1,020	5,162,992	10,676,595
1904....	832	3,328,256	7,696,688
1903....	712	2,887,323	6,274,132
1902.....	851	2,759,989	6,300,413
1901.....	1,041	4,160,670	9,376,495
1900.....	1,002	3,017,784	7,441,667
1899.....	975	3,501,274	8,585,901
1898.....	1,091	3,271,772	7,592,510
1897.....	1,501	4,141,860	10,653,212

What do these figures mean? Remembering it is for nine months, the failures last year were two-thirds as numerous and the liabilities about the same as in 1897, when the country was still in the grip of hard times. But the failures last year were just about as many and the liabilities much larger than in 1898. It looks as if grim failure takes its toll of the business world regardless of good times or bad, and lends color to the assertion that most failures result from the lack of knowledge of the cost of doing business.

DAIRY PRODUCE IN ENGLAND.

The Canadian commercial agent at Bristol (Eng.), W. A. McKinnon, has been reading the annual Colonial Dairy Produce Review and writes in the Government's weekly report:

This Review states that the supplies of butter from Australia continue to increase. For the twelve months ending June, 1906, the total imports amounted to 26,950 tons, as against 23,368 tons in the previous year, and this in spite of a partial drought in Queensland and New South Wales in the early part of the season.

The exports from New Zealand for the same year were 15,177 tons, a reduction of 490 tons as compared with the previous twelve month. High prices for cheese apparently caused New Zealanders to make more of that product and less butter, the exports of cheese having increased by nearly 30 per cent., the total being 5,870 tons.

The quantity of butter exported from Canada is also affected, if not governed, by the profit to be made on cheese. The exports of butter from Canada amounted to 15,145 tons, an increase on the previous year's output of 2,298 tons, making a record so far as Canada is concerned, the previous highest amount having been 13,238 tons in 1903.

Out of a total import of 130,062 tons of cheese into the United Kingdom for the year ending 30th of June, 1906, Canada supplied 95,884 tons—over eight times the quantity received from the next largest exporting country, namely, Holland.

There is a noticeable change in the dietary of the working classes of the country, cheese being to some extent replaced by the cheap and excellent qualities of frozen mutton and beef, which are now regularly found on the tables of the artisans. Since the beginning of the year a large and unusually heavy consumption of cheese has been noticed; this is attributed to the tinned meat scare, and is one of the unexpected results of the Chicago scandals.

It would appear likely that owing to the trying Spring and hot Summer, the production of butter and cheese in the United Kingdom will be much smaller than last year. There has been a marked abatement of the supply of milk recently, and there is little prospect that it will be made good this season. But, quoting the Review, "the increased demand for milk in its raw state to supply the wants of the large towns has rendered the sale of new milk a more profitable method of dairy farming than the making of butter or cheese." The general outlook for Australian butter is considered most favorable, and it is stated that already sales of New Zealand butter have been noted for October-March shipment at higher prices than ruled last season. The Canadian trade have every reason to look forward to successful operations, as a result of an increasing demand at excellent prices.

AUSTRALIAN FISH BUSINESS.

Australia's importations of fish preserved in tins last year was £288,571. The sources of supply were:

United Kingdom	£ 94,134
Canada	51,779
France	7,412
Norway	6,461
Portugal	5,774
United States	102,845

The Canadian trade last year was much larger than that of any year of the Commonwealth records. The United States was larger than any year except 1901. The importations from Great Britain have declined. New Zealand is furnishing an increasing amount of such food products and last year supplied £7,427. The trade with Portugal and Norway is also increasing. The Canadian shipments were almost wholly of salmon and it can be materially increased by the preservation of other fish, such as herring and mackerel, in the forms in which they are put up in Europe, says the Canadian commercial agent at Sydney. There is no larger possibility in Canada than its fisheries and the Dominion should become the world's principal source of fish food.

EDITORIAL NOTES.

The cable line from Norway to Iceland which has been under construction for some time, is now completed. Correspondence between the two countries has become a necessity with the steadily increasing trade of the northern island.

SIMON SLANDER'S EXPERIENCES DOWN EAST

Specially Experienced for The Grocer.

It came as a distinct shock to my nerves when that important individual, the manager of The Canadian Grocer, leaned over my desk the other day and announced very affably that he would be charmed if I would contribute the prize essay on the Maritime Provinces to his Fall Special.

Now, to tell the honest truth, I had been dreading this announcement all along. You see, dear reader, it is one of the unwritten laws of the office that no special number of The Grocer can be published without a prize essay about the Maritime Provinces, which shall contain a sprinkling of those stereotyped expressions, "the far-famed Valley of the Metapedia," "the Garden of the Gulf," "the Land of Evangeline," etc., etc. Just about everybody round the office has had a try at the job, but so far I have escaped. Last Summer, however, I took a jaunt down east to see the sights and ever since I have felt it in my bones that I would be called on to record something about what I saw.

Before I begin allow me to explain that my mother's maiden name was Bessie Booster and that my father died while I was still an infant. These facts should make it quite evident even to the most thick-headed reader that by nature and up-bringing I am quite the reverse of what my name would indicate. This merely by the way, lest anyone seeing my name prefixed to this article should be deterred thereby from reading it. I might also add that in the office I am familiarly known as the "dog-fish reporter," though, believe me, this has nothing whatever to do with my appearance, manners or morals.

If you are beginning to grow impatient at my slowness in getting down to the provinces, just remember that it's not like going from Toronto to Hamilton or (excuse me) from Hamilton to Toronto. It takes quite a surprisingly long time. In fact, even that paragon, the "Ocean Limited," has to stay out all night to get there and it doesn't saunter round in the dark. The country is too skeery for a skittish young thing like that to dawdle in.

No, sir, the Ocean Limited goes at a mighty quick clip down along the south shore of the St. Lawrence, and about breakfast time you land in among some of the scenery that they talk about—the far-famed valley of the Metapedia.

The valley makes quite a pretty accompaniment for breakfast and I enjoyed it very much along with my fish, rolls, coffee, etc. The curves, of course, which lie thick along the bank of the river, make coffee-drinking somewhat risky, but by exercising a little caution you can estimate fairly well just when the lurch will come and get your cup out of harm's way in time. Otherwise the valley is fine.

After awhile you get clear of the valley and the curves and strike a long stretch of track, straight as an arrow for miles and miles. It reminded me of a roller-coaster, only without the twists and turns. The Limited would swoop down into a sort of valley, then up over a ridge; down again into a second valley and over a second ridge, and so on until after awhile you began to wonder when you would hit the bottom.

I was loath to leave the Limited at Moncton. The dining car especially was most attractive. Give me an I.C.R. diner for cheapness and quality. It's table d'hote from the olives to the finger bowl and decent Irish waiters; if they aren't Irish it's my mistake and they could certainly pass the imitation.

Of course I was disappointed when Friend Creighton looked up the time-table for the phenomenal Moncton bore and announced that he (or she) wasn't due until some time around midnight. The bore has been running on schedule for a good many years now and it's impossible to get the management to shift it. That's said to be the reason why certain distinguished people cut out the provinces from their itinerary, but of this I have my doubts. I know I shall go and try it again some day.

Going down to St. John in the evening, I was much impressed with the amount of suburban traffic that pours into that good city. The only difference between it and New York or Boston was that the people went into the city in the evening instead of coming out of it. I haven't yet lit on the reason for the phenomenon. At first I thought it was because the Sunday schools all had picnics that day. Then I concluded it might be a half-holiday. But neither surmise was correct so I simply concluded that the good people of St. John were fond of country air. And who could blame them when they are blessed with such a splendid river, navigable up to the provincial capital at Fredericton.

Having heard of the tremendous tides of the Bay of Fundy, I was prepared for a rough and tumble time of it when I took the ferry across to Digby. But the tides are only incidental and don't come tearing along like an express train or the Moncton bore. The only place I noticed that they were at all disagreeable was around the wharves, where they sometimes leave unpleasant things exposed when they recede.

Just out of St. John we slid past a big, sleepy-looking, top-heavy passenger steamer, making wearily for the port through the shifting fogs. Her passengers swarmed along the railings and waved madly at us. I suppose they took us for Esquimaux, ladies of the snows or other northern aborigines, even though they did hail from Boston.

After awhile we edged over to the Nova Scotian shore and presently ploughed into the bay, where Digby nestles against the hills. Digby is all right, and though I only stayed there about two hours, I made about twenty trips up and down the one-sided main street and thoroughly enjoyed myself. The place swarms with Americans, who are in for a good time and get it. There is a picturesque Summer hotel and free bus service to and from the station and wharf.

My departure from Digby took place soon after lunch on board that famous Nova Scotian institution, "The Flying Bluenose." To the ignorant let me say that this is the most picturesquely named limited express in America. What's your Empire State Express, your Imperial Limited, your Sunset Limited, or any of them to the Flying Bluenose? I am a student of railway trains and I know an aristocrat when I see it. The old Bluenose may be a trifle down in the knee, its cars may not all be of a pattern nor its engine a mogul, but what care I, it gets there just the same and travels on a limited schedule.

Yarmouth, where the Bluenose terminates its day's run, is an aristocratic old Nova Scotia town, living partially on the memory of the past and partially on the hope of the future, but living on the whole very much in the present. Whole-souled hospitality reigns within its limits and there is lots of leisure for a calm enjoyment of everyday blessings. There is also a two-car electric railway and plenty of fogs in season. The latter give plants, trees and foliage a fine complexion and make Yarmouth hedges famous. I could ask for no pleasanter

place to spend a holiday than this same old seaport.

Indefatigable Mackenzie & Mann are building a road from Yarmouth to Halifax round by the south shore. Perhaps you won't believe it, but the young superintendent of the Yarmouth division hitched up two or three cars and an engine and took me (and a few more) down the road to Barrington deadhead. It was an ideal day, and nature, the engine driver and the passengers all smiled. Would I had the pen of a Castell Hopkins or a Rudyard Kipling to describe the scenery, but my one word is "perfection." Lakes spread out on all sides, and now and then would come a glimpse of the sea. Of inhabitants there were few. It was an ideal land for the hunter and the fisherman.

Fram Yarmouth I jumped back through Digby into the Annapolis Valley. This is another place they talk about. Not being enamoured of ancient history or legends or such things, I didn't inspect any ruins or look for footprints on the shores of Grand Pre or caves on Blomidon. I was much more interested in the orchards around Kentville, whither Friend De Wolfe drove me. The whole surface of the earth in that neighborhood grows apple trees and I wondered how it could stand the weight when the fruit all came to maturity.

Of Halifax, I treasure only one or two pleasant memories. The rest is a confusion of rainstorm, fog and cold in the head. Naturally, being a good British subject, I went up and did a turn around the fort. It looked pretty secure and the Tommies playing craps down in the moat, or whatever they call it, evidently considered themselves safe. Being Sunday, I visited the garrison church and got an attack of the shivers, a nervous affection that seizes me when I grow too patriotic. It was an inspiring sight to see the church-full of redcoats rise up and sing "Fight the Good Fight" and end up with "God Save the King." Even though the band did play "Won't you come home, Bill Baillie," as soon as the service was over, it didn't seem very out of place.

Sydney, whither I journeyed next, was wrapped in rain and fog during my entire sojourn. Given a little sunshine and I could imagine it a pleasant place, but in my memory it still wears a black eye.

Old Sol peeped forth again just as we were tearing down that magnificent stretch of track alongside the Bras d'Or Lakes. It shone on one of the finest landscapes it has ever been my good fortune to behold, and under its soothing influence I began to recover my spirits. By the time Pictou was reached in the evening I could look on the world once again with a tranquil vision.

Pictou is another ancient burg that appealed strongly to me. With its odd, narrow main street, its fort and its wharves it made quite a picture. From there I crossed to Charlottetown one charming evening and got my first glimpse of the island of the gulf. I have heard people rave about Prince Edward Island and I thought they were silly. But then I was ignorant. Now I know better and I rave, too, when I get the chance.

It's hard to say just what there is about the island that attracts one. It's flat and that is enough to spoil any place. But there's an indefinable something in the air—a sort of Midas touch—that makes everything glorious.

After getting through with the island, I made tracks for home. Too much holidaying isn't good for anyone and in my three weeks' visit I had drunk in enough inspiration to last me a twelvemonth. If my story is a scrappy one, I am sorry, but as I said before, my specialty isn't scenery, but dog-fish.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to The Pacific—News of Your Brother Grocer in all the Provinces.

H. Brittain, Yonge street, Toronto, has sold his grocery business to R. E. Stroud.

W. F. Morley, of the Canada Brokerage Company, Toronto, was in Montreal last week.

E. P. Baughner, Talbotville, has purchased the grocery business of Mrs. J. Oxford & Son.

J. T. Cuddy, sales manager of the Montreal Packing Company, has been confined to his bed lately by illness.

H. R. Kemp, traveler for the McCormick Manufacturing Co., is ill with typhoid fever in Victoria Hospital, London.

G. H. Macfarlane, assistant general manager E. W. Gillett Co., Limited, Toronto, was in Montreal early part of this week.

Walter C. Elliott, representing E. W. Gillett Co., Limited, was a caller at the Montreal offices of The Grocer last Saturday.

J. F. Brownscomb, general merchant, Uxbridge, has opened a branch in New Liskeard and is doing a big business in the New Ontario town.

A. Atcheson, Deer Lake, was in Toronto last week with his family. One of his little girls had to undergo an operation for throat trouble.

John Swan, Vasey, general merchant, has built a chopping mill and will make it a department of his business. He will begin by operating the mill two days a week.

R. L Corlett, of Williamsford, who has purchased the general store business of the late Hugh Wilson at Cannington, expects to take possession on the 1st of November.

Ewing & Reid, of Alliston, a progressive and energetic produce firm, have bought the grocery and flour and feed business of W. Jenkins. Mr. Jenkins has been forced to retire because of ill health.

A. Wood, Kerwood, has been conducting his general store business for six months and is building up a very nice trade. He is one of the leading men of Kirkwood and the business with him is increasing rapidly.

Mrs. Kent, daughter of B. A. Belyea, Southampton, died very suddenly the week before last. Mrs. G. Kent was in the millinery business and was very popular. Much sympathy is felt for her family and friends.

J. B. Renaud & Co., Quebec, some time ago added a wholesale grocery department to their extensive flour and feed business and have considerably enlarged their premises by taking the neighboring building and warehouses at the rear. The interior has been rearranged and up-to-date office facilities installed.

W. J. Carruthers, who gave up teaching and purchased the general store business of Wm. Cochrane, at Baltimore about a month ago, is doing very well indeed. Mr. Cochrane has opened a general store in Burnley, not many miles distant and he, too, reports trade very satisfactory.

Wiggins & Gray, grocery and crockery merchants, Marmora, have made considerable improvements to their store. A new hardwood floor has been put in, some handsome new fixtures installed and a general clean up was effected. Altogether the firm is keeping well up with the game. They are doing a fine business and it is increasing.

The trustees of the estate of the late Hugh Wilson, of Cannington, are erecting in that town a very handsome bank building for the Standard Bank. It is a building that would do credit to Toronto and will be an ornament to the town of Cannington. It is situated on the corner opposite the general store recently purchased by R. L. Corlett.

(Additional notes on page 198.)

NESTOR OF TORONTO GROCERS

Henry Swan has Been in Business in the Same Stand Forty-Three Years—Memories of Early Toronto Before the Days of Package Groceries.

Forty-three years ago on Oct. 4, Henry Swan opened the doors of the store at 162 King street east, Toronto, where he to-day conducts one of the largest and finest grocery businesses in Canada. The store is twice as deep and three times as wide as when he started, making it six times as large.

Mr. Swan is a Scot, born in Edinburgh and 65 years of age. He learned the grocery business as an apprentice with Dodgson, Shields & Morton, for many years the leading grocers in Toronto. But that was not his first contact with the grocery trade. At the age of eleven he was employed by R. Taylor, who occupied the corner of three stores at Yonge and Albert streets.

"I come passed there every day," said Mr. Swan to The Canadian Grocer representative, "and I see that block as it was then."

The adjoining building was the Franklin House, kept by Rebel John Montgomery, of whom Mr. Swan has a vivid recollection. Past a lane entering the hotel yard was a vacant lot where a little later two small shops were erected. Next south were five little one-storey stores. Adjoining them was the large barn of the Fulljames Hotel and the hotel on the corner. All the block was built of wood.

Rebel John.

Rebel John, as the historical hotelkeeper was named, was a large man. Very early one morning Mr. Swan, then a mere lad, was sweeping the sidewalk in front of the grocery. Rebel John, hands in breeches pockets, was walking up and down and remarked in his deep bass voice:

"I do like to see little boys up early in the morning."

That was long before the era of package groceries. Sardines, mustard, corn starch and matches were about the only goods in ready-to-sell form.

"I remember when canned salmon came on the market," said Mr. Swan. "A lady came in and asked for salmon in tins. We hadn't it and I was sent out to Bilton's to get it. Mr. Bilton said, 'I sell it for 50c. I'll give it to you for three York shillings.' That was the price for a pound tin."

"There is not now in the wholesale or retail grocery business in Toronto a man who was in it when I started here." Mr. Swan said. "Mr. Ince was the last. Between the Don and Yonge street, I don't know of one remaining in any line of business."

One of the most interesting features of the Swan business is the changes it has experienced. It has completely changed in its character twice, giving it three distinct phases. Nothing could more surely indicate the business capacity, resourcefulness and perseverance of the firm than this ability to adapt themselves rapidly to changed conditions and so save their trade from what otherwise meant failure.

A few months after starting the business, Mr Swan was joined by his brother, Robert, and the store sign is still "Swan Bros." They established themselves in the farmers' trade to such an

Henry Swan.

extent that it comprised 90 per cent. of their turnover. At that time Toronto was the market for the whole central portion of the province. The farmers would come in twice a year for supplies and Swan Bros. had a great many customers from the Townships of Brock, Melanthon, Adjola, and others equally distant. One of their customers lived at Southampton on Lake Huron and drove in regularly.

What the Railways Did.

Railway development took this trade from Toronto. The opening of the Wellington, Grey & Bruce, the Northern, the Midland, and other lines made it unnecessary for the farmers to come to the city. Swan Bros. had to look for other custom. They must acquire a city trade. Their store was then in the heart of the business district and the best residential districts of the city were within a stone's throw. They laid themselves out to secure a share of this high-class trade and did it. From the semi-jobbing trade of the farmers, who, when laying in half-yearly supplies, could not buy in small quantities, this was a radical change. In addition to a change of method it meant a change of goods. There had been no call by the farmers for the fancy groceries required in a well-to-do city trade. Even staple goods had to be fancy in quality.

The firm's success on this practically new adventure had not been many years established when another change overtook them. Their customers began to move away. The old residential sections had gradually become undesirable and better-to-do people moved away. The problem before the firm was to hold their trade. They did it by going after it. They adopted the plan of calling for orders. That was before the telephone had come to their aid. Now the called-for and telephone trade constitute a very considerable part of their business. Some days they receive as many as 300 telephone orders, which in a ten-hour day would be an order every two minutes.

Good Goods.

"To what do you attribute your success?" Mr. Swan was asked.

"Giving the very best goods that could be got. If I learned of any better goods than we had I went after them. That has been my hobby all my life—to get the best. The poor trade selling a poor class of goods, any body can get that. It is a great mistake for a grocer to go in for cheap goods. The only time a customer is pleased with cheap goods is when he is paying for them, and never after."

The Grocer representative wanted Mr. Swan to speak of the building up of a grocery trade.

"It's hard to explain," he replied, "how trade is got and kept, but next to fair dealing the most important thing is to get rid of everything in the shape of second-class goods and keeping only the best."

As might easily be imagined, Swan Bros. do a very large credit business. Many of their customers seldom or never see the store.

"Cash or credit trade," Mr. Swan said, in reply to a question, "is a good deal as a person cultivates it. One person prefers a cash trade and another would not have it; one makes a success of cash trade, and would lose all he had with credit. What suits one may not suit another at all. It is largely a matter of temperament. Our losses have not been sufficient to make me think we would have preferred a cash trade."

It must not be inferred from this that the firm eschew cash. The writer knows

from experience that they accept it with great readiness.

A Hard Worker.

Mr. Swan sticks more closely to business than many men half his years and with a good deal less than half the excuse he has. He presides at the cash desk, but serves as readily behind the counter with the clerks, or answers the telephone if he happens to be nearest to it. A quiet man, given to dry humor and an occasional illustrative story. But the intent of his mind is serious. He is Scotch; he is Presbyterian with the philosophic tendencies the two engender.

The writer asked him to say something about the elements that make for success in business.

"I've thought for years," he replied, "about why one man succeeds and another fails and I've come to the conclusion that I can't tell. It's in the man, his temperament, his methods, his personality."

But when asked why a certain man with long experience would not be a success in business for himself, he replied, "He would not be able to master the multifarious details of a business."

Senator Jaffray, who has been a business and political friend of Mr. Swan many years, said of him to the writer, "He is a hard-working, industrious and level-headed business man. He stuck more closely to the counter than did his brother Robert. I don't know of him taking much interest in anything but his family and his business. He is a man of unswerving integrity and keen business insight."

Rev. J. A. Macdonald, managing editor of the Globe, speaking of Mr. Swan not as a friend but as expressing the community view, said: "Henry Swan is one of the men whose life and work give strength and stability to the business community. Without fireworks or drumbeating he has built up a substantial business house with excellent connections and about either his personal integrity or his commercial stability no questions are ever asked. He is one of those who believe in honesty not because it pays but because it is right, and after all that is the type of man that gives strength and stability to the business community."

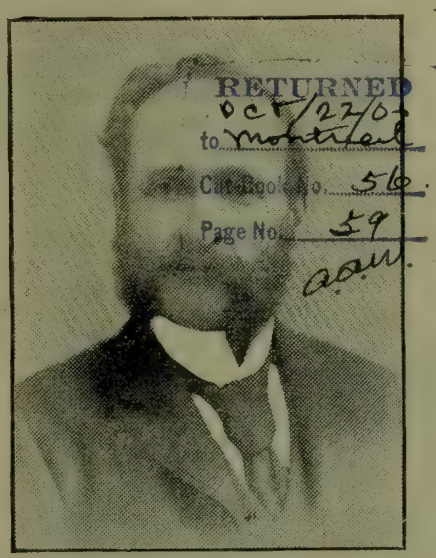
DEATH OF WM. STRACHAN.

Prominent Business Man in Montreal Died After a Short Illness.

William Strachan, one of the most prominent business men in Montreal, died early last Friday morning. Mr. Strachan had only been ill about one month, and was thought to be on the road to recovery, when he suffered a relapse and passed away in the fifty-eighth year of his age.

Born in Ormstown in 1848, the late Mr. Strachan came to Montreal when he was but fifteen years of age. Entering the employ of the Canadian Express Co. he remained with them for ten years, when he went into soap manufacturing. He acquired the soap factory from the William Christie estate, which had been carried on under the supervision of William Christie for years. His business ability soon built up a large connection, and he began to branch out in other directions. From the City of Montreal he and C. M. Acer purchased the Union abattoir, which they ran successfully until it was taken over by the D. B. Martin Co. Later, he organized the Montreal Stock Yards & Abattoir Co., of which he was president and managing director at the time of his death.

President of the Union Cold Storage Co., and vice-president of the Edwardsburg Starch Co., Mr. Strachan was also a director in several other concerns, the Herald Publishing Co., the Union Brewery, the Montreal Sand & Gravel Co., and the Manufacturers' Life Insurance Co.



The Late William Strachan.

As a member of several clubs Mr. Strachan was favorably known in social circles, and had many sincere friends.

A wife, six sons and a daughter survive him. The sons are: W. C., manager of the William Strachan Co.; W. B., broker; H. G., ranching in Alberta; E. D., Bank of Toronto; K. G., of the Lake of the Woods Milling Co., and H. D., Bank of Ottawa.

PROGRESSIVE SOAP CO.

In January, 1905, the Guelph Soap Co., of Guelph, was taken over by J. C. Walker & Son, and the business has been a decided success ever since, it having increased to such an extent that plans are now under way for a new addition to their factory. Their leading lines are "Welcome" cake soap and "Royal City" and "Peerless" bar soaps. They also put up the well-known Crystal soap chips. This company have been carrying on an aggressive advertising campaign throughout Canada with splendid results. They give no premiums, but invest the money that otherwise would be spent in premiums in the making of a first-class soap. If progressiveness, backed up by a first-class article, count for anything in business, continued success of the Guelph Soap Co. is assured.

COMBINATION OF DIFFICULTIES.

Dried Fruit Situation in California.

The dried fruit situation in California is a curious combination of difficulties arising out of the destruction of San Francisco. W. G. A. Lambe & Co., Toronto, have received from a large California firm a letter which says:

"The full force of the terrible disaster that overtook this city and state on the 18th day of April is just becoming apparent. The business section of San Francisco was destroyed. There has been for a number of years a shortage of labor in this state. This you will recall if you will go back over the experience we have had during former years. The tremendous demand for labor of all kinds as a result of our disaster, coupled with the fact that a very large number of people left this state immediately after the 18th day of April, and further the very high basis of wages being paid in this city, has turned almost all of the help that we have always used in the country districts to the city, and still the city is short of help. There is not a piece of work being done in this state at this time of any kind or character for which there is sufficient help."

The writers explain the shortage in lumber, the car blockade and the shortage of labels and cartons owing to the destruction of all lithographing plates, and conclude:

"The three vital forces in making shipments are labor, packing material, including labels and cartons, and cars. The shortage of any one of these is bad enough, but this year we have a shortage of all three lines to contend with. There is never a quiet moment with us.

"Everyone in the business is up against the same proposition. We are all anxious to get our shipments made, as it is impossible to get sufficient insurance to cover the stocks of goods we are compelled to carry at this time, owing to the failure and withdrawal from this state of a very large number of insurance companies, and of the inability of the balance to take all the business offered them."

RUSH READY FOR G.T.P. END

Big General Store Enterprise for Prince Rupert, the New Pacific Terminal—Great Fair Planned for Vancouver in 1910

Vancouver, B.C., Oct. 11, 1906.

All the eastern cousins will have the opportunity of visiting the lusty young province of the Pacific Slopes, in 1910, if the plans of the Vancouver Hundred Thousand Club materialize along lines now outlined. It is seriously proposed by that energetic body of westerners to have a big exposition in the Terminal City in 1910, to be called an Occidental-Oriental Exhibition. The club has discussed the matter preliminarily, and will make public later its decision as to taking charge of the organization of such a big proposition. The idea is suggested in the name, to have the products of the Orient and those of the western countries also gathered in exhibition in this city, on lines to be worked out later. Questions of ways and means are to be considered first, and an interesting report is to be anticipated. The advantages to the young city of the western commerce of the Canadian nation are palpable.

* * *

Practically the first commercial venture to be announced for the new up-coast city, the terminus of the G.T.P., is that in which Robert Kelly, of Kelly, Douglas & Co., wholesale grocers, is associated with the United Supply & Contracting Co., of Montreal, of which Jas. Carruthers is president. By Feb. 1 next it is the intention of the new concern to have an immense general store opened at Prince Rupert, as the coming port is already named. The stock will be shipped north by Messrs. Kelly, Douglas & Co. This movement, taken as it is to be the action of men in close touch with inside information re G.T.P. matters, indicates the expectation of an early and big rush to the new city. In the same connection it is announced definitely by the president that there will be no present chance to speculate in Prince Rupert town lots, for there is no survey yet. Still there are hundreds awaiting first news to move north.

* * *

Industries are beginning to locate in New Westminster, attracted no doubt by superior water and rail facilities, combined with comparatively cheap building sites and lower rates of taxes. The latest is a soap factory, which is to be built by an eastern capitalist who visited the Royal City during the fair a week ago. He announced his intention of securing a site at once, and it is expected that a further announcement will be made at any time.

The announced intention of certain parties to start a glass works in the old Royal City will also be recalled. That deal is still pending, and if certain negotiations come to a successful conclusion, as now anticipated, that industry, too, will be added to the list.

* * *

British Columbia purchases large quantities of salt in the Old Country because of cheap transportation by sailing vessel from Liverpool, the home of the salt industry. Recently the non-arrival of the British ship Fingal, which is bringing 1,200 tons for the local market, has been causing a shortage of the commodity required for fish salting purposes. The Fingal, a sailing vessel, was reported delayed owing to bad weather en route.

* * *

Though not yet advanced on local markets, flour is considered as very likely to be raised sharply in the coming weeks. There has been a good deal of activity displayed by jobbers in buying up stocks recently, on the strength of the outlook for advanced prices, as indicated by eastern movement. Of course the bulk of the flour used being imported from the mills of the Northwest, the price is practically governed from that direction.

* * *

Local business conditions are very bright. The New Westminster Fair last week brought in many up-country and out-of-town dealers, and these had, of course, the usual contingent of buying to do at the wholesale houses before going home. Prices of staple commodities do not show any sharp change, and in the ordinary lines of produce, etc., the stocks and prices are normal.

* * *

In produce there is preparation for Thanksgiving. A number of turkeys from local sources will be marketed and a limited stock is coming forward from the east in cold storage. The price is said to be expected to range at 25c. per lb., though dealers who profess to be posted predict that later on the price of dressed birds for Christmas will be much less.

Butter is very scarce, and price is firm at last raise, which made it 30c. from local creameries to the wholesale trade, 35c. to the retailer, and 40c. to the consumer. Eggs of strictly fresh local vintage will now bring 45c. per doz. readily. Fresh candled stock will bring 27c. to 30c.

* * *

In fruit the supply of choice apples increases. Many are being sent down from the interior. The crop is not so extra heavy, but is being got out in good shape and forwarded quickly. The interior apples are, as a rule, not forwarded so early in the season. Some of the varieties favorite now are 20-ounce pippin, Wealthy, Alexander, Jonathan, Wolf River, etc. Prices range from 80c. to $1.50 to the trade.

Pears of late Fall and Winter varieties are being marketed, though the crop is not large. Prices are $1 to $1.50 per crate. Plums and peaches are off the market. Crab apples at $1 the 40-lb. box are still offering, the chief variety being the red Siberian. Tomatoes sell at $1 to $1.25 per crate. At Kelowna and other Okanagan points they were being offered at as low as 50c. the 20-lb. crate, and no takers. Oranges, late Valencias, are bringing $5.50. Lemons, $7 per crate.

* * *

In vegetables, potatoes remain firm round $15 per ton for local lower mainland stock, with higher for interior-grown stock. Shipments to the north are over, while on the Aorangi to-day some consignments go to Australia.

NOVA SCOTIA HEARTY.

Crops Good and the Outlook Bright—Many Tourists.

"I tell you the Halifax Board of Trade is now a credit," writes W. G. DeWolfe, of Kentville, "and has done splendid work the past year." Mr. DeWolfe is an enthusiastic and energetic board-of-trader. He has long been impressed with the possibilities for good work by boards of trade throughout Canada.

The Nova Scotia apple crop, Mr. DeWolfe states, is a good average and there will be 325,000 barrels for export. Many English buyers are now in the province.

"Nova Scotia," says Mr. DeWolfe, "is in good heart; lack of help the only drawback. Farmers look cheerful and all crops are a good average."

The tourist trade in the province was heavier last Summer than ever before.

WESTERN TRADE GROWING.

"The largest business in the history of the firm, and growing rapidly both locally and in Western Canada." The speaker was F. J. Smye, who some few months ago became senior member of the old established firm of Balfour & Co., now Balfour, Smye & Co.

Mr. Smye was delighted with the progress made by the firm and particularly with the growing popularity of Tartan Brand goods, a subject that never fails to arouse Mr. Smye to enthusiasm. In fact he is never happier than when expatiating on the virtues of Tartan goods.

"Just let me show you a few orders," he remarked, stepping over to the desk where a fat pile of carload orders were stacked.

Mr. St. Clair Balfour is returning in a few days from his trip west, begun in June. The trip has been a successful one judging from the orders above mentioned. He reports that Tartan Brand is gaining great favor in the west.

Mr. Smye also reports a large shipment of Tartan Brand canned fruits and vegetables to the West Indies to a customer secured through their advertisement in The Canadian Grocer. Glasg and London have also taken large quantities of Tartan gallon apples recently. "The chief difficulty experienced," concluded the head of the firm, "is in securing sufficient quantity of these goods from our factory at Grimsby. The demand from the west keeps us hustling."

Mr. and Mrs. R. F. Waddington, of Snellgrove-Waddington Co., Fort William, have returned to their home after a two weeks visit in Hamilton, where they were the guests of F. J. Smye, of Balfour, Smye & Co.

LONDON TRADE HAPPENINGS

Very Satisfactory Situation—Retail Grocers' Association Doing Good Work—Has a Large Cash Balance—Canned Goods—Dried Fruit Buying Light.

Never in the history of the grocery business in London was there such harmony among the dealers. The Retail Grocers' Association is in a flourishing condition and are working together to the interests of all. The result is that there are no useless price wars and everybody is getting good prices. The association was started about a year ago without a cent. To-day they have several hundred dollars to the good and have been able to provide a couple of good picnics that made the grocers talked about.

* * *

Business among the retail men has been very good. They have good reason for thanksgiving. London has been more prosperous than ever in its history and with nobody out of work it is not hard making collections. The difficulty in building trades this Summer has been to get labor and the result is that men have been making good money. The grocer gets his share of it, and what adds to the assurance of good business conditions is the absence from strikes that London enjoys.

* * *

There are few grocery changes here, as those in the business continue in it. The only change in recent weeks was one completed last week by which the grocery and butcher business of T. G. Siddle, Maitland and St. James streets, was purchased by Frank Farnsworth. It is said that another grocery will likely start in the east end where the Sovereign Bank is busily engaged constructing a fine new building with store space at the corner of Dundas and Adelaide streets.

* * *

The only drawback to business at the present time is the high prices of dried fruits and canned goods. The high prices of raisins and currants of course will affect the demand for peels and such composite parts of the Christmas luxuries. The wholesale men claim, however, that though the market is affected just now the demand will come with a rush before long. At the same time the retail grocers feel the squeezing process and are buying lightly and fear that it will hurt the business. The same is true of canned goods. In this district there has not been such a large crop of tomatoes or of corn in ten years, and in ten years prices of these goods canned have not been as high. The northwest trade seems to bolster up prices to the maximum mark.

In both these lines the wholesale trade is affected and purchases are small comparatively. However, in every other line the wholesale trade is most healthy. During September the country grocers were slow in payments owing, they claimed, to the farmers not putting their money into circulation. But for the first half of this month collections were never better.

* * *

The canning business in the districts of Western Ontario is booming and several new factories have been started this Summer. Those at Alvinston, Thamesford and other places report big business. But the new factory here, though now employing 125 people and turning out large quantities for which it is said they have orders ahead, are said to have lost money on the opening. It is said they had contracted for tomatoes in great quantities and when the time came for canning the manufacturers of the tins had not been able to deliver their goods and hundreds of bushels went to waste. But the prospects are now the finest, the entire output for the present being sold in the west.

J. W. Weegar, of Maxville, and a buyer for several Montreal produce firms, was in Montreal last week.

ESSEX FOR CORN AND TOMATOES.

Believes Itself to be the Banner County of Ontario.

There is not the slightest doubt in the minds of the people there that Essex County, the most southerly portion of the Dominion of Canada, is the banner county for growing corn and tomatoes.

The cut showing the delivery of tomatoes to the Essex Canning & Tomato Co. at their factory in the town of Essex, will give one an idea of the extent of this industry and what it means to the farmers and market gardeners to have a large canning factory situated in their midst.

On the day (Sept. 28) that the photo for this cut was taken, the roadway was lined with delivery wagons, as shown, steadily from noon to 7.30 in the evening, varying in numbers from 15 to 25 at a time, waiting their turn to drive on the scales.

We understand that this company have had even larger deliveries of tomatoes since the date mentioned, on Friday last, Oct. 5, over 90 tons (3,000 bushel) were received.

Delivering Tomatoes at the Essex Canning Factory.

The Essex Canning & Preserving Co's factory is one of the largest in the province, the cut shows only a portion of their works, the main building is 240 feet long by 40 feet wide, three storeys high, (this does not include the wings, additions and adjacent buildings connected therewith) and is equipped with all the latest automatic mechinery and every provision made for packing the goods under the most approved, sanitary arrangement.

WITH THE TRADE AT OTTAWA

Association Establishes a Credit and Collecting Department—It is Carefully Planned—Schedule of Social Seances for the Season—Early Closing By-law—Notes.

It is generally reported that the grocery trade during the past week was hardly as brisk as usual, although very satisfactory for the season of the year. A good business is being done in provisions; housekeepers are buying supplies of flour, potatoes, etc., for Winter use, while apples are commencing to be bought by the barrel. Such trade helps sales considerably.

* * *

On the local market prices of produce tend upwards. Butter is selling at 30c. for creamery and dairy prints, while solids retail at 28c. for creamery and 25c. to 27c. for dairy. Wholesale quotations range from 24c. to 26c.

On the Ottawa Cheese Board Friday last 1,576 cheese were offered, consisting of 895 white and 681 colored. Prices reached 12 5-8 and 12 11-16 cents, but no sales were made, sellers refusing that figure. It was reported that about half the offering was disposed of on the curb at 12 11-16.

* * *

At the fruit exchange small fruits continue to be very scarce. Grapes, which should be plentiful, are almost nil, consequently prices are the limit, 23½c. to 25c. for Concords, 6 quarts, and 35c. to 40c. for Rogers, 6 quarts. Quinces and Seckle pears bring 40c. to 60c., pears in barrels $4 to $5.75, according to quality. Apples—Snows, No. 1, $3.50 to $4; No. 2, $2.50 to $3; other varieties from $2.75 to $3.50 for No. 1, and $2.25 to $2.75 for No. 2. Cranberries, $7.50 to $9. Grape fruit, $4 to $5.50. Oranges, Floridas, $3.75 to $4.25. Lemons, $5.75 to $6.50. Sweet potatoes, $2.50 to $3 a barrel.

* * *

The Retail Grocers' Association met on Wednesday last with a good attendance of members. President Forde occupied the chair. The committee who have been working for some months past forming a credit and collecting department in connection with the association made their final report. They have worked out a plan that should be of immense benefit to the association, and as all the stationery required is given gratis to paid-up members providing they take an interest in sending information through the proper channels of this department, it is presumed that a greater interest than ever will be taken in the local association. It may be said that all information is taken care of in a private manner and as the committee have dealt very carefully with this matter and had expert opinion on their work no merchant need hesitate in taking advantage of the benefits of this department of the grocers' association.

The executive committee reported having arranged a plan of entertainment for the social meetings of the association on the fourth Wednesday of each month, as follows:

October—An open meeting to retail grocers. Programme and refreshments.

November—Lecture on business methods by an expert accountant.

December—No meeting.

January—Euchre party.

February—Debate, "Cash vs. Credit."

March—Banquet.

April—Reception by newly elected officers.

The early closing question, which was

A. A. McFall, Bolton.

adopted at last meeting asking the city council to pass a by-law closing all grocery stores at 6 p.m. on ordinary nights and 9 p.m. on Saturdays during the year, was brought up under the head of unfinished business. It was found that the petitions out were being fairly well signed and prospects were very good towards getting sufficient signatures. The president with Messrs. Atkinson and Lamoureux were appointed to look after the lists and make a special effort towards having them sufficiently signed and returned before next meeting.

Mr. Blakeslee, of the Egg-O-See Company, was present and gave a very able address on the benefits of organization. He explained the workings of the grocers' association in parts of the United States. His remarks proved of great interest to the members.

A resolution of condolence was passed on behalf of H. N. Bate, of H. N. Bate & Sons, who was bereaved of his wife a few days ago.

* * *

C. J. Provost, treasurer of the O. R. G. A., is away on a hunting trip.

John Wilson, city traveler of H. N. Bate & Sons, was in New York for a two weeks holiday. He says 'tis quite a village.

Mr. Stewart, H. J. Heinz's representative, is in the city looking for Fall and Winter orders.

PROGRESSIVE BOLTON MILLER.

A. A. McFall has Up-to-Date Mill and Methods.

A. A. McFall, proprietor of the Bolton flour mill, is one of the most enterprising young millers in Ontario. His mills are equipped with the latest improved machinery and supplied with water-power, which is available for all purposes. The reliability and excellence of its products are acknowledged all over the country; one of the least evidences of their popularity being the phenomenal increase in consumptive demand during the last few years. The principal brands of flour manufactured by the Bolton mill are: "Pure Gold," "Albion's Pride," and "Good Loaf." It also turns out large quantities of Graham flour, cracked wheat, wheat germ, etc. Mr. McFall combines with his milling business an extensive trade in grain and feed.

WEEKLY SOCIALS.

Toronto Grocers will Make an effort to Stir Things Up.

The Toronto Retail Grocers' Association met on Monday night in the Temple Building and decided to hold a social evening for the members and their friends each Monday night during the Winter season. Grocery travelers will be welcome at all these meetings. They will be held in the association's room in the Temple Building. It is thought by this means that greater interest in the association can be aroused.

MODERN ACCOUNT KEEPING.

The loose-leaf system of bookkeeping has come to stay, not only with the large wholesale firms but with the retailers generally. In fact the retailer has the greater necessity to keep track of the many small leaks to which the grocery business is so susceptible. The advertisement of the chief manufacturers of these modern systems will be found on pages 175 to 179, and on page 194.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—
Fish—Revised.
Evaporated Apples—Advanced ½c.
Citron Peel—Advanced 1c.

Montreal, October 17, 1906.

On all sides in the grocery trade there is complaint because of the shortage of cars. The wheat movement in the west has practically tied up the railway companies so far as the obtaining of cars is concerned. But for this jobbers are satisfied with the trend of events in groceries. The action of the Bank of Montreal in taking over the Ontario Bank has caused many a sigh of thankfulness, since many had dealings with that now defunct institution. In canned goods the shortage of strawberries is the feature of the market. This means an acute situation because confectioners and others who require the fruit will not be able to obtain supplies. Grocers, of course, will suffer also in this respect. The tomato pack is now finished but the percentage has not yet been made public. There has been no change in sugar since last report. The market is about steady. No change in prices is expected in the near future. Active trade in molasses and syrups has not yet commenced. Tapioca futures are a little weaker this week. In teas there are no Japans to be had in first hands, while the supply in second hands is also limited. In foreign dried fruits currants are slightly higher, but the price has not been materially affected. There has been no improvement in the situation in California, and packers are working under the most adverse conditions. There is nothing new in coffees and spices. Evaporated apples are ½c. higher this week. An advance has occurred in citron peel also.

CANNED GOODS—According to advices which have reached Montreal, the tomato pack is now finished, but the percentage has not yet been given out. In some quarters it is said that the pack was about 65 per cent. Another rumor is to the effect that 75 per cent. deliveries will be made. Jobbers say that business is coming in as usual at this time of year. Strawberries are not obtainable, and according to one house there is no chance of full deliveries being made. A prominent jobber said that he had been offered over 50c. per case bonus for strawberries which the packers were not in a position to deliver him. This would indicate the extreme scarcity of the fruit.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 2-½	1 25
Gallons	2 67½	2 65
Perserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
2½	2 17½	2 15
3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	1 17½	1 15
3's " "	1 67½	1 65
2's " heavy syrup	1 32½	1 30
2½'s " " "	1 62½	1 60
3's " " "	1 92½	1 90
Gals. " " standard	3 22½	3 20
2's " Lombard, light syrup	1 22½	1 20
3's " " "	1 72½	1 70
2's " heavy syrup	1 37½	1 35
2½'s " " "	1 67½	1 65
3's " " "	1 92½	1 90
Gals. " " standard	3 42½	3 40
2's " Green Gage, light syrup	1 27½	1 25
2's " " heavy syrup	1 47½	1 45
2½'s " " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " " standard	3 72½	3 70
2's " Egg, heavy syrup	1 70	1 67½
2½'s " "	1 97½	1 95½
3's " " "	2 27½	2 25
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " so id pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz.	....	1 75
½-lb. " " "	....	1 15
Pink salmon, various brands, per doz.	....	1 00
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—Sugar has not changed materially since last report. Jobbers say business is fair to good. Refineries report average sales for this time of year. It is not expected that there will be any change in quotations in the near future.

Granulated, bbls.	$4 40
" ½-bbls	4 5
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs.	5 05
Extra ground, bbls.	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 9[illegible]

SYRUPS AND MOLASSES — The weather recently has been too warm to warrant the transaction of much business in syrups and molasses. With the coming of the cooler days, however, jobbers expect to find renewed interest in these lines.

Barbadoes, in puncheons	0 30
" in barrels	0 32½
" in half-barrels	0 33½
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02½
" ½-bbls.	0 03
" ¼-bbls.	0 03½
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA—Practically speaking, there are absolutely no Japans in first hands and what is held in second hands is very small indeed. Anybody possessing medium or fine or medium Japans, finds it comparatively easy to obtain full price. China greens now offered are of better value than those which have been on the market lately. In Ceylon greens there are no Young Hysons to be had. This tea seems to be particularly scarce, even in second hands. Dealers say that it is difficult to have orders filled in the primary market. Other teas show little change since last week.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 [illegible]
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—In coffee circles trade is reported as being very good. Orders from different parts of the country show that the Fall season is now in full swing. Prices are well maintained at figures quoted.

Jamaica	0 10½ 0 11
Java	0 18 0 30
Mocha	0 19½ 0 22

Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS. — There is very little that is new in the dried fruit situation. The first direct steamer, S.S. Bellona, from Denia, is now due, and several large consignments for Montreal are on board. Before this is unloaded there will be very little new fruit offering in Montreal. There are some small parcels of raisins and currants which have arrived via Liverpool, but outside of these there is nothing new but a few figs which are now on the market over two weeks. Currants are up ½c., but prices are not materially affected. The situation in Californian goods presents no new features this week. There are rumors of an all round advance in raisins, but nothing has yet been heard from any of the large coast houses to this effect. In their circular of October 13, A. P. Tippet & Co. explain the situation as follows :

The earthquake in April last is practically responsible for the whole trouble.

First—Because it destroyed all the lithographing plants, and all the dies and plates.

Second—Because it created a most abnormal demand for wood of every kind with naturally exorbitant prices, and box makers are "laying down" on their contracts.

Third—Because re-building has absorbed all the available labor, the consequence is that every packer finds himself poorly furnished with boxes, labels and labor. Added to this, the demand this season for fruit has been an exceptionally large one, while the worst car shortage ever known in the history of the business exists, and as if this was not enough, one of Griffin's packing houses, full of raisins, was destroyed by fire last week.

Valencia Raisins—	
Fine off-stalk, per lb	0 08
Selected, per lb	0 08½
Layers, "	0 07
Dates—	
Dates, Hallowees, per lb	0 05
Californian Evaporated Fruits—	
Apricots, per lb	0 13½ 0 14
Peaches, "	0 12½ 0 14
Pears, "	0 13½ 0 15
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " " boxes	3 50
" Excelsior Window Clusters,"	4 50
" " " ½s	1 3

Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 09½ 0 09½
" " choice seeded, in 1-lb. pkgs.	0 09½
" " 2 crown	0 07½ 0 08
" " 3 crown	0 08½ 0 00
" " 4 crown	
Prunes—	Per lb.
30-40s	0 09½ 0 09½
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 07
" " cleaned	0 07 0 07½
" " in 1-lb. cartons	0 08
Finest Vostizzas "	0 08
Amalias "	0 07
Sultana Raisins—	
Sultana raisins, per lb	0 08 0 12
" " 1-lb. carton	0 10
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 15
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 08
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

SPICES—The tone of the spice market is firm. Reports from jobbers are to the effect that trade is in good condition, due partly to the opening up of Fall business in earnest. Prices are unchanged locally and advices from the primary markets do not reveal anything unusual there.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

PEELS—Citron peel has been advanced one cent a pound, and is so scarce that it is practically off the market. Other lines are unchanged at figures quoted.

Citron peel, per lb	0 19 0 21
Lemon peel, per lb	0 10½ 0 11
Orange peel, per lb	0 10½ 0 11

RICE AND TAPIOCA—In tapioca the feature of the market is the slight weakness in futures. Late futures are accepted at figures ½c. below late prices. Spot stocks are exceedingly small, not being nearly enough to go round. Rice is normal.

B rice, in 10 bag lots	3 25
B rice, less than 10 bags	3 35
C C rice, in 10 bag lots	3 15
C C rice in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 08

EVAPORATED APPLES—There has been an advance of half a cent in evaporated apples, due partly to the recent snow and frost in the western part of Ontario. Dealers are now quoting 7½c. to 8c.

HONEY—There has been no relief in the honey situation. The scarcity continues and those who have booked orders do not know where to turn to obtain the goods to fill them. Prices are steady.

White clover comb honey	0 15
White clover, extracted tins	0 11
Buckwheat	0 08½ 0 09

BEANS — Prices on beans continue firm but unchanged. More or less business is being done, but the market is quite without feature.

Choice prime beans	1 55 1 60
Lower grades	1 50 1 55

MAPLE PRODUCTS — Interest in maple products is becoming greater as the season for holiday buying advances. Manufacturers are making deliveries to the jobbers and throughout the trade there is considerable activity in this line.

Maple syrup, in wood, per lb	0 06 0 07
" in large tins	0 06½ 0 07
Pure Townships sugar, per lb	0 08 0 09
Pure Beauce County, per lb	0 09

GREEN FRUITS—In fruits there is considerable business passing. There have been many changes in prices since last week, but there is nothing of particular note going on in this market. There is a good demand for bananas, which are scarce in New York. As a rule there is a surplus at this time and low prices rule, but this year the situation is quite the reverse. The recent snow and frost in the Niagara district has had an effect on the market. The Grocer was shown one letter from a grocer in that district. According to his report every orchard in that district was practically ruined, while he himself lost at least $5,000. Wine grapes are high. Pineapples are also hard to obtain. Valencia oranges are slightly lower, but lemons are up.

Late Valencia oranges, per box	4 50
Dates, per lb	0 04½
Bananas, fine stalk	1 75
" jumbos	2 00 2 25
Cocoanuts, per bag of 100	3 75
Pineapples	5 75 6 00
Apples, bbl	2 75 5 00
Lemons	7 50

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer has decided to hold a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is practically a chance for the clerk. An illustration of this is shown in the case of J. M. Thom, of Gibbons Bros., Toronto, referred to in another column. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 18, 1906.

BUTTER Market steady. Export business quiet. Choicest creamery quoted 23⅜c to 23¼c.

CHEESE—Business quiet; prices unchanged.

EGGS — Market firm, but situation unchanged.

PROVISIONS—Pork and lard markets rather firm, supplies being short. Otherwise nothing new.

Limes, per hundred	1 25
Peaches, per box	2 00 2 25
Plums, "	1 25 1 75
Pears per box	2 25 3 00
Jamaica oranges, per bbl	5 00
New figs per lb	0 09½ 0 11
Spanish Onions, crates	2 50
" 56 lb cases	0 90
Cranberries, Cape Cod, per bbl	7 75 9 00
Florida grape fruit, box	3 50
Jamaica grape fruit, box	6 00
Canadian pears, per basket	0 60 0 75
" peaches "	0 80 1 00
" grapes, per basket	0 20 0 35
Almeira grapes, per bbl	4 50 5 00

VEGETABLES—Fair to good trade is being done in vegetables at present. Potatoes are interesting. There are a great many lots offering, but they are such that they will not keep any length of time, and consequently are sold for whatever price they will bring, sometimes as low as 65c. Cucumbers are now quoted at $2 a dozen, imported stock. Wax and green beans are selling at $3 a basket. Tomatoes are not so plentiful, while carrots have been advanced. Green peppers are also higher.

Parsley, per doz. bunches	0 20 0 25
Sage, per doz	0 60
Savory, per doz	0 60
Green peppers, per half-bbl. basket	1 25
Montreal cabbage, per doz	0 50 0 75
" tomatoes, basket	0 75
" " per box	1 50
Turnips, bag	0 75
Water cress, per doz	0 75
Lettuce, per doz	0 40 0 50
Boston lettuce, per doz	1 00
Spinach, per bbl	2 00
Cucumbers, per doz	2 00
Celery, per doz	0 25 0 50
Potatoes, per bag	0 65 0 80
Jersey sweet potatoes basket	1 75
" barrel	3 75

Georgia sweet potatoes, bbl	2 50	2 75
Beets bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		3 00
Green beans, "		3 00
Corn per doz	0 12½	0 15

FISH—Trade is reported fair in all kinds of fish and oysters. In fresh fish, owing to the stormy weather which has prevailed recently, all kinds are scarce. Cod and haddock are high in price, while there is no fresh halibut obtainable. Frozen stock is offered but it is high. New kippers and bloaters are arriving daily, and this is the feature of the smoked fish market. Stocks of haddies are not so plentiful. In salt fish olines, herrings, are in good supply. Prices on new green cod are firm, which are arriving freely. New B. C. salmon is not yet offered. Oysters are offered this week from $6 to $9.

Fresh haddock, express, per lb		0 05
Fresh steak cod " "		0 06
" halibut " "		0 12
Lake trout " "		0 08
Sea trout, " "		0 12
Flounders, " "		0 08
Grass pike, " "		0 07½
Dore, per lb. " "		0 10
Mackerel large, " "		0 12
Small sturgeon "		0 08
Gaspe salmon, chilled, per lb		0 16
Fresh frozen fish—		
B.C. salmon, per lb		0 14
Dore, per lb		0 08
Smoked fish—		
New kippered herring, per box		1 00
Yarmouth bloaters, per box		1 25
St. John bloaters, "		1 10
New haddies, in 15-lb boxes, per lb		0 07
Smoked herring, in bundles, per box		0 12
Oysters—		
Standards bulk, per imp. gal		1 40
Selects, bulk, per gal.		1 60
Oysters, barrels	6 00	9 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless cod, "Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Scotch cured herring, 25 lb. kits		0 90
Salt and pickled fish—		
Labrador herring, per bbl		5 50
" " No 1 N.S. herring, bbls		5 00
" " No. 2 " half bbls		2 75
" " per half bbl		3 00
" salmon—		
" " in bbls		13 00
" " in ½ bbls		7 00
Mackerel, per pail		1 75
No. 1 green cod, in bb's, per 200		6 50
Small, " " "		5 00

ONTARIO MARKETS.

POINTERS—

Sugar—Rather easier and quiet.

Dried Fruits—The feature.

Provision Markets—Steady.

Lard—Higher.

Toronto, Oct. 17, 1906.

General business is reported brisk on all sides and collections are satisfactory. Sugar consumption has subsided and the tone of the market is slightly easier. Dried fruits are the feature of the business. Currants are getting more attention because of the scarcity of Valencias, but California seeded are the principal beneficiary. California apricots and peaches are practically excluded from this market because of the price. Apricots at 30 to 33c. a lb. would not be very attractive to the ordinary Canadian consumer. Spices are all firm, but no recent news of moment has reached this market.

CANNED GOODS — The output is normal. New prices are given this week on Red Kidney and Lima beans, pumpkins and squash. Some wholesalers are already sold up to their limit on Fraser River sockeye and prices are not advanced.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 67½	2 65
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals., red pitted		8 75
" " not pitted		7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack		7 25
Gals., red, standard		5 00
2's preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard		5 50
Gals. " solid pack		8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 17½	1 15
2's, heavy syrup	1 32½	1 30
2½'s, heavy syrup	1 62½	1 60
3's, heavy syrup	1 92½	1 90
Gal., standard	3 22½	3 20
Plums, Lombard—		
2's, light syrup	1 22½	1 20
2's, heavy syrup	1 37½	1 35
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 92½	1 90
Gal., standard	3 42½	3 40
Plums, greengage—		
2's, light syrup	1 27½	1 25
2's, heavy syrup	1 42½	1 40
2½'s, heavy syrup	1 67½	1 65
3's heavy syrup	1 97½	1 95
Gal., standard	3 72½	3 70
Plums, egg—		
2's, heavy syrup	1 70	1 67½
2½'s, heavy syrup	1 97½	1 95
3's, heavy syrup	2 27½	2 25
Raspberries, Red—		
2's, L. S. (Shafferberries)		1 50
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard		5 50
" solid pack		8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard		5 25
" solid pack		8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's " preserved	2 15	2 12½
Gals. " standard		6 25
Gals. " solid pack		9 00
VEGETABLES.		
Asparagus, California—		
2½'s		3 90
2's, Canadian		2 75
Beets—		
2's, sliced, sugar and blood red		1 00
2's, whole, " "		90
3's, sliced, " "		1 20
3's, whole, " "		1 10
Beans—		
Fancy brands		
2's, golden wax	0 85	0 82½
3's " "	1 30	1 27½
Gals. " "		3 75
2's, refugee or Valenrine (green)	0 85	0 82½
3's (green)	1 30	1 27½
Gals		
2's, crystal wax	0 95	0 92½
Red Kidney, 2's	1 02½	1 00
Lima, 2's	1 27½	1 25
Corn—		
2's	0 92½	0 90
Gal., on cob	4 52½	4 50
Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4		3 75
Pumpkins, 3's	0 92½	0 90
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash, 3's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 17½	1 15
Gal's., all kinds	3 52½	3 50

SAUCE, ETC.		
Tomato sauce, 1's		0 50
" " 2's		0 78
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00
FISH.		
Lobster, talls		3 50
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 80
1-lb. Flat, "		1 95
½-lb. "		1 20
Northern River Sockeyes	1 70	1 67½
Cohoes, per doz		
Humpbacks, "		
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.		
Beef, corned 1s, per doz		1 35
" 2s, "		2 40
" 6s, "		7 20
" 14s. "		16 80
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	2 85	2 75
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 65
" 1½'s "	2 40	

SUGAR—Interest in the staple has subsided with the consumptive demand and the market has taken an easier turn. The raw market has been fluctuating some, but on the whole remains steady. In New York on Friday, however, the price of standard granulated was reduced from $4.90 to $4.80, with 1 per cent. off and there was some shading under that. Wednesday of last week European beet was quoted, f.o.b. Hamburg, ½d above the previous day at 9s. 4½d, and that price was firmly established. That was equal to 3.96c. duty paid for 96 degrees test centrifugals in New York. The next day, Thursday, prices advanced ½d to ¾d, with buyers. That would be 9s. 5½d f.o.b. Hamburg, equal 3.98c. duty paid for 96 degrees centrifugals in New York. Friday the market was slightly easier and the close was 9s. 5d. Satur-

day there was an advance of ¾d, making it equal to 3.99c. in New York for 96 degrees test centrifugals, duty paid. There was a sale of 1,500 bags of Porto Rico at 4c. At last week-end Willett & Gray, New York, said :

"The week shows no change in quotations for prompt delivery, but as usual at beginning of crop some Cuba planters are willing to sell their first products for December-January shipment at 2 7-16c. c. and f., or 20c. for 100 lbs. below the parity of beet sugar for the same months' deliveries, thus repeating the conditions of last season by relinquishing 20c. of the 34c. for 100 lbs. given Cuba by reciprocity.

"Buyers at this reduction do not seem ready yet to do business, and no new crop sugars have yet been placed.

"No old crop Cuba are on offer, but a few Demeraras of the crop now being harvested have been sold to New York refiners at about the parity of the current quotations of 40c., duty paid, for 96 degrees test, and Canada has taken one or two cargoes at 1-32c. above that parity.

"The American beet sugar crop campaign is now in full operation with unusual satisfactory results as regards sugar content, large acreage and good prices."

A carload of crystals sold in Toronto Saturday at a concession of 1-5c.

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28
Bright yellow	4 33
No. 3 yellow	4 33
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb bags 5c. less than bbls.

SYRUPS AND MOLASSES — Prices are unchanged. The molasses market continues firm.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 0[illegible]
" ½-bbls "		0 03
" kegs "		0 0[illegible]
" 3 gal. pails, each		1 4[illegible]
" 2 gal. " "		1 0[illegible]
" 2-lb. tins (in 2 doz. case) per case		1 [illegible]5
" 5-lb. " (in 1 ") "		2 40
" 10-lb. " (in ½ ") "		2 35
" 20-lb. " (in ¼ ") "		2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEAS—There is a markedly stronger tone locally for Japan teas. The tea market in England has got into much better shape. A mail report under date of Oct. 5 says :

"Two weeks of moderate offerings, concurrently with an improvement in trade, have had the effect of entirely transforming the position of the market, the recent dragging tendency having given place to an active demand with advancing prices. Medium and common teas are nearly ½d per lb. dearer than a fortnight ago, while better grades are frequently 1d. higher."

Another advice says :

"With buying general throughout the country and an improved statistical position it is scarcely surprising that rates for practically all grades have marked a distinct recovery from the low level of values lately ruling, the feature of the sales being the sharp advance in teas under 6d per lb.—this movement corresponds with a similar revival of activity which took place at this time last year, though the strength of the demand then lay in good rather than in common kinds."

An advice from Ceylon under date of Sept. 19, states :

"Offerings during the past fortnight have been very small and considering that nearly 20 per cent. must have been second hand tea, the offerings of first hand have been exceptionally small. There has been a very strong demand for all sorts and prices generally are dearer, good liquoring and tippy brokens showing a smart advance on previous rates. Quality has not been so good as in the previous fortnight. Rain is badly wanted; all districts are behind their average rainfall to date."

COFFEE—While the coffee market continues easy, some authorities persist in the belief that the actual situation is a very strong one. Willett & Gray say : "Upon undoubted reliable communications the Santos receipts will soon be smaller, a matter of days, not weeks, while in Rio next month may see the beginning of smaller receipts. When the coffee world stops to consider what this means, with the Sao Paulo Government purchasing coffee in the open market right along, matters will take on a different complexion, and not the least important question arises, what must happen with shorts and the legitimate trade competing for supplies, with decreasing receipts, and valorization purchases daily taking coffee out of the reach of all buyers for over a year ? But a still greater influence will exert itself, the partial failure of the next crop. From early October, 1886, when options were around 9c., to the Spring of 1887, there was an advance up to about 22c., because the then growing crop was a partial failure. It is useless to deny or belittle the bad conditions of the growing crop, especially in Santos. The unusual questions that have occupied the attention of the coffee world this season have for the time being shut out proper consideration of the true conditions about the future crop. But it is a most certain factor and cannot remain unheeded. The world's visible supply reaches its extreme in October. The world has been discounting the current crop for a year. A change will come by the very nature of circumstances when average production is inferior to consumption."

DRIED FRUITS—There is no reaction anywhere in the dried fruit situation and buying by the retail trade, while extensive, is only for immediate consumption. California seeded raisins, and to some extent currants, are filling the gap left by the shortage in Valencias. Sultanas, according to a cable received yesterday by P. L. Mason & Co., have experienced a further advance of one to two shillings. The Valencia market is firm and currants maintain the recovery recorded a week ago. A mail advice just received states : "The finer growths are very firm indeed, as it is thought there will not be sufficient of this class of fruit to satisfy all requirements."

	Per lb.			Per lb.	
Prunes Santa Clara—					
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 06½	0 07½
80-90s "	0 05¾	0 06½	50-60s "	0 06¾	0 07½
70-80s "	0 05¾	0 06½	40-50s 25-lb "	...	0 08
			30-40s "	....	0 09

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 10	0 11½	Citron	0 19	0 21
Orange	0 10½	0 12			
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 04	0 04½
Currants—					
Fine Filiatras	0 06¾	0 07½	Vostizzas	0 07½	0 09½
Patras	0 07½	0 08			

Uncleaned, ½c less.

Raisins—		
Sultana	0 09	0 12
" Fancy	0 10	0 14
" Extra fancy	0 15	0 16
Valencias, selected	....	0 10
Seeded, 1-lb packets, fancy	0 09½	0 10½
" 16 oz packets, choice	0 09½	0 10
" 12 oz. " "	0 07½	0 08
Dates—		
Hallowees	0 05½	0 06
Fards choicest	....	....
Sairs	....	" choice ....
Domestic evaporated apples	....	0 07½

NUTS—Latest advices are to the effect that on account of weather conditions the fruit will be irregular in quality and on an average small.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 3	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	0 09½	0 10½
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 06½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—The market is steady with unchanged prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA — Prices are steady.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

HIDES AND WOOL—There is little change in the situation. Lambskins are advanced 5c.

Hides, inspected, steers, No. 1	....	0 12½
" " " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
Country hides, flat, per lb., cured	....	0 11
Calf skins, No. 1, city	....	0 13
" No. 1, country	....	0 12
Lamb skins	....	0 [illegible]
Horse hides, No. 1	3 15	3 [illegible]
Rendered tallow, per lb	0 05	0 06½
Pulled wools, super, per lb	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	0 15	0 16
" washed fleece	....	0 25

SEEDS — Business is rather quiet. This applies particularly to alsike clover, owing to the fact that there is no export demand. Prices that have been paid so far at country points are above an export basis. Toronto buyers are offering at country points :

Alsike—	
Fancy lots, per bush	6 50
No. 1	6 00 6 25
No. 2	5 85 6 00
No. 3	4 35 5 10

Samples containing timothy and trefoyle, and other weed seeds, are at a big discount.

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a.a.s.

Naptho SOAP

MADE IN CANADA

THE WELCOME SOAP CO., ST. JOHN, N.B.

Experts who have tested Naptho Soap, say that for all household purposes it is one of the finest pieces of Soap in the world We believe that at the prices quoted to the trade, Naptho is the best value of any Soap on the Canadian market, and we do not think it possible any manufacturer can produce a better article at any price.

RETAIL 5c. CAKE

NAPTHO is a great soap, and we want you to push it. Order a trial lot and satisfy yourself.

keted. There is a good crop of Nova Scotia cranberries this year. They are quoted at $6, and Cape Cod at $8. Jamaica oranges are selling at $5.50 per barrel and Californias (200 to 216) $5. Canadian peaches in baskets, $1.25; American pears, $9 per barrel, and California per box, $4.50.

VEGETABLES—The receipts of potatoes are increasing. Prince Edward Island are quoted at 50c. and Nova Scotia at 60c. per bushel. Tomatoes are very plentiful and selling at 25c. to 30c. per six quart basket. Parsnips are $2 per barrel; turnips, $1.25; beets and carrots $1.50 and sweet potatoes, $3.

FISH—Thousands of mackerel have been taken in the shore nets during the past week. The fish are sent to Halifax iced in barrels and shipped to the Boston market where they sell for 22c. a piece for the largest. Should the weather hold good the fishermen have hopes of making some good hauls. Shipping oysters from Halifax to South Africa is a new venture. On the last steamer which sailed from Halifax for Cape Town, eight barrels were shipped to fill an order. The markets both here and in Newfoundland are very firm. The Nova Scotia bankers catch is below the average. In Newfoundland, prime shore cod is quoted at $6.40 to $6.60 per quintal. Quotations here ex vessel are: Shore cod, $5.50; bank, $5; haddock, $3.75; hake, $3; herring, July (Cape Balton), $4.50; Labrador, $3 to $3.50; alervines, $5.50, and Spring mackerel, for No. 3's, $8. Quite a lot of pickled mackerel are now being shipped to the American market.

N. B. MARKETS.

St. John, N.B., Oct. 15, 1906.

The wholesale grocers are very busy. Never were so many Fall goods sold to arrive, particularly dried fruits. Orders are rushed forward as soon as goods are received. The weather has continued very mild. Arrangements for Winter port business are being rapidly made. Prices are generally firm, nearly all seasonable goods as raisins, currants, etc., showing an advance in price. Rice is one of the lines which show an advance; market is supplied from England. Quite free purchases have been made at the higher price. The demand is for a rather improved quality. Owing to competition in price there is too often a disposition to buy an inferior grade. Cream of tartar, which has remained at a low figure for some time, is moving up.

OIL—In burning oil prices are unchanged. The volume of business at this season is large. It is not a factor with the wholesale grocer, and has not been for some years, as the oil men do the business direct with the retailer. Paint oils are quiet and prices unchanged. Lubricating oils just a fair demand. In this line it is a matter of value, chiefly the giving of a grade that gives the best satisfaction. Cod oil comes to hand in fair quantities. The market is quiet.

SALT—Stocks of Liverpool coarse salt quite large. Demand is hardly as active. Values are well maintained. In fine salt just a fair business.

CANNED GOODS—Other and perhaps more seasonable lines take rather a first place. There is not the excitement of last year, when there was a fight on. This season prices are well maintained. While peas are much higher than last year and corn shows a higher price, still, perhaps, the strongest line is Tomatoes. In fruits a fair business. Strawberries firm at high figures. Gallon apples are firmly held; old goods were entirely cleaned up. Meats are held at full figures. Salmon firmly held. In domestic fish, sardines are the strong line.

GREEN FRUIT—Apples show a fair business. New Brunswick stock shows fine quality and are in good supply. The quantity offered is larger each year. Prices keep quite low. For best stock Ontario apples, particularly Spies, will again come into the market. Oranges are high, though some nice Jamaicas are offered at reasonable figures. Lemons keep extreme; a few Californias are seen. Ontario grapes rather higher. Ontario peaches, as a rule, are poor. Few pears except American. Cranberries tending higher; some nice Nova Scotias offered.

DRIED FRUIT—In prunes prices are firmer. New daily expected; they come on a bare market; they will sell well below the few that are on spot. In raisins the disposition is to buy seeded, while spot goods are hardly as firm. New, to arrive, are higher. Malaga layers higher. No Malaga loose. A few new Valencias here, prices high. Very few have been bought. California loose will supply the demand for bulk goods. New figs and peels are here. Prices quite firm. Evaporated apples firmer. Currants firm at the higher prices. Dates will rule rather higher this year. Onions are held firm.

SUGAR—Dealers hold full stocks. The situation is somewhat discouraging; the advance has not been as expected, and the feeling is just now rather easier.

MOLASSES—Good stocks are held. Prices are unchanged. Just fair business. The three lines held are Porto Rico, choice and fancy Barbadoes.

FISH—There is but a light business in fresh fish. Dry fish, particularly cod, while held at what are full figures, are lower than earlier in the season. Pickled herring just a fair price. High-grade fish hard to get. A few shad offered at extreme prices. Smoked herring are easier. Business in smoked haddies now opening. A very large sale for boneless fish.

FLOUR, FEED AND MEAL — In flour prices are unchanged. Feed is very high. Oatmeal unchanged, quite full figures asked. Sales of cornmeal have been large, no change in price. Beans show little change, but tend firmer. Yelloweyes higher. Barley rather firmer.

PROVISIONS—Pork is held more firmly. Some domestic mess now offered. Beef is higher; very little American offered. Smoked meats are high. Pure lard is again advanced. Supply of refined compound light; good demand; price firmer. In fresh meats beef just a fair sale. Prices for the season are considered good. Lamb, in the city, is lower than outside market warrants. Veal, somewhat out of season. Mutton, quite firm. Pork continues high.

Mess pork, per bbl.	$23 00	$23 50
Clear pork, "	19 50	22 00
Plate beef, "	13 00	14 00
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05	0 06½
Veal, "	0 07	0 08
Lamb, "	0 08	0 09
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 12½	0 13½
" " pails, "	0 13	0 14
Refined lard, tubs	0 09½	0 10
" " pails	0 10	0 10½

BUTTER—A fair supply but prices are high. There are no accumulations of cheap butter.

Creamery butter	0 25	0 28
Best dairy butter	0 22	0 25
Good dairy tubs	0 21	0 22

CHEESE—Prices are firmer for local business. Twins are demanded.

Eggs, strictly fresh	0 25	0 30
" fresh	0 20	0 21

EGGS—Prices firm but unchanged. A fair supply.

Cheese, per lb.	0 14	0 14½

TRAVELLER'S ESSAYS.

Prizes Awarded Writers on How to Improve Business.

The observant commercial traveler with capacity for initiative, for seeing things that need doing, is probably the best qualified man to tell a retailer what is most needed for the improvement of his business.

Acting upon that belief, the Canadian Grocer in August invited the commercial travelers in groceries and allied lines to enter an essay competition on the subject, "How a retail grocer can improve his Fall business and enlarge his profits."

The first prize was awarded to A. H. Lawson, Toronto, traveler for T. Kinnear & Co., and the article by him appears in this issue. The second prize was awarded to Laurie H. Smith, representative of the E. W. Gillett & Co., Limited, in Manitoba and Saskatchewan. The third place was awarded to T. H. Stewart, who omitted to state his address. There were a number of other contributions, some of them exceedingly good. One or two dealt with special lines, such as tea, which, in the opinion of the judges, placed them at a disadvantage. The essays awarded first and second place will be published in subsequent issues.

AN END TO THE TAX.

A statement given out by the secretary of the conference of the Premiers, held in Ottawa last week, is to the effect that it was definitely decided that the tax which is exacted of commercial travelers in the Provinces of Quebec, British Columbia and Prince Edward Island, should be abolished, or at least that its removal should be recommended to the different Governments, which amounts to the same thing.

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
Manufacturers
Evaporated Apples, Vegetables

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

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"Beaver Brand"

INGERSOLL HAMS and ENGLISH BREAKFAST BACON

are cut from **Canadian** pea-fed hogs. Each ham and side of bacon is carefully selected and specially mild cured. They are well and favorably known from Coast to Coast.

WRITE US FOR PRICE LIST

INGERSOLL PACKING COMPANY

INGERSOLL, - - CANADA

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MANUFACTURERS OF

Millar's Royal Paragon Cheese

The Original Canadian Cheese in Jars

THE PARK, BLACKWELL CO.
LIMITED

Pork Packers, Provision Exporters

MANUFACTURERS

CANNED MEATS

Toronto, - - Canada

Canadian Wiltshire Bacon
Canadian Long Rib Bacon
Canadian Glycerined Eggs
Canadian Fresh Eggs
Canadian Dairy Butter
Canadian Creamery Butter
Canadian Canned Meats

London Agents : Messrs. MILLER BROS., 16 Tooley St.

Liverpool Agents: Messrs. W. P. SINCLAIR & CO., 12 North John St.

The kind that sells again, and AGAIN and AGAIN

GOLD STANDARD JAVA and MOCHA

"THE CHAFFLESS COFFEE"

A Coffee that the customer comes back for
A Coffee that pays you a good profit
A Coffee that you should keep in stock

1 pound tins—2 doz. to case
2 pound tins—1 doz. to case

THE CODVILLE-GEORGESON CO., Limited
WINNIPEG

T. LONG & BROTHER

COLLINGWOOD, ONT. LIMITED

Wholesale Groceries and Provisions

We respectfully solicit a share of your esteemed business, and will endeavor to merit a continuance of same by giving you

THE HIGHEST QUALITY OF GOODS AT THE LOWEST POSSIBLE PRICE AND BEST SERVICE.

Send us a trial order to-day and we will demonstrate what we profess to do. Orders shipped the same day as we receive them. Write for prices.

T. LONG & BROTHER

COLLINGWOOD, ONT. LIMITED

WHYTE'S

HAMS, BACON AND LARD

Are recognized as being the finest produced in Canada

WE ARE ALSO LARGE DEALERS IN

BUTTER, EGGS AND CHEESE

THE WHYTE PACKING CO.

STRATFORD, CANADA LIMITED

C. W. BURROWS,
West Smithfield, London, Eng.,
Sole Agent for United Kingdom.

Branch at
592 St. Paul St.
MONTREAL

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Do You Ever Break Eggs

When Delivering by Wagon?

Try a sample order of Star Egg Carriers and Trays. We can assure you they will deliver absolutely safe and for less expense than any other carriers now in use.

A COMPARISON

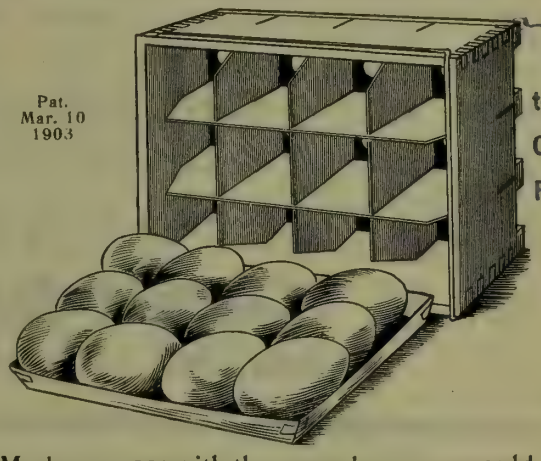
If you are now using paper boxes for delivering, experience tells you how much breakage occurs. Your Clerks can tell you how much time is wasted, and figures tell you that your

First Purchase of 5 M. paper boxes at $9.00 per M. cost you	$45.00
Second " " " " " " "	45.00
Total - -	$90.00

We Supply you Star Egg Carriers and Trays

First Purchase 2 doz. No. 1 Star Egg Carriers, $2.75 per doz.,	$ 5.50
First Purchase 5000 " " " Trays for $3.50 per M.,	17.50
	$23.00
Second Purchase 5000 Star Egg Trays for $3.50 per M.,	17.50
(You have the Carriers) Total	$40.50

Your Saving is $49. 50, or nearly 60% and no broken Eggs



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AGAIN: Take the size for delivering 2 dozen Eggs. To deliver 20 M. dozen eggs with the paper box you would

First Purchase 10 M. boxes at $9.00 per M., - - - -	$90.00
Second " " " " " - - -	90.00
Total,	$180.00

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With No 2 Star Egg Carriers, holding 2 dozen Eggs each you would

First Purchase 2 dozen No. 2 Star Egg Carriers, at $4.00 per dozen,	$ 8.00
First Purchase 5 M. No. 2 Star Egg Trays, at $4.75	$23.75
	$31.75
Second Purchase 5 M. No 2 Star Egg Trays, at $4.75	$23.75
(You always have the Carriers left) Total	$65.50

Your saving over paper boxes is $114. 50. or nearly 70% and no broken eggs

These facts must appeal to you. Your sample order will receive attention. Try a few dozen—you will discover that, under the old regime, you have been wasting time and money.

To enable you to try this system, we will be glad to deliver you a sample order on request.

MANUFACTURED FOR

MacLaren Imperial Cheese Co., Ltd.

Selling Agents for Toronto and Hamilton — Toronto, Ont., Canada

MINCE MEAT

It is not necessary for us to tell you dried fruits are high, you know that. But we want to tell you that in spite of that we are quoting our genuine English Mince Meat at the same price as last year. Quality excellent, none finer. Put up in pails, 6 lbs., 12 lbs., 28 lbs. and 70 lbs. Order now for Thanksgiving and Christmas trade.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Grocers and Provision Dealers

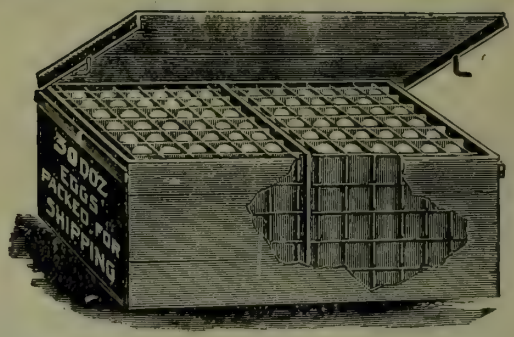
communicate with us when you want

Hams, Bacon, Lard, Butter, Eggs, Cheese, Sausage, Bologna.

Grocers and Provision Dealers situated in all parts of this country deal regularly with us.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

EGG CASE FILLERS



NEW LAID EGGS
to bring the highest market price
MUST BE PACKED
in clean, fresh Fillers.

These can be obtained from

The Miller Bros. Co., Limited
Manufacturers of Egg Case Fillers
30-38 DOWD STREET
MONTREAL
Board Mills and Filler Factory at GLEN MILLER, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

CORONA—

SELECTED HAMS
" BACON

NEW CURE—CHOICE—

PLATE BEEF
FRESH BEEF, PORK and LAMB, Etc.

A CLEAN HANDY PACKAGE FOR THE MERCHANT

MAKES GOOD PASTRY

SEND FOR SAMPLE ORDERS—PRICE LIST.

THE MONTREAL PACKING CO. Ltd.
MONTREAL

Produce and Provisions

CHEESE AND BUTTER BULLETIN.

There seems to be a little more strength to the cheese market, as all recent country markets show a shade higher prices than the previous week. Although new business is still very light, last week's shipments were again heavier than the receipts.

There is at this time the usual guessing of stocks. It is difficult to arrive at anything near correct figures, but everybody interested in the trade would like to know just what the available supplies are.

We can only let the figures at hand speak for themselves, and we find them as follows, viz :

Receipts at Montreal were last week 74,569 boxes of cheese and 10,178 packages of butter, against 88,129 boxes of cheese and 17,330 packages of butter for the same week of last year, or a total since May 1 of 1,959,277 boxes of cheese and 534,648 packages of butter, as compared with 1,920,409 boxes of cheese and 674,184 packages of butter for the corresponding period of last year.

Exports from Montreal were last week 82,730 boxes of cheese and 7,202 packages of butter, against 84,089 boxes of cheese and 15,117 packages of butter for the same week of last year, or since May 1 1,869,799 boxes of cheese and 346,393 packages of butter, as compared with 1,730,715 boxes of cheese and 521,495 packages of butter for the corresponding period of last year.

Receipts of cheese, therefore, show an increase of 38,868 boxes and the shipments show an increase of 139,084 boxes. Receipts of butter show a decrease of 139,536 packages and the exports show a decrease of 178,102 packages.

Taking the basis of a deficiency of 10 per cent. in last year's receipts of cheese against 5 per cent. for this year's receipts, which is generally conceded a fair estimate, we would find a stock in Montreal at present of 187,442 boxes of cheese against 381,735 boxes for the same time of last year, or 194,293 boxes less than last year at the same time.

These figures are approximately correct, although some of the larger operators figure our present stocks as much larger than these above figures would indicate, but supposing that this year's figures are no nearer correct than last year's figures, comparing receipts and shipments for the two years, we still find that our stocks in Montreal are 100,216 boxes of cheese less than last year at this time.

Closest statistics show that stocks of cheese on this side of the Atlantic are undoubtedly much lighter than last year. Besides the marked decrease in stocks in Montreal, there is far less cheese back in the country. Factories have sold out much closer this year on account of the ruling high prices, and recent weather conditions have still further reduced the flow of milk, so that there is very good ground for present high prices.

Meanwhile there seems to be an accumulation of stocks of rather undesirable quality in the large British centres, which may affect the market later on during the Winter months. At present, however, there is nothing in sight that would cause a decline in prices here.

According to above figures of receipts and exports of butter, our stocks should be 38,566 packages more than at this time last year, yet there is no noticeable surplus. The market is very firm and prices remain above the export basis. The local trade seems to absorb the offerings, and although butter still remains comparatively cheaper than cheese, farmers seem to be satisfied with their returns, as the by-product is useful, and on the whole it pays them very well.

Our shipments of butter are so small an item on the British markets that we have no voice in the matter of fixing prices there, and, especially for the Winter months, it is the local consumption which regulates market values of butter. If it is discovered that there is a surplus over the local demand, we must seek an export outlet for this surplus at best obtainable prices in British markets. It is therefore at present very difficult to give a forecast of the future, as we cannot calculate on the possible surplus.

THE PROVISION SITUATION.

The crest of the advance in live hogs is past and the price is again on the down grade. The packers are paying this week $6.15 f.o.b. country points and receipts are improving. It is expected that between now and Christmas deliveries will be pretty liberal. Domestic prices for pork products remain firm. Stocks seem to be pretty well cleaned up and there is still a good demand for all kinds of meat. Provision dealers, however, say that the demand, owing to high prices, is not as large as a year ago. Even at present prices some of the packers say there is no money in it. One of them said : "When we were paying around $6.15 we had about ¼c. all round. All our smoked meats are smoked and the shrink is heavy, so that at the advance for hogs there is no profit."

The alternative for smoking is dipping in a preparation of creosote called Smokine. It gives the color and something of the flavor, but the product is pickled, not smoked. Its chief advantage is the avoidance of shrink. There is none at all.

In Great Britain there has been a decline of a shilling with a tendency to further weakness. In the export trade Canadian packers, bearing in mind they are marketing a product killed six weeks ago, have come to a point where they could break even ; but in view of the subsequent advance in hogs and the probable seasonable decline in bacon on the English market their easy position does not promise long duration.

OUR LONDON (ENG.) LETTER.

The butter market here has been quieter during the past few days, the inflated prices evidently causing buyers to hold off. Even a drop of 3 kroner in the Copenhagen official quotation has not done much to renew the activity of past weeks. Sellers, however, are not in a hurry and are retaining a firm attitude, relying, no doubt, on continued limited supplies. At present the market is completely cleared of New Zealand butter, arrivals of Australian have naturally been very small now that the season is past. Of Siberian butter a fair quantity has been received, and is realizing from 106 to 90 shillings, according to grade. Just here it might be mentioned that the quality of New Zealand is considered excellent, and it is meeting with a sale such as good quality merits. With regard to Canadian butter, importers are complaining bitterly that they are unable to obtain any offers from Canada --and this just at a time when supplies on hand are not as heavy as desirable. They hardly know what to make of the situation, and anxiously await an opportunity of responding to cable quotations. Such Canadian butter as has changed hands during the week has fetched 114s. to 116s. for choicest, and 108s. for lower grades. Canadian dairies realize 92s. A comparison of these spot quotations with cable offers will show just how much or how little profit is being made over here. As regards quality, there is nothing more to be said beyond what has already been said. Signs are not wanting that the utensils used

for butter making in some of the Canadian factories might be kept considerably cleaner.

Canadian cheese has moved rather quietly on the London market, although the position of affairs is decidedly healthy. Holders continue to demand high prices, and buyers are compelled to accept or do without. Possibly the quieter condition of the market is due to the unwillingness of buyers to give so much as 64s. for choicest, but with the chances of continued limited supplies from Canada there can be little doubt that they will eventually be compelled to accept whatever terms are made. Inquiry amongst several importers of standing goes to show that the quality and coloring of Canadian cheese is, taken generally, fairly satisfactory. In numerous cases where Government inspectors have taken samples for examination purposes the test has been satisfactorily borne. There is, however, a lack of high-colored Canadian cheese suitable for some of the English provinces, a fact which is being felt somewhat by importers.

Canadian bacon is very scarce, so, of course, sellers are careful to make the most of their opportunity. Buyers seem to purchase readily enough whatever there is on offer.

SHIP EGGS PROMPTLY.

It Pays—Saves Product, gets Better Price, Makes Reputation.

Since early Spring and all through the Summer egg dealers have been complaining of the manner in which eggs have been held before shipment. Particularly during the extremely warm weather which prevailed this year have they had every ground for complaint. Eggs have arrived in cases of thirty dozen, with one, two, three and five, and sometimes more, dozen unsalable. And the cause in nearly every instance was delay in shipping the eggs.

Grocers in country districts can help to remedy matters if they will. What the commission man wants is prompt shipment of all eggs he buys. He wants the eggs while they are fresh, not when they are two weeks or a month old. A great many grocers make a regular business of their egg trade—buying from the farmers in the neighborhood and selling to dealers in the city.

It may not seem so at first sight, but in the long run it pays to ship the eggs while they are fresh. True, a grocer may ship just a day before the market advances one or two cents, and feel put out about it, but there is the other side; the market may turn easier. On the whole, the increased price the commission man will pay for reliably fresh eggs will more than offset any losses sustained by too hasty shipping. Besides there is the loss of the eggs that go bad. More important still is the reputation a country merchant may establish by prompt shipment of his eggs. Reputation is a good thing in the egg trade as elsewhere. Once his is established, a grocer can obtain the highest market price for his eggs every time. The dealer learns to rely on him and when it is a case of a quarter or half a cent a dozen he is willing to give him just that much better price because he knows he is getting first-class value for his money.

The writer knows of one case in which a shipper shipped a lot of 1,920 dozen, of which 148 dozen, over 7 per cent.,

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

Butter, Cheese, Eggs, Pork, Lard, Hams, Bacon and Dairy Supplies

Best Facilities.

Correspondence Invited

EMOND & COTE, - QUEBEC

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags

Wrapping Paper

Grocer's Sundries

Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

The Cost of Living

Has been greatly increased by the high price of meats and dairy products. The remedy lies with the consumer through the free use of

Clark's Canned Meats

which are relatively cheaper, as well as wholesome and nutritious.

Is your stock well assorted?

were cracked, and 189 dozen, over 9 per cent., rotten, while the shipment was 7 dozen short. The shipper expected to get the ruling price, which was 17c., for these eggs which were rotten, cracked or short—344 dozen in all. But he did not. The dealer saw to that. And also he looked for another shipper in that district.

It pays in the long run to do the right thing; to ship the eggs while they are fresh and will bring the highest price. It is a poor policy to gain to-day and lose every day after to-day.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—According to packers the situation in provisions is very strong. Lard, particularly, is noticeable for the strength displayed by the market. Locally there is fair trade in hams and bacon, Export business is very light.

Lard, pure tierces	0 11½	0 12
" 56-lb. tubs	0 11½	0 11½
" 20-lb. pails, wood (10½)	0 11½	0 12
" cases, 10-lb. tins, 60 lbs. in case		0 12
" " 5-lb. "		0 12½
" " 3-lb. "		0 12½
Lard, Boar's Head brand, tierces, per lb.		0 09½
" " ½-bbl., per lb		0 09½
" " tubs		0 09½
Cases, 20 3-lb. tins, per lb		0 10½
" 12 5-lb. tins "		0 10½
" 6 10-lb. tins "		0 10
20-lb. wood pails, each		1 95
20-lb. tin pails, each		1 85
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb		0 15½
Hams	0 14½	0 16
Extra plate beef, per bbl	12 50	13 00

BUTTER—The market continues firm under a good local demand, while call for export is almost nil. Notwithstanding the decline in England of three kroner, the market here is on the contrary firm in tone and values, proving that the home trade controls the present situation. The demand at present is for good keeping Fall butter to supply the coming Winter's trade. As soon as the quality deteriorates prices will have to decline as exportation at current rates is impossible. Stocks here are of moderate proportions and the situation would be a very healthy one if we could have two or three weeks more export trade with the Old Country.

Choicest creamery, salt	0 23½	0 24
Medium creamery	0 23	0 23½
Western dairy	0 19½	0 20

CHEESE—This week the market rules a little firmer, while demand has also brightened up a little. Contrary to expectations, the October make has so far ruled as high as the September, proving that the situation is a strong one with stocks well held and holders determined to prevent any serious decline. This can be accomplished now that the season is so near its close, with the result that the season of 1906 will go on record as one of the best, if not the best, in the history of the Canadian dairy trade. Stocks in England are large, but here in Canada they are light and prospects are for a much shorter market than we are accustomed to.

Ontarios	0 13½	0 13
Townships	0 12½	0 13
Quebecs	0 12½	0 12½

EGGS—First-class eggs are difficult to obtain and bring a good price. For selects, fresh dealers are asking as high as 24c., and sometimes 25c. There are several kinds of No. 1 eggs offering, including limed, fresh and held. All sell at 20c. Receipts are very light, and consequently dealers are compelled to use cold storage to a very great extent.

TORONTO.

PROVISIONS—Dealers are beginning to admit that the domestic demand is lessening. "It's not what it was a year ago," said one of them this week. But prices are firm. Long clear is off 1-4c., but that indicates merely a slight accumulation in that one line generally. Stocks are very small. Lard is up 1-4c.

Long clear bacon, per lb	0 12½	0 12½
Smoked breakfast bacon, per lb		0 16
Roll bacon, per lb	0 12½	
Small hams, per lb		0 16
Medium hams, per lb		0 16
Large hams per lb	0 14	0 15
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 17
" pea meal	0 17	0 18
Heavy mess pork, per bbl	22 00	22 50
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 11½	0 11½
" tubs "		0 12
" pails "	0 12½	0 12½
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	8 00	
" front quarters	3 00	5 00
" choice carcases	6 50	7 00
" common	5 00	5 50
Mutton	0 07½	0 08½
Lamb	0 10½	0 11½
Hogs, street lots	9 25	9 50
Veal	0 07	0 10

BUTTER—The situation is practically unchanged from last week. Choice dairy is scarce, but there seems to be enough of everything to go round. Some claim to be getting 24c. for choice dairy prints.

	Per lb.	
Creamery prints	0 25	0 27
" solids, fresh	0 23½	0 24
Dairy prints, choice	0 22	0 23
" tubs, choice	0 21	0 22
Baker's butter	0 17	0 18½

EGGS—Price is now much a matter of grade. Practically nothing is coming in. "Five cents a dozen for strictly new laid is nothing," said one large dealer, and he quoted the cream of the market at 25c. to 30c. Last week's prices, however, are still nearly right. "Fresh" might be moved up a cent and the range in "strictly" be narrowed a little.

Eggs (strictly new laid)	0 23	0 24
" fresh	0 20	0 22
" bakers'	0 16	0 17

CHEESE—The market has firmed up.

	Per lb.
Cheese, large	0 13½
" " twins	0 14

FOWL—Supplies are ample except of young turkeys, and it is too early for good ones. The Thanksgiving demand does not seem to have bettered prices.

Live Weigh'.		
Old fowl	0 07	0 08
Ducks	0 09	0 10
Young chickens	0 09	0 10
Dressed weight.		
Old fowl		0 09
Ducks	0 10	0 12
Young chickens	0 10	0 12
Geese	0 11	0 12
Turkeys, young		0 18
" old	0 13	0 14

HONEY—The market is firm at present prices.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins		0 11
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

BUTTER-MAKING IN SIBERIA.

Mr. Henry Cooke, writing in the Estate Magazine, says that nothing is more remarkable in the commercial history of the last generation than the growth of the butter making industry in Western Siberia. It is one of the first results of the construction of the railway, and from the point of view of the general well-being of the peasant population the most promising outcrop of the conditions now prevailing. It is at present the main resource of the inhabitants of the entire region. During the succession of bad harvests previous to last year, which crippled the earnings of the peasants and entailed a general stagnation of business in a country so exclusively dependent on the crops as Western Siberia, the income derived from the sale of their milk and butter saved the peasants from much of the suffering and destitution that must otherwise have befallen them. Previous to 1893 no butter was produced in Siberia for export abroad. The first to make butter under modern methods in Siberia was an English woman married to a Russian, whose dairy farm at Ohernaia Reitchka, in the district of Tiumen, was in 1886 the only one in Siberia, and is still a well-known model of its kind.

In 1893 Mr. Wolkoff, a Russian, opened near Kourgan the first dairy producing butter for export beyond the Urals; 14,400 lbs. were exported in 1894. Ten years later butter making had become the staple industry of the country as regards international trade, and the chief resources of its peasant population. Over 2,000 dairies are now scattered over Western Siberia, their export in 1903 being 78,904,720 lbs. Butter, thanks solely to the Siberian supply, now occupies the sixth place in value in the Russian export trade, and promises to exceed all other items except grain. The British market is Siberia's largest customer, Denmark acting as forwarding agent. In 1899 the import from Russia was so inconsiderable as to be merely included in the board of trade returns under "other countries." In 1900 it forced its way to an individual heading, the exports from Russia amounting to 378,452 cwt. Last year the butter exports from Russia, mostly from Siberia, were valued at about $15,450,000.

Anber & Shabine, general store, Aylmer, Que., have dissolved partnership, and the business will be continued by F. N. Anber.

EXPANSION OF CANADA'S PORK AND BEEF PACKING INDUSTRY.

The latest addition to this important industry is the large plant just completed by the old-established and well-known firm of Gunns' Limited, of Toronto.

For over thirty years this firm has done a large business in pork products, and to meet the needs of their growing trade have now enlarged the sphere of their operations by the erection of what is universally conceded to rank among the most modern and up-to-date, and also one of the largest, packing plants in Canada.

The location is well chosen—alongside the well-equipped yards of the Union Stock Yards Co., at Toronto Junction, which have already captured a large share of the live stock trade of the country.

An inspection of the new plant is a revelation of the latest and most improved methods and machinery for carrying on the varied operations of a modern packing house. The large plants of Chicago are among the sights of that great city, but we have here in our midst a plant which is a model of completeness, and in all but point of size compares most favorably with any on the continent.

The plant, which is situated on a lot six acres in extent, comprises a group of buildings, including main building, slaughter house, smoke houses, fertilizer building, carpenter and repair shop, ice house, power house, boiler room, two-storey stock sheds, and a large horse stable. Space will not permit more than a brief enumeration of some of the chief features. On the fourth floor of the main building are situated the sausage room and the cook room, also the ammonia pipe lofts in which the air is chilled for circulation to the beef and hog chill rooms below.

On the third floor is found, connected with the slaughter house building, a large hanging or cooling room in which the dressed carcasses are hung before being run into the chill rooms. These are six in number, two for beef and four for hogs.

The large cutting room is also on this floor, and a large section for preparing canned meats, etc.

On the second floor is the export curing room, several cold storage rooms, and in a bright, sunny place, facing south, large rooms for the use of employes as lunch rooms, etc.

On the ground floor are located the general offices and private offices, handsomely fitted up in hardwood, with plateglass windows, partitions, etc. In another section are the local and export shipping rooms, a number of cold storage and general storage rooms. The curing cellars extend under the entire main building and slaughter house building.

In the slaughter house building the killing floor is the top or third flat. Here the latest machinery and appliances are found for handling hogs, cattle, sheep and calves. The second floor of this building is fitted up as a lard refinery, and the ground floor as a tank room, with rendering plant, etc. In the cellars are hide curing rooms, cold storage, etc.

The visitor is impressed with the thoroughness of the arrangements for light, sanitation and the utmost cleanliness of operation. No expense has been spared in this or other lines. We are informed that the total cost of the plant is in the neighborhood of $300,000.

The smoke houses are sixteen in number, four on each flat, fitted with rails on which the meats are smoked suspended from "trees," each holding about fifty hams or pieces of bacon.

The entire plant is insulated with cork sheets cemented to the walls and partitions and plastered outside with a white marble cement plaster. This is damp proof, cannot absorb odors, and presents an appearance of cleanliness that is very attractive.

The refrigeration plant consists of two 75-ton machines, installed by the Linde British Refrigeration Co. In the power house is also found a complete plant for generating electric light and power, the machinery throughout the plant being operated by motors.

Special attention has been paid to reducing the risk of fire to a minimum. The buildings are subdivided by solid brick walls with fire doors on every opening. On the roof of main building is a 30,000 gallon tank supplying the sprinkler system, while outside water curtains over exposed windows, with a system of standpipe and hydrants, complete the arrangements for protection from fire.

The past years have proven the ability of Gunns' Limited, to successfully handle anything they may undertake, and their energy and enterprise in this new venture deserves the support of the retail trade throughout the country, as we understand they purpose catering specially to this trade. The capacity of the plant is 6,000 hogs per week and 1,000 cattle, besides sheep and calves. Owing to scarcity of hogs, it is not expected to operate to full capacity for some time, but in any event the motto "Quality, not quantity," will always be the guiding principle of the management.

KEEPING UP WITH THE TIMES

To meet the demands of this growing time we have just completed at

UNION STOCK YARDS, TORONTO JUNCTION

THE MOST UP-TO-DATE PACKING HOUSE and COLD STORAGE PLANT

IN CANADA

Backed up by over 30 years' experience we have

RETURNED OCT 22 1906

Every facility known to the trade for producing THE FINEST QUALITY

Pork and Beef Products

besides having greatly increased facilities for carrying on our large and growing business in

Eggs, Butter, Cheese, Poultry, ETC.

RETURNED OCT 22 1906

WE SOLICIT YOUR ORDERS AND GUARANTEE SATISFACTION.

GUNNS LIMITED

PORK and BEEF PACKERS PRODUCE DEALERS

TORONTO and TORONTO JUNCTION, ONT.

RETURNED

to

Cut Book No.

"VICTORIA"
Hungarian Patent

"ROYAL"
Patent

How About Flour?

RETURNED
Oct 25/06
to bindery
Cut Book No. 56
Page No. 75

We want a chance to prove to you that we make and sell the best flour of any mill in Canada, based on a life-long experience in every detail of flour manufacture and every facility for doing things right. If your customers once get to using Brampton Flour, the trade will stick, and nothing short of an earthquake will make them change. Write for quotations. We're equal to any amount of business.

Brampton Milling Co.

"MAJESTIC"
Patent

Brampton

"ELECTRIC"
Patent

C. A. PARADIS

WHOLESALE DEALER
AND COMMISSION MERCHANT
OF

FLOUR, GRAIN, SEEDS AND PROVISIONS AND GENERAL PRODUCE

81 DALHOUSIE STREET, QUEBEC

I am always a **buyer** and **seller** of all qualities of Flour from Ontario and Manitoba millers; also Canadian and American Corn; Quebec, Ontario and Manitoba Oats; White Beans; Peas; Seed Grains of all kinds; Middlings; Barley; Bran.

FULL LINE OF GROCERIES

Canadian and American Pork in barrels; Pure and Compound Lard; Salt Fish of all kinds; Pressed Hay to suit every buyer.

Open to accept agencies for grocery and allied lines. Home and foreign manufacturers are guaranteed up-to-date and thorough representation.

I WORK ON SMALL PROFITS, QUICK RETURNS

Orders Promptly Attended to.
Satisfaction Guaranteed.

Bell Telephone: QUEBEC—No. 1324; BELLECHASE LEVIS—No. 100B

Mr. Grocer's Money-Making Friends

"Beaver" Oats (Premium 776) | Swiss Food | McIntosh's "Crown" Brand Rolled Oats

Swiss Food

Do you retail this prince of breakfast foods, the first package breakfast food on the Canadian market, and the only breakfast food that has seen nearly two decades of continuous patronage? Twenty-four 3-lb. packages to case. Twenty-five per cent. profit for Mr. Grocer.

"Beaver" Oats (Premium 776)

The new Premium, 776, in ***"Beaver" Oats*** has made that great brand go forward by leaps and bounds. The premium consists of cups, saucers and plates, genuine china, a piece in each package. As a package of "***Beaver***" ***Oats*** can be opened and a delicious breakfast eaten right off a "free" plate, you can readily understand why the women are on the lookout. Twenty 5-lb. packages in case.

McIntosh's "Crown" Brand Rolled Oats

Some customers always insist on getting a pound of flaked oats instead of a package. Such customers should be given ***McIntosh's "Crown" Brand Rolled Oats.*** It's clean, fresh, and contains no dust.

Prices and information sent gladly

P. McIntosh & Son

Toronto, - Canada

FLOUR

GUARANTEED BRANDS

ONTARIO BLEND BRANDS

"Walzen"
"Diamond Pure"

MANITOBA BRANDS

"King Patent"
"Monarch"

Mixed cars supplied of Ontario and Manitoba Flours, Graham Flour, Farina, Whole Wheat Flour, Bran and Middlings

E. W. B. SNIDER

CORRESPONDENCE SOLICITED

St. Jacobs, Ontario, Can.

The T. H. Taylor Co., Ltd.

Chatham, Ont.

make a speciality of shipping in any quantity desired

=Beans=

Oats, Barley, Corn, Bran Middlings, Feed Flour, Mixed Chop, Crimped Oats, Rolled Barley and Cereals.

Write or wire for prices

"Beaver" Flour

will double your sales and increase your profits.

The Only Best Blended Flour on the Market

NORVAL MILLS

ROBT. NOBLE

MERCHANT MILLER
NORVAL, ONT.

Choice Winter Wheat and Manitoba Blended Flours a Specialty.

Flour from the "Wheat City"

Brandon is called the "Wheat City" because it is situated in the centre of the best wheat growing section in Manitoba.

So our raw material is the best that's grown and we grind our wheat in a modern mill equipped with the latest machinery.

Should be able to make good flour, shouldn't we? If you are "from Missouri and want to be shown" let us send you a sample of any of

Our Brands:

"Premier Hungarian," "White Rose" and "Royal Patent"

We put up our flour in 24½ and 49-lb. sacks specially adapted for the grocery trade, and that's a point worth noting.

Milling Capacity 600 barrels per day.

SEND FOR SAMPLES AND PRICES.

The Alexander Milling Co., Limited

BRANDON, MANITOBA

Nap. G. Kirouac & Co.

RECEIVERS and SHIPPERS

Flour, Grain, Mill Feed

AND

Grocers' Supplies

CORRESPONDENCE INVITED
FROM ENGLISH AND SCOTCH
IMPORTERS OF FLOUR :: ::

125 St. Peter St., QUEBEC, CAN.

24 YEARS' EXPERIENCE IN CAR LOT BUSINESS

"Health for Everybody"

Try Our New Process

5 LILY

MANITOBA PATENT

GEORGIAN BAY MILLING

AND

POWER CO., Ltd.

Meaford, Ont. - - Canada

The Alexander Brown Milling and Elevator Co., Limited

Mills and Elevators at Toronto, Ont., and Portage La Prairie, Man.

POINTS TO CONSIDER:

1. Bread that retains its freshness and moisture for a considerable time must be made from a well-milled choice flour.
2. A flour that makes a large quantity of bread to the sack must be milled from the best wheat.
3. The best wheat in the West is grown on the far-famed "Portage Plains," near our mill.
4. If you have ever handled our hard wheat flour you know these points are characteristic of

"Imperial" and "Prairie Rose" | "Blue Brand" Patents

and **"Reliance"** **"Red Brand"** Strong Baker.

These Flours build up trade. Send us a trial order and let us prove it. Remember our name is on every sack.

PORTAGE LA PRAIRIE, MAN.

C. O. GENEST & FILS

WHOLESALE GROCERIES

Flour,

Grain,

Provisions

LEADING WHOLESALE HOUSE OF THE EASTERN TOWNSHIPS

SHERBROOKE P.Q.

Your orders will have prompt and careful attention.

Wilson's Flour Mills

Indian Head, - - Saskatchewan

The wheat that made Indian Head famous as the largest shipping point in the World is what is used solely for our flour.

The percentage of high grade wheat is very high.

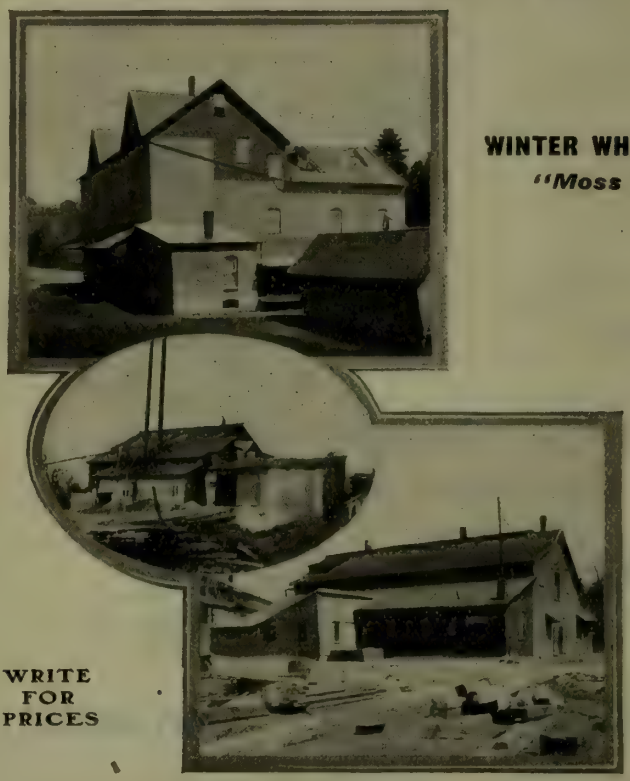
The quality of flour is second to none and no artificial bleaching is practised.

Inquiries Solicited

Wm. Wilson, Proprietor

QUANCE BROS.

MILLERS



WRITE FOR PRICES

WINTER WHEAT FLOUR
"Moss Rose"

BLENDED FLOUR
"Maydew"
"Ladies' Favorite"
"White Swan"

MANITOBA FLOUR
"Kitchner"
"Manitoba Best"

CHOICE FAMILY and BAKERS' FLOUR from choice Ontario and Manitoba Wheat. Also PATENT PROCESS BUCKWHEAT FLOUR and RYE FLOUR.

Delhi, Ont., Canada

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada

Write for Samples and Prices

Rolled Oats
Oatmeal
Split Peas
Pot Barley

Quotations for any quantity cheerfully given, delivered at any point.

QUALITY GUARANTEED.

WOODSTOCK CEREAL CO.
LIMITED

WOODSTOCK, Ont, Canada

A Trio Of Trade Building Flour

The way to build up a permanent flour trade is to supply your customers with brands which are always uniformly satisfactory.

McLEOD'S SPECIAL HERCULES and **JULIET** are bound to satisfy as they are manufactured from carefully selected Manitoba and Ontario wheat by modern methods and expert operators. With such a combination the result is bound to be light and wholesome bread of a quality which compels the "**Ladies to Talk.**"

Write us or wire at our expense for quotations.

P.S —In mixed cars we can supply a full line of Oatmeal, Beans, Split Peas, etc.

McLEOD MILLING CO., LIMITED

Stratford, Ont.

TRISCUIT TRUTHS

TRISCUIT is shredded whole wheat, made the same as Shredded Wheat Biscuit--except that it is compressed into a wafer and baked by electricity.

TRISCUIT is not a "breakfast food." It is a substitute for white flour bread and is used as a TOAST with butter, cheese or marmalades.

TRISCUIT is an ideal food for flat-dwellers, light house-keepers, campers, for picnics, for excursions on land or on sea. The best of all wafers for chafing dish ookery.

TRISCUIT should always be heated in an oven before serving. It is made by The Canadian Shredded Wheat Company at Niagara Falls, Ont., makers of shredded wheat products. The TRISCUIT booklet is sent free.

"It's All in the Shreds"

CANADA FLAKES

10c.

"English" Canada Flakes

Larger than any 15c. package on the market.

Coupon for Silverware in every packet.

$2.85 per case.

25c.

"Household" Canada Flakes

Every package contains a piece of beautiful chinaware or tableware.

Most successful advertising scheme.

Brings you constant customers.

$5.00 per case. $4.90 in 5-case lot.

The most nutritious, crispiest, best toasted food made

GRANOLA

is the most nutritive breakfast food on the market. One pound of Granola exceeds in vigor two pounds of round steak.

Sold in one pound cartons at 15 cents.

Your customers want it. Get stocked.

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

What About Our

POT and PEARL BARLEY and FEED

WRITE FOR INFORMATION

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into Flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at
WINNIPEG, GODERICH and BRANDON
Toronto Office :
Long Distance Phone Main 6060.
Phone in your Orders at our expense

STOP FOR A MINUTE AND TAKE NOTICE

TO STOCK OWNERS: Do you use any Stock Food ?
TO MERCHANTS : Do you sell any Stock Food ?

If not, I want to convince you to use the Canadian Concentrated Vegetable Stock Food. After twenty years' experience in horse feeding and stock raising, the proprietor of the Canadian Concentrated Vege able Stock Food offers his preparation to the public with full confidence that the principle on which this preparation is compounded will meet all the requirements necessary for improving and keeping in a healthy and natural condition all kinds of stock.

While not wishing to discredit any of the numerous stock foods at present on the market, The Canadian Concentrated Vegetable Stock Food take no second to any competitor, as per the following analysis of the Inland Revenue, Bulletin No. 116, Ottawa, March 16, 1906.

Total proteids	23.31	Crude fibre	6.20
Moisture	0.00	Total ash	3.56
Pretolic ether extract fat	10.52	Water insoluble ash	0.00
Alcohol extract after pretolic ether	28.20	Acid insoluble ash	0.00
Water extract after alcohol	8.28	Sodium chloride	0.00

THE CANADIAN CONCENTRATED STOCK FOOD is at present in use amongst a number of the best feeders and stock raisers in the surrounding countries as well as in the cities.

A trial will convince that the modest claims made for this preparation are fully warranted.

Each bag contains a measure holding the amount to be fed at each meal.

PREPARED BY

A. GUERTIN, Farm Produce and Stable Supplies

Proprietor { Woodbine Farm, St. Heubert, Que.
Mountain View, St. Bruno, Que.

ALL COMMUNICATIONS TO BE ADDRESSED TO

A. GUERTIN, 91 Inspectors St., Montreal, Que.

J. B. RENAUD & CIE.

WHOLESALE

Flour, Grain, Feed and Provisions, also Groceries, Meats, Butter and Eggs

The largest exporters of Beauce Maple Sugar

CORRESPONDENCE SOLICITED

118-140 St. Paul Street, QUEBEC

LATEST CANADIAN FLOUR MILL

Western Canada Flour Mills Co. Plant at St. Boniface—Great Structures Begun and Completed Within a Year—The Men Behind the Enterprise —Flourmaking.

One of the most important industries established in Winnipeg during the last few years of that city's phenomenal growth is the plant of the Western Canada Flour Mills Co., recently started at St. Boniface. On the 9th of August, 1905, the first sod for the foundation of the new mill was turned. Within twelve months the three buildings composing the plant were completed and equipped, and what is acknowledged to be the most up-to-date establishment of its kind in the world was ready to begin operations.

The company chose for its site 35 acres of land between the lines of the Canadian Pacific, the Canadian Northern, and the Grand Trunk Pacific Railways, thereby obtaining track facilities which even at present permit of ten cars being loaded simultaneously.

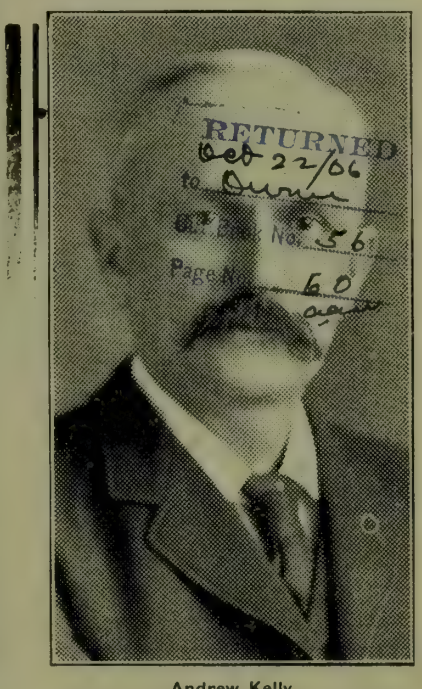
S. A. McGaw, Toronto.
Eastern Manager, Western Canada Flour Mills Co.

As regards the buildings themselves, nothing is left to be desired. Their construction is modern in every way, and especial attention has been paid to rendering them fireproof. In connection with this the company has provided its own water supply by sinking a well in a corner of the boiler room, from which water is pumped into a 100,000 gallon tank elevated 165 feet. Connected with this is a complete system of sprinklers, extending throughout the buildings. From the tank a powerful stream of water can be thrown right over the top of the working house of the elevator. At the base of the tank are two additional reservoirs, one of 100,000 and the other of 40,000 gallons capacity. This system of protection, together with the splendid construction of the buildings themselves, has resulted in insurance companies considering this the safest flour mill risk in the world, and granting it the lowest premium paid by any concern in the same line of business.

The elevator consists of a working house and ten tanks each 80 feet high. The foundation walls are four feet thick and of solid cement and steel, while the piers have bases seven feet square. Between these piers are arches of cement and steel, forming long corridors through which pass the 36-inch conveyor belts. In the floor of each tank the steel binding rods are only two inches apart, while the walls are reinforced by perpendicular steel rods every two feet, and by flat 1 1-4 inch circular steel bands every foot, one band being near the outside and the other near the inside of the wall. If the wheat is to remain in the elevator it is received in the pits at the base of the working house, elevated to the scales, weighed, and passed through cleaners, then transferred to the tracks for storage. If desired for use in the mill it is returned to the working house by the conveyor belts, and is there re-weighed and forwarded to the mill for grinding. The mill is six storeys with cupola, and is 200 feet long by 56 feet wide. The basement walls are four feet thick and the brick walls up to the third floor two feet six inches. All sash and lintels are of galvanized iron, and the windows are glazed with wired glass. The mill has a capacity of 4,000 barrels per day.

From the fifth floor of the mill the manufactured flour passes by a system of elevators and conveyors across the double railway tracks to the warehouse. This building is 216 feet long, 70 feet wide, and three storeys high at its lowest point, and six storeys high in the centre, where the packing is done. It has a storage capacity of 70,000 barrels. The flour passes into great steel tanks, covered with asbestos, so that it is absolutely protected from every form of dirt, and from the intrusion of any insect life. Below the tanks is the packing floor. The bags are filled and weighed automatically, but the sewing up is done by hand. When sewed, the bags drop through a hole in the floor onto the conveyor belt to be delivered to the cars or any part of the warehouse.

In addition to the Winnipeg mill, the company operates branches in Brandon, Man., and Goderich, Ont., capable of producing 400 and 1,800 barrels per day, respectively, giving a total daily production by this one company of 7,200 barrels of flour per day. Some idea of what this amount means may be gathered from the fact that a year's product of 300 days' running would fill enough freight cars to cover 150 miles of track, while if placed in barrels and these barrels were laid end to end they would stretch from Quebec to Vancouver. To make these 7,200 barrels of flour daily requires a close approximate of 36,000 bushels of wheat, and the amount needed to run these mills the 300 days of a year would be 10,800,000 bushels, which at 75c. per bushel, would call for the distribution by this company among the farmers of Western Canada of $8,100,000. The company employs in Winnipeg about 100 men, with 75 more in Goderich and Brandon.

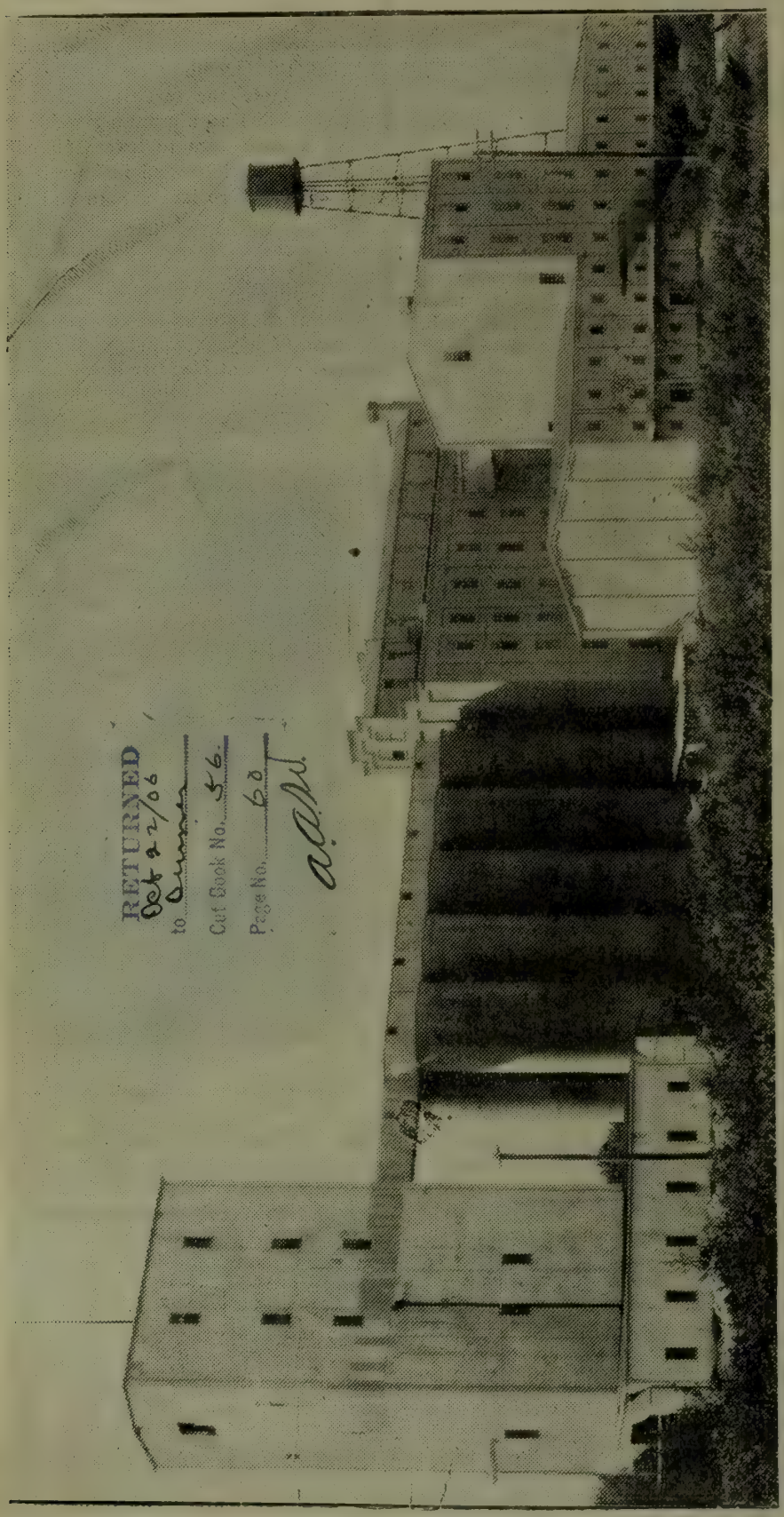


Andrew Kelly,
President, Western Canada Flour Mills Co.

The necessity of good shipping facilities is shown by the fact that the "Purity" brand is shipped to Great Britain, Continental Europe, South Africa, South America, Japan, China, Siam, Burmah, Russia, Australia and the Oceanic Islands. This export trade demands the attention of two offices, that via Montreal and New York, being handled at Toronto, and that via Vancouver at Winnipeg, and in all the principal ports of the world are special or general agents for "Purity" flours. The principal officers, Messrs. Andrew Kelley, of Brandon, president, and S. A. McGaw, of Goderich, vice-president and general

manager, have their offices in Winnipeg.

From whatever standpoint it may be looked at, Canada—and Winnipeg especially—has every reason to be proud of the Western Canada Flour Mills Co.



Western Canada Flour Mills, St. Boniface.

OGILVIE MILLS PROFITS.

Shareholders of the Ogilvie Flour Mills Co. held their annual meeting in Montreal the end of last week. C. R. Hosmer, president, occupied the chair. Net earnings for the year were declared to be $235,262.45. At the meeting there was considerable comment upon the misfortunes which had been the lot of the company during the year, notably the loss by fire incurred by the Glenora mills, Montreal, and the accident to the elevator at Fort William.

Directors of the company were elected as follows: C. R. Hosmer, president; F. W. Thompson, vice-president and managing director; Sir George A. Drummond, Sir I. Montague Allan, E. S. Clouston, H. S. Holt, Shirley Ogilvie. The following officers were appointed: T. Williamson, secretary; S. A. McMurtry, treasurer; W. A. Black, general manager western division; Col. A. E. Labelle, local manager; Frank H. Anson, general superintendent; George A. Coslett, Fort William, manager.

McCabe Brothers, of Duluth, owners of elevators at Bergman and Rosewell, Man., have purchased the Plum Coulee elevator from Graves & Riley, of Winnipeg.

A POPULAR SALESMAN.

Goodfellowship ran high at Roumegous, King street west, Toronto, on Saturday evening last. The occasion was a dinner and presentation of a handsome suitcase to W. H. Turpin, the genial city representative of the E. W. Gillett Co., Limited, and president of the Grocery Clerks' Association of Toronto, who has just been appointed to represent his company in the Niagara Peninsula and South Western Ontario.

A very happy time was spent, and Mr. Turpin's many friends wished him much success in his new field. Mr. Turpin will be succeeded by John J. Watt, who will look after the interests of Gillett's goods in the city.

CANNED MEATS PRETTY GOOD.

The report of Chief Government Analyst MacFarlane on canned meats selected in various parts of the Dominion, has just been received by the Inland Revenue Department. The goods analysed were samples packed in Canada and an equal number put up by United States manufacturers and offered for sale in this country. Only four samples out of the total collection were found to give evidence of decomposition, a proportion amounting to only ¼ per cent. Boric acid was the only preservative found, and only in very small quantities, not exceeding the limit fixed by the English Parliamentary Commission of .05 oz. In general it may be stated that the results are favorable to the manufacturers, both in the east and west.

Flour, Grain, Hay, Pork, Smoked Meats, Fish, Etc.

SEEDS A SPECIALTY.

GEO. TANGUAY

Office : 48 St. Paul St.

Warehouses : 33-35, 34-36 St. Andrew St.

QUEBEC

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

HIGH-GRADE BLENDED FLOURS

Juliet and Anchor

Scientifically milled for family purposes.
Do you sell these winners?

THE McLEOD MILLING CO., LIMITED

Stratford, Ontario

EUGENE PICHER & CO.

87 Dalhousie St., Quebec

Jobbers in Grain and Hay.

Special Machinery Lines for Cheese Factories—
Also Farm Impliments

Open to accept Provision Agencies

Established 1870

WM. RENNIE CO.

Limited

Importers, Growers, Wholesale Dealers in

Garden, Field and Flower Seeds

CLOVER, TIMOTHY AND GRASSES
A Specialty

HEAD OFFICE:
Cor. Adelaide and Jarvis Streets
TORONTO, ONT.

BRANCHES:
190 McGill St., Montreal
Main St., Winnipeg
66 Hastings St. W., Vancouver

R. F. CREAM & CO.

General Brokers and Commission Merchants

Flour, Grain, Provisions, Teas and General Groceries

75 Dalhousie St., Quebec, P.Q.

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.

OAK LAKE, MANITOBA

TRADE WITH ENGLAND

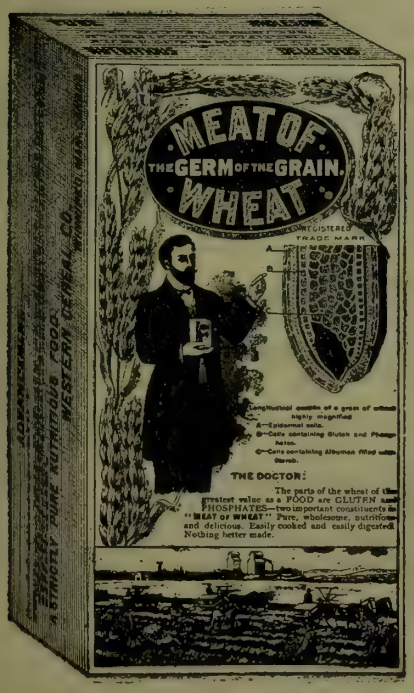
Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.



MEAT OF WHEAT

The oldest food—by the newest process. Retaining only the best food parts of the best grain. Shows a good margin. Brings repeat orders.

SOLD BY ALL JOBBERS

The Western Cereal Co., Manufacturers

WINNIPEG

W. L. MACKENZIE & CO., Selling Agents, Winnipeg

FLOUR AND CEREAL

Advance in Wheat—Car Shortage Mainly Responsible—Conditions in the Argentine—Domestic Flour Trade is Active and There is Some Export.

Last week's advance in wheat was due primarily, it is said, to the car shortage. People with October contracts on their hands were not getting the wheat down fast enough to make their shipments. A contributing cause was the news of unfavorable weather conditions for the growing crops in the Argentine Republic. The Argentine crop comes to harvest about the end of December or first of January, therefore now is a critical period. Argentine weather will be a factor in the wheat market for a couple of months or more. The car shortage is general in both Canada and the States and an advance in Chicago assisted the advance here.

MONTREAL.

GRAIN—Oats are higher this week. Few lots are offering since the harvesting of the new crop. Corn, although still firm, is expected to ease off shortly, since the crop is said to have been a particularly good one. Other lines are unchanged.

No. 4 barley, store	0 5⅞
Feed barley, store	0 51½
No. 2 white oats "	0 41½
No. 3 white oats "	0 41½
No. 4 white oats "	0 39½
No. 3 yellow corn "	0 8
No. 2 peas, basis 78 per cent. points	0 7.½

FLOUR—Flour has not changed since last report. The market is firm but, while an advance would not cause surprise, higher prices are not expected at the moment. Prices this year are considerably lower than those of 1905 for the same period. Business locally is reported excellent. Good orders are being received from all sections of the country and millers are quite satisfied with the turnover they are having. Export demand is not particularly large, but a fair amount of trade is being transacted. South Africa still imports a great deal of this article, while orders from the Old Country are by no means small.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 00	2 10
Five Roses		4 60

ROLLED OATS—The rolled oats market this week is strong, but it has not yet been found necessary to advance prices.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 30½
" 80-lb. bags		2 07½
" bbls		4 90
Choice boiling peas	1 00	1 10

FEED—Bran and shorts is very scarce and there is little prospect of the situation being relieved in the near future. A good demand for mixed feed is reported. Prices rule steady.

Ontario bran	18 50	19 50
Ontario shorts	21 00	22 00
Manitoba shorts	21 50	22 00
" bran	18 00	19 00
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—No change has occurred in the hay situation. Locally the market is slightly firmer with prices unchanged. Farmers are still inclined to hold their stocks despite tempting figures obtainable. Export business is quiet for this reason.

Advices from the Old Country state that there has been little change in the conditions there. Reports from Liverpool quote the ruling price as 72s., c.i.f.

No. 1	12 00	12 50
" 2		11 50
Clover mixed	10 50	11 00
Clover, pure	10 00	10 50

TORONTO.

GRAIN—Wheat is considerably higher than a week ago. There was an advance last week of 3c., reaching the highest on Saturday. On Monday the market took a return and went back half a cent. On Saturday the northern ruled at 82c., Monday at 81¾c., and closed at ¼c. bid and ¾c. asked. Trade was quiet. Millers did not seem disposed to follow the advance. On the other hand, there were reports of pretty good export business, but the reports were difficult of confirmation. Opinion here seems to be general that if receipts were as free as they should be at Fort William and Port Arthur we would have cheaper wheat. Receipts are not one-half what they were a year ago, due probably to the scarcity of cars. Ontario wheat advanced ½c. Barley and oats are about unchanged.

(F.o.b. Georgian Bay points.

No. 1 hard		0 84
Manitoba wheat, Northern No. 1		0 81½
" " " No. 2		0 79
" " " No. 3, nominal		0 76
Red, new " per bushel. 78 per cent. points		0 71½
White, new " " " "	0 71½	0 72
Mixed, new " " " "		0 71
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No. 2, "	0 49	0 50
" No. 3x, "		0 47½
" No. 3, "		0 45½
Oats, white "	0 35½	0 36
" mixed "	0 34½	0 35

FLOUR—There is considerable export business passing and the domestic trade continues very active. The export basis is about $2.70 to $2.75. Domestic quotations are unchanged.

Pure winter wheat per bbl in sacks	4 00	4 25
85 per cent patents " "	3 70	3 80
Straight roller " "	3 65	3 70
Blended	3 80	3 90

CEREALS—Domestic trade continues active but prices are unchanged.

Rolled wheat in boxes, 100 lbs	nominal 2 25
" " 50 lbs	" 1 25
Rolled oats, carlots, per bbl., in bags	" 4 25
" " " " in wood	" 4 50
" " for broken lots in wood	" 4 75
" " broken lots in bags	" 4 50
Oatmeal, standard and granulated, carlots, on track, per bbl	" 4 80
" " " in bags	" 4 55

The elevator at Grand Coulee, Sask., belonging to Joseph Glenn, of Indian Head, collapsed on October 5. There were about 44,000 bushels of grain in it at the time. The C.P.R. provided facilities for immediate shipment, and now that the grain is removed the owner expects to be able to jack the building into position again.

Up to October 12, 18,863,000 bushels of wheat and 1,123,000 bushels of coarse grains had been marketed in Western Canada, compared with 12,698,000 bushels of wheat and 623,000 bushels of other grains marketed at the corresponding date last year.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

Choicest Canadian Cereals

Always on top for quality and flavor—the Peerless Brand

We are manufacturers and Exporters of high-quality Cereals made from Canada's best grain.

Flaked Oats *Flaked Wheat*

Rolled Oats *Corn Meal* *All Kinds of Feed, Etc.*

Ours is the most modern IMPROVED PROCESS, and our millers are thoroughly experienced, picked men. Everything contributes to make our brands A No. 1, and we guarantee satisfaction.

CORRESPONDENCE SOLICITED.

Parkinson Cereal Co., Thornbury, Ontario, Canada

Everybody who drinks Cocoa acknowledges that

COWAN'S

Perfection

COCOA

is superior to all others for purity, strength and fine flavor

COWAN'S

Milk Chocolate

Cream Bars, Maple Buds, &c.

are the highest class confections

Cowan's Cake Icings

used in every family

THE COWAN CO., LTD., TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

MOTT'S Chocolate

That's all you require to say when asked for the Best. Your guarantee is the reputation borne by the goods for over forty years.

Remember to specify

"DIAMOND" brand for cooking

"ELITE" brand for eating—

For sale by all up-to-date jobbers and—

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

WEBB'S

CHOCOLATES

High-class goods for High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

REX CHOCOLATES RECORD

In September, 1902, we began the manufacture of high-grade Chocolate Confections under the now famous Brand of REX.

Our success has been astonishing. Once a customer has been secured the fine and uniform quality of Rex Chocolates makes him an enthusiastic friend.

Here are the sales of two of our customers since the above date :

1st Customer has sold		*2nd Customer has sold*	
Rex Chocolates	73,047 boxes	**Rex** Chocolates	80,584 boxes
Rex Caramels	1,512 "	**Rex** Caramels	792 "
Rex Salted Peanuts	3,024 "	**Rex** Salted Peanuts	28,332 "
Rex Butter Scotch	18,546 "	**Rex** Butter Scotch	19,968 "
Total	**96,129** "	**Total**	**129,676** "

These figures are guaranteed absolutely correct, and are shown in our books.

You can build up a similar business with Rex Chocolates. Price list cheerfully forwarded on application. Special discounts on all mail orders.

Don't wait for traveller, send us in a trial order direct.

GILPIN-MOFFATT CO.

Toronto, Ontario

THE ADVANTAGES

to you in making Suchard's Cocoa your leader are two-fold.

The immediate gain is in a larger profit per pound than you make on lower grade goods.

The second advantage comes from the quality of

SUCHARD'S COCOA

It has a distinctive, delicate flavor that is sure to please your customers, and which they cannot get in any other Cocoa. You can push it with perfect confidence, and with great benefit to your business.

We will be very glad to send you a sample on request, so that you can test it and see for yourself the superiority of Suchard's Cocoa.

Canadian Depot

FRANK L. BENEDICT & CO., Montreal

MITCHELL & SAUNDERSON, Winnipeg, Man.

Lowney's Cocoa is a triumph in pure food products. It is the **best** cocoa made **anywhere** or at **any price.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

UPTON'S

Jams
Jellies *and*
Orange
Marmalade

ARE LEADERS IN THEIR LINE

They have been made and sold in Canada for years and stand the test of time.

Other brands come and go, but Upton's will stay.

WHEN ASKED FOR

"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

DIAMOND
Brand

MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal

"KIT" COFFEE ESSENCE

The latest and Best Coffee production in the Home Market.
A PERFECT TREAT in comparison with any bottled Extract previously before the public.
A SURE SELLER IN PROPER HANDS.

The proprietors invite application for Sole Agency throughout CANADA. Only Agents or firms quite definitely in a positon to place same on the strength of established connection need apply. The sale of a good quality WORCESTER SAUCE may be associated with any agreement entered into.

Apply giving full particulars to

"KIT" COFFEE LTD.
COVAN, CLASCOW

Taste and Buy

Is the "Mooney" adaptation of the old proverb

Perfection
Cream
Sodas

supply a case where a verdict is reached without any trial, and it is the verdict of public approval, too.

enjoy a splendid reputation in the eyes of the people of particular biscuit eating.

Taste them for your own satisfaction—will find crispness, lightness, palatableness—the triumphant Taste Trio.

3-lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED
9 and 11 Francis Street, TORONTO, ONT.

BISCUITS AND CONFECTIONERY

Manufacturers of Biscuits all Increasing Trade—Greater Call for Finer Lines—The Insatiable West—Candy Possibilities.

The large biscuit makers in Canada are all increasing their business and one wonders what the explanation of this consumption is. The manager of Christie, Brown & Co. attributes it to the increased prosperity and wealth, combined with the cultivation of taste fostered by the excellence of the product. He didn't say this last — he was too modest; but it is true enough. There's no country in the world where better biscuits are made than in Canada.

"What means are adopted by grocers to increase their sales of biscuits?" this same manager was asked.

"Some of the more progressive ones," he said, "have established a biscuit department. But we have found that the men who push other goods will push biscuits. Some time ago I was in a grocery in Hamilton. A customer came in—a lady—and after she had got what she wanted the proprietor, who was serving her, brought out a new line of biscuits. 'Here's something new and very nice. Wouldn't you like some?' 'Yes, you may send me a pound.' 'And here's something new in canned goods, fish, very appetizing, indeed.' 'Yes, I'll take a can of that.' When the lady had gone I told the grocer I much admired his manner of introducing and pushing goods. 'We've got to do it,' he said. That man has a large account with us.

Afternoon Tea.

"Some grocers have a weekly afternoon tea. They serve a certain line of tea to all comers and usually serve biscuits with it. We often receive word that a grocer is going to serve tea on a certain day and if we have any line of biscuits we want to introduce send them along. Some grocers make a display of biscuits on plates and when drawing the attention of customers to them invite them to sample lines they may fancy."

What may be termed the staple lines of biscuits number perhaps a hundred, but large firms make up to 500 varieties. In the west the biscuit trade is increasing enormously. The finest lines go to the Klondike and sodas sell there for a dollar a pound. There is a biscuit made for miners that looks like a nicely browned very high grade dog biscuit, but it is delicious and highly nutritious. When steamed it swells to the size of a small loaf. It is made from flour in which practically all of the nutritive elements have been retained and is so rich in gluten that when steamed it can be picked up by a corner and will hold together.

Demand for Expensive Lines.

In old Ontario the maximum consumption has not been reached. It is surprising what expensive kinds can be bought in very small stores. Biscuits retailing at 50c. a pound are commonly carried. They are very light and small and a few cents worth will make a plateful.

There are lines which a very few years ago were made only for the Christmas trade and now there is a steady trade for them all the year. Such are plum pudding, short bread, and fruit cakes. There still is an extra demand for them at Christmas time. The demand for these goods in the west is very large.

There probably is no specialty so easily pushed as biscuits and if grocers would make it a practice to call customers' attention to the better lines they would find it much more profitable than worrying about whether or not their customers have sugar enough to carry them over Sunday.

SPEAK OF THE CANDIES.

R. Higgins & Son, a prosperous Toronto firm of grocers, have been specializing in their confectionery and seemingly without advertising have built up a department in their business which has well repaid their trouble. "The secret of success in this line," said Mr. Higgins, "is to keep the show cases bright and attractive and to mention to your customers that you keep confectioneries. In this way even though they do not really need them they will think of the children's sweet teeth and be tempted to buy. Never forget to mention any new line of confectioneries you may have on hand and anything novel, such as little pails containing candies resembling seashore stones, is almost sure to sell well. At Christmas and Easter there should be special decorating in the show cases and windows, as these are the times when trade is at its best."

NEW SWISS CHOCOLATES.

A new line of Swiss milk chocolates is about to be put on the Canadian market by S. H. Ewing & Sons, Montreal, who have been appointed Canadian agents for Ribet's Swiss Milk Chocolates. Ribet's chocolate house was established in 1856, and the quality of the goods turned out was soon recognized, first in France where it was preferred to all others by the Empress Eugenie. The company has experienced a gradual growth until it has attained its present size. Its factories, situated at Renens, Lausanne, Switzerland, are equipped with the most modern machinery. Many fancy lines are manufactured. Bars, cakes and croquettes are obtainable at different prices. The chocolate is always neatly wrapped and is in this way able to attract attention the moment it catches the eye.

CONFECTIONERY POSSIBILITIES.

Confectionery is one of the most profitable specialties a grocer can carry and only a little pains need be taken to make a candy department a substantial feature. The first essential is means for effective display. Carry the good goods. Let the little shop round the corner have the cent goods. At any rate don't take up valuable display room with them. Handle good lines and handle them well and the candy department will soon be as easy as money from home.

CONFECTIONERY NOTES.

Jas. McLaughlin, of Jas. McLaughlin & Co., biscuit manufacturers, Owen Sound, has purchased property in Fort William, and it is understood that the firm will erect a warehouse on the site.

Walters & Son, confectioners, Sydney, C.B., have patented a cabinet designed by Mr. Walters for the purpose of displaying biscuits. The cabinet is on the plan of the extension bookcases used in many offices and libraries, and is planned to hold standard-sized boxes furnished by the manufacturer who purchases the rights to the invention.

The grocery, hardware and bakery business conducted by J. Windover & Son in Frankford for some years has been taken over by the son, W. E. Windover. Mr. Windover, sr., is going west. He has been in the prairie provinces this Summer and was in the passenger train wrecked recently near Sudbury. Fortunately he escaped injury. Several Frankford people were killed or badly injured.

HELD THE EGGS TOO LONG.

Charley Hands, of the London Daily Mail, went into a New York beanery for a quick breakfast. The eggs the waiter brought him appeared to be debilitated.

"Waitah," said Hands, in his best British voice, "these eggs carn't be fresh."

"Oh, yessir," said the waiter, "them's fresh laid—laid yistiddy."

"Very well," said Hands, as he moved back, "p'raps they are. But I will say this—the hen must have carried them about in her system a long time."

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

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Cold Storage Throughout the Building

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NEW PACK

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Wholesale buyers can obtain quotations from
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CANADIAN FRUIT PRODUCTS

In Ontario aside from apples this has been one of the most successful seasons fruit growers have had. This is the verdict of one of the Government inspectors whose duties keep him constantly in contact with the industry throughout the province. There was not throughout the season a pronounced slump or glut. Everything grown was wanted at good prices. This has been due largely to the abnormal consumption attributable to a hot Summer and good times. Wholesale fruit dealers in Toronto are of one opinion that demand for fruit in Ontario had never been so heavy.

The only failure was the plums, and they did not even get a start.

Western Demand.

A marked feature of this year's fruit trade has been the demand of the northwest for all classes of fruit and vegetables. From one shipping point, St. Catharines, one hundred carloads of fruit and vegetables have been shipped this season to Winnipeg and beyond. These shipments included all the small fruits, besides peaches, pears, early apples, grapes, corn, many tons of tomatoes, peppers, cucumbers and other vegetables. Certainly not more than half the shipments to Western Canada from the Niagara district were from this station. Besides there have been considerable shipments from other districts and there will yet be large shipments of apples. Altogether Ontario's contribution of fruit this year to the west will be measured by hundreds of carloads.

Apple Crop.

The same authority says of the apple crop: "The apple crop in Ontario may be said to be light, or light to medium. The quality is somewhat irregular. The dry weather of some time back had a tendency to make the fruit small in many localities. The codling moth also, encouraged by the dry weather, made its appearance and we find many apples badly affected. While the black spot cannot be said to be prevalent, we have something worse in the form of a sooty fungus, or fly speck, often termed the ink spot (Leptothyrium pomi) is reported on a large number of apples, Greenings particularly, from Southern and Western Ontario. It developed with the recent wet weather. It is feared that it will have a serious effect upon the keeping quality of the fruit and seems to develop even in cold storage."

Official Review.

The Government's latest fruit crop report, dated September 30, says of apples:

"The reports show a lessened estimate of the crop again this month so that upon the whole the Winter crop must be regarded as light to medium. There will be a fairly large aggregate available for market purposes from the fact that there is some crop almost everywhere, but in very few cases is there an average crop. The Nova Scotian reports show no improvement beyond a medium crop of Winter apples. The Ontario crop, north of Lake Ontario, is seriously affected by the dry weather. There is still time if the weather should turn cooler with more moisture for an improvement here, but without these favorable conditions the crop will be almost a failure. Georgian Bay is more favorably situated for Winter stock than any other part of Ontario. Growers are beginning to pack the Winter varieties in Southern Ontario three weeks earlier than the normal time for ripening."

Three Districts.

The Ontario apple crop is in three districts, east, north and west of Toronto, or more definitely, the north shore of Lake Ontario from Oshawa to Napanee, the Georgian Bay district and the western district. East of Oshawa the growers specialize more. The district has many great orchards. The farmers have made a business of growing for the British market and are the principal producers of the Ben Davis. In this district, at Oshawa, Cobourg, Colborne, Brighton and Trenton, are great storage warehouses. At Colborne and Brighton together there is storage for three or four hundred thousand barrels. Heretofore the principal part of the crop from this district has gone east for export and does still, but a change is noticeable this year. It is in this district that apple culture is developing and progressing most rapidly. Thousands of new trees have been set out this season, but they have been selected with a view to supplying the demand from the Canadian west and are mostly of the Fall variety, though many Winter trees have been set out too.

Little Storage West.

Many apples from Western Ontario are stored in the lake towns mentioned. West of Toronto there are practically no apple storehouses.

For the Georgian Bay district there are large storehouses at Thornbury and Meaford. The principal source of the apples heretofore shipped to the west has been Western Ontario and the Georgian Bay district.

The co-operative movement among growers is developing very rapidly and is regarded by the Government inspectors as a source of strength and a promise of healthy development.

At Oakville last week a meeting was held to mark the opening of the storage house for the co-operative association of that district. There were about 60 present, Government Inspector P. J. Carey, H. W. Dawson, Toronto; R. Thompson and D. E. Stewart from the Niagara district. The president, W. H. MacNeil, occupied the chair. They discussed pretty thoroughly the fruit situation and transportation difficulties.

Making Progress.

Progress is being made in the packing and grading of fruit. Great quantities of apples are marketed direct from the orchard, but many thousands of barrels go into storage. Then the grading and packing are more deliberate. Greenings, Kings, Wagners, Seeks and other early kinds go out first, to be followed by Phoenix, Baldwin, Fallawater and such Fall varieties. The hardy Winter kinds, Spy, Russett, Ben Davis, Stark, etc., come last and many are held through the Winter to be repacked and shipped in the Spring when prices are high.

British Columbia's Fruit Industry

For a province which has not been considered seriously in other parts of the Dominion from an agricultural or horticultural point of view, British Columbia is doing wonders in the way of producing fruit on a commercial basis, and marketing it in most scientific and approved modern manner. Indeed, in the last particular, that of the handling

and shipping, the packers in British Columbia may give an example to be imitated in the older fruit districts of the eastern provinces. Here in the west, the fruit-growers have not only adopted what is good, of the methods in use in California, but they have done much on their own account in the way of improving and specializing the handling of fruit to get it in shape to stand long distance transportation and to place it on the market in attractive packages as as well as in good condition. Two features alone, the peach crate and the apple box, are well worth adopting as they are in use in British Columbia. These are so far ahead of the basket for peaches and the barrel for apples, as still in vogue in Eastern Canada, that there is simply no comparison.

Good Average Crop.

But of the fruit crop itself, as it has turned out, is turning out, so far this year, the general statement is perhaps true, that it is fully up to the average and quite as large as that of last year. The early, small fruits, especially strawberries, were not so plentiful as might have been desired, and in the coast sections, some backward weather knocked out part of the crop. The raspberry crop was excellent, but not large enough to meet demand. But that is always true of all the varieties grown in B.C. There is an avid market always ready for many times more than the quantity produced.

This year the cherry crop of the coast was good, that of the upper country, not quite so good, frost striking some of the blossoms in the Okanagan Valley. The production in the different districts is yet very limited, as cherries are always in such demand for home consumption that very few find their way into the big Northwest market. The price in almost every instance has been such as to net the grower from 7c. to 10c. per lb. This price is not out of the way, proceeds in other years being as great. There will be many cherry trees in the Southern Okanagan Lake district coming into bearing in a few years, and in the coast districts there will also be a greater number of trees producing, as numbers have been set out and this is one fruit which does very well in the coast districts. Perhaps Vancouver Island cannot be beaten in any part of America for its cherries. Certainly the famed Black Tartarians and Royal Anns as grown there fully equal if not surpass the finest shipped from California.

Peach Crop a Factor.

For the first time the peach crop of British Columbia has been a factor of any size in the market. This season too, the fruit has been quite extensively shipped down to the coast, for the Okanagan and Kamloops districts are the peach-growing sections of the province. The lower portion of Okanagan Lake will be one vast peach orchard in a few years, thousands of trees having been set out and as many of them have been now set and cultivated for three years, next year's production is bound to be vastly greater than any this, as the fourth year of an orchard's standing in the favored districts, it will produce a good crop. Peachland, about half way down Okanagan Lake on the west side, is the largest producer of peaches, having gone into the planting of this fruit early. For two or three seasons the fruit has been marketed in ever increasing quantities, until this year, no less than from 1,000 to 3,000 boxes per week were shipped by express. In one shipment from Peachland, a whole car of peaches and tomatoes was sent out, while even larger shipments were made at one time, though not to a single point.

The total crop from the peach orchards of British Columbia this year, is hard to estimate. Peachland probably sent out over 10,000 crates, while Kelowna, another big fruit centre on the lake, Vernon and Kamloops were also shippers to a certain extent. The price netted the growers an average of $1 per crate. There was no difficulty to find sale for the fruit, as Vancouver and other coast cities sought the fruit as soon as it was available, and the Northwest market was in large part not covered. The quality of Okanagan peaches is such that in competition with those from California the latter have no show, being very inferior in every way. While being remarkably well-flavored and juicy, Okanagan peaches, like the apples and other fruits of the district are extremely large, and no matter how large they are, there is never that dry flavorless quality and texture of southern peaches.

Two New Sources of Supply.

Next year, Summerland and Penticton, two large districts near the southern end of Okanagan Lake, will have many peaches to market, their trees in many cases being now old enough to bear. While the peach production of the province is increasing and will increase, the market is so large that there is no fear of over-reaching the demand. Then the area suitable particularly for peaches is limited, so that the industry is an especially attractive one. When one finds orchards turning out from 300 to 450 boxes of peaches per acre, on the average, and the net price to the grower $1 per box, the returns are seen to be very profitable.

In plums, and other stone fruits, not so much attention has been paid as to peaches, apples, cherries and pears, in the Okanagan and other interior districts. On the coast, and in the Fraser Valley, plums and prunes are freely grown, but most varieties of the former are hard to mature, owing to the damp climate, too much humidity spoiling the fruit before it ripens. The crop this year was well up to the average, while prices were fairly good. The Kootenay districts, not yet, to any extent, on the producing list for tree fruits, have made a record in production of small fruits, especially the strawberry. From Nelson, many thousand boxes of strawberries have been shipped during the past two seasons. Next year there promises to be a much larger production, as all along the Kootenay River and the shores of Kootenay Lake small ranches are dotted, and development of these has been going on very rapidly. West of Nelson too, and where the Kootenay joins the Columbia River, there are many plantations, and orchards which will in very short time be in full bearing.

Strawberry Crop.

The strawbery crop netted the growers almost an average of $2 per crate of 24 lbs. this year, and like the peach crop there was not half enough to meet the demand in the Northwest. The coast districts of the province are also large shippers of strawberries, and there is a section between Kamloops and Sicamous Junction, on the C.P.R., centring round Salmon Arm, which is also shipping a large amount of small fruit, and is increasing its production annually.

At the present time the apple and pear crop is being marketed. There are many varieties of Winter and Fall pears which are now in their prime and these are being put on the market rapidly. The apple crop is not larger than last year. The area in bearing orchards has not materially increased, the trees not maturing so fast as peaches. In all sections of the province greater attention is now being paid to variety, and those sorts adapted to the district where they are to be grown, are being selected. In former times, when the first orchards were set out the same care was not exercised, so many of the older trees produce fruit of little commercial value. The commercial side of fruit-growing is receiving close atention in B.C. and the results have amply repaid the efforts, at the same time demonstrating the importance of the porvince as a field for the horticulturist seeking a place where his industry will be profitable if pursued on right lines.

Wonderful Progress.

From a close personal inspection of the various districts of the interior, the writer is able to say without hesitation that no adjective of less emphasis than "wonderful" will adequately describe the progress made in the fruit-growing

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PEACHES PEARS GRAPES

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In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

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industry. "Marvellous" would not be too emphatic a term to use in describing results seen in some districts, especially in the irrigated sections. Of these, the lower Okanagan Lake districts are perhaps the most remarkable. Kelowna, Peachland, Smmerland, and Penticton are centres of districts each as large in area and with as great capabilities as the famed Niagara Peninsula of Ontario, while the climate and many other considerations are such as to put them in a class far ahead of the "Garden of Old Ontario."

At Kelowna there are many large orchards nearly as old and quite the equal of the great orchards at Vernon and those at Armstrong and Enderby, Okanagan points not on the lake, but of older settlement. At Peachland the results of five or six years of tree culture have been referred to. At Summerland a visit to Prairie Valley, only one of the sections of the settlement, is like a peep into paradise. In fact any one wanting something better in the way of paradise than is to be found in the Okanagan, deserves no paradise.

Millionaire's Row.

"Millionaire's Row" at Summerland is the local name for one driveway between three-year-old peach orchards of wonderfully thrifty growth, and which will next year bear the first crop. There, side by side, are seen plantations owned by Sir Thomas Shaughnessy, R. B. Angus, E. B. Osler and other C.P.R. magnates, while resident is R. H. Agur, who is the first to build a country home of size and beauty to quite equal those of England or the old colonials of the Southern States.

Messrs. Shatford have about completed the second season in the great work of developing the Ellis estate, a magnificent demesne of 30,000 acres, which is being sold in small holdings of two to ten acres, and set out in peach, apple and other trees and irrigated by a system of ditches and pipes now being installed. The other settlements mentioned, above have all had an irrigation system for some time. Kamloops district has some irrigation development also. the Canadian Real Properties Co. having many thousands of acres to develop. Keremeos and the Similkaneen await rail communication before they can grow. One other interior district. that of Grand Forks, in the Boundary. might be mentioned in addition to those enumerated discursively above. Here an old settlement has been rejuvenated by irrigation, the land has been divided into small holdings and planted with trees, irrigation has been provided and with a perfect climate large development has been made. Isolated from an outside market, to great extent, this section has found ready sale in the home mining camps surrounding it, for all the produce of ranch and orchard.

In the near future the Province of British Columbia is destined to supply not only all its own local demand for fruits, but that of the provinces of the Northwest, shuting out almost entirely the large importations from the States of Washington, Oregon and California. There is a day not far distant, when the citrus fruits of California will be the only fruit importations into Western Canada, where now many cars are brought in every year, comprising all varieties of fruits grown in B. C.

The Consuming Middle West

The people of the three prairie provinces are large consumers of fruit, practically all of which has to be brought in from the other provinces and from the United States.

Winter apples are brought in almost entirely from Ontario and British Columbia, very few Maritime Provinces apples coming so far west. Quebec supplies the greater part of the Fameuse or Snow apples consumed in the west. Until recent years the Province of Ontario had a practical monopoly of the supply of Winter apples but recently the British Columbia fruit has become a strong factor in the market. Fruit men say that the British Columbia apples are more uniform in quality, but opinions differ as to the relative flavors of the apples from the two provinces. Generally speaking, it may be said that the British Columbia fruit growers show more care in packing than do the fruit growers in Ontario.

Ontario and British Columbia supply a good part of the small fruits, such as currants, gooseberries, plums and pears, but in these fruits there is considerable competition with imports from the United States. Fruit men in Winnipeg complain of the slight attention given to the packing of these fruits by Ontario shippers.

In an interview a few months ago with The Canadian Grocer, K. J. Johnston, of Bright & Johnston, wholesale fruit dealers in Winnipeg, dwelt at length upon this point.

Big Loss Every Season.

"Ontario currants and gooseberries," said he, "always come to this market packed only in market baskets and there is a big loss every season. The fruit is packed about as carefully as one would pack potatoes. Currants and gooseberries should be packed in small straw-

berry boxes and shipped in strawberry crates.

"As to pears, tomatoes and peaches," he continued, "they should be wrapped separately in paper and packed tightly in baskets or crates in the same way that California fruits are packed. Ontario tomatoes come here in baskets with green and ripe fruit mixed indiscriminately; the consequence is that the hard green tomatoes crush the ripe ones and about half of what comes to Winnipeg from Ontario is damaged in this way.

"Pears are often shipped out here in cars with other goods and they are badly bruised when they arrive. The Ontario shippers must pay more attention to careful and scientific packing if they want to extend or even hold their business in this market."

From the above interview it may readily be seen that there is considerable dissatisfaction among fruit men with the manner in which the Ontario shipper packs his fruit. By lack of sufficient attention to the packing the Ontario growers and shippers are losing a big western trade in small fruits. British Columbia shippers as a rule are more particular in this respect and put their small fruits on the market in a neat package which helps very much in selling it. But even the British Columbia shippers do not pay the same attention to packing that their California rivals do, with the result that California small fruits are sold in large quantities in the west.

Measure of the Business.

Winnipeg houses handle the bulk of the fruit sold in the west, but wholesale firms in Brandon, Moose Jaw, Regina, Calgary, Lethbridge, Edmonton and other points are beginning to develop a considerable trade. It is estimated that Winnipeg houses import California oranges and lemons each year to the value of about $342,000, and the outside firms are also large direct buyers. These figures given The Canadian Grocer by the representative of one of the California orange growers' exchanges give some idea of the extent of the market.

Nova Scotia Orchards

The fruit growers of the Annapolis and Cornwallis Valleys are now busy packing their apples, and the warehouses all along the line of the Dominion Atlantic Railway present a scene of great activity. Many of the apple growers of Annapolis are packing fruit for the South African market. This fruit is being put up in bushel boxes and half-barrels with very attractive steverlings. Quite a fruit trade is being worked up with South Africa and when the fruit arrives in good condition high prices are obtained. The cold storage facilities greatly aids the fruit grower in his shipments to Africa.

The Nova Scotia apple crop this season will in quantity be about the same as last year, when 325,000 barrels were exported to foreign markets. In quality the crop is fair. Gravensteins are a failure. In regard to prices it is not expected that these will be quite as high as last year, when an average of $2.75 per barrel was netted, but the returns will be good. Recent advices from England are that the crop, which at one time promised to be very abundant, has been materially diminished through drought and gales, while the recent hot weather has caused it to mature quickly, so that it will not keep well, and the fruit will be off the market earlier than usual. Prices in New York will be higher than at the corresponding time last year. In Nova Scotia prices are advancing. Buyers who began paying $1.50 per barrel earlier in the season, are now offering $2.00 per barrel in some ases for the run of orchard fruit.

(Continued in our next issue.)

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SPANISH ONIONS Ours are the best. $1.00 per small crate, $2.75 for large crate.

Your consignments of Poultry, dead or alive, solicited. We have the trade.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

SEASONABLE GOODS FANCY { *CAPE COD CRANBERRIES, JERSEY SWEET POTATOES, CALIFORNIA VALENCIA ORANGES* (The only good Orange now) *NEW LEMONS*

Also—All kinds of DOMESTIC FRUITS

Our prices always right

HUGH WALKER & SON GUELPH ONT.

"E.D.S." Brand JAMS

Are the purest you can get.
The best sellers you can get.

"E.D.S." Brand JELLIES

Are the safest to retail. The most profitable to retail regularly.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, *Winona, Ont.*

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited.

COLLIER BROS., NAPANEE, ONT.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Cable Address: "SMIQUOD" **T. F. SMITH & CO.** Codes used { A. B. C. 5th Edition / Private

Canners' Supplies

LOBSTER PACKERS
HALIFAX, N.S.

SHIPPERS OF

Live, Boiled and Canned Lobsters and Dry and Pickled Fish.

☞ Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG.

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

ESTABLISHED 1874

D. HATTON & CO.

Wholesale Receivers of Fish
MONTREAL

We are the largest dealers in all kinds of Fish—

Pickled, Salted, Green Smoked, Boneless, Shredded, Frozen, Smoked, Fresh, Shell and Canned Fish.

Canadian Apples

All Kinds of Fall and Winter Fruit in Season. Over 6,000 Acres of Orchard.
Carloads a Specialty.

Also offer 50,000 bags of Potatoes. For these apply to W. LeCamp, LaFontaine, Ont.

***The* Georgian Bay Fruit Growers, Limited**

Headquarters: Thornbury, Ont., Can.

FRUITS, VEGETABLES AND FISH

Value of the Western Market to Ontario —An Undeveloped Possibility—Question of Packing—The Storm and the Orchards.

A fruit man recently returned to Toronto from Winnipeg says the Ontario growers of small fruits are loosing the greatest kind of an opportunity by not giving the attention they should to the markets of the Middle West by packing their fruit to compare with that from British Columbia and the United States.

"The Ontario growers," he said, "will continue to pack their fruit in baskets and the lower tiers get damaged in transport. In British Columbia, California and Washington, the fruit is packed in crates. These are solid and insure a free circulation of air and the fruit arrives in excellent condition.

"Ontario can beat them in flavor; the majority of people in Manitoba are from Ontario, at anyrate from the east, and have a preference for Canadian fruit. There are very nearly a million people between Lake Superior and the Rockies. They must have fruit and they won't stick at the price.

"If Ontario growers cultivate that market and sent what it would take it would improve the home market at least 10 per cent. Their gains at home would more than pay the freight charges on the shipments to the west."

The market for cranberries is advancing, due, it is said, to excessive demand. Nothing like the prices of last year, when the top was about $18, are, however, anticipated. The crop is estimated this year as follows: Cape Cod, 240 to 260 thousand barrels; New Jersey, 240 to 300 thousand bushels; Wisconsin, 40,000 barrels. As yet but 52,000 barrels of the Cape Cod crop have been shipped, and nothing from other districts. The Wisconsin crop was only 22,000 barrels last year. It is felt that in view of the large stock ahead the price will not advance a great deal.

Trade generally is very active. The Ontario crop is about over, but grapes of fine quality continue to arrive. The first Almeria grapes have arrived and are selling at $6 a barrel.

Sweet potatoes are cheaper. So are turnips and citrons. Green beans are past.

TORONTO.

FRUIT—The fruit market has closed for the season. Though a good many grapes, it is reported, were lost by the snowstorm last week, fruit of fine quality is arriving. Prices are somewhat advanced. Oranges are somewhat cheaper all round. Lemons are easier. The new crop won't be in till the end of the month and in the meantime the trade is getting on with Verdillis and Californian.

Canadian plums are off the market but another car of Toledo prunes was received this week. Peaches are higher. Cranberries have advanced half a dollar a barrel. Almeria grapes are on the market and are selling at $6 a barrel.

Oranges, late Valencias, 96's, 126's, 250's, 288's, 324's	4 25	5 00
" Jamaicas, per barrel	5 00	5 50
" " box	....	3 00
" Florida, 126s-216s	....	3 75
Grape fruit, 54's 64's 80's	5 00	5 50
Lemons, Verdillis and Californian	6 50	7 50
Limes, per crate	....	1 25
Apples, Fall, per bbl.	2 00	2 50
" Fancy snows, per bbl	3 00	3 25
" Spies XXX, per bbl	....	....
" " XX, per bbl	....	....
" Baldwins, XXX, per bbl	....	....
" " XX, per bbl	....	....
" other Winter varieties, XXX, per bbl	....	....
" " " XX, per bbl	....	....
" farmers', per bbl	....	....
Bananas, per bunch	1 75	2 25
Red bananas per bunch	2 20	2 50
Plums, Idaho, 4 basket crates	....	1 15
Peaches, per basket	0 65	1 00
Pears, per basket	0 40	0 75
Grapes, small baskets	0 25	0 30
" Almeria, per barrel	....	6 00
Chestnuts, per peck, $1.75, per bush.	....	6 50
Crabbs, per basket	0 30	0 40
Cranberries, per barrel	....	9 00
" " crate	....	3 15

VEGETABLES—Shipments of potatoes from New Brunswick are not as free as formerly and the opinion is held here that eastern growers are manoeuvring for a higher price. The price is unchanged. Carlots are quoted at 70c. a bag. Spanish onions are easier. Canadian onions, it is said here, will be higher owing to short crop. Tomatoes are firmer. Some continue to come in, but the frost pretty nearly finished the crop. Turnips are quoted lower. Citrons, too, are in larger supply. Sweet potatoes are considerably lower.

Potatoes, Delawares, per bag	....	0 80
" Ontario	....	0 75
Sweet potatoes, per barrel, 10 pks	....	2 50
" per basket	....	0 60
" 3 bushel	....	3 25
Onions, Spanish, per large case	....	2 50
" " small case	1 00	1 15
" Yellow Danvers, bags	....	1 15
" Canadian, per bag	....	1 15
Cabbage, new Canadian, per bbl	....	1 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 25
Radish, per doz	0 20	0 25
Mushrooms, 1-lb. boxes, per lb	....	0 75
Beans, white, prime, bush	....	1 60
" " hand-picked, bush	....	1 75
" Lima, per lb	....	0 07
Tomatoes, Canadian, per basket	0 35	0 40
Watercress, per doz. bunches	....	0 25
Egg plant per basket	....	0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 30
Mint, per doz	0 15	0 20
Cauliflower, per doz	0 75	1 25
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Spinach, per bushel	....	0 40
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40

FISH—Dealers are still waiting for cold weather to stimulate demand. The trade in sea fish especially is better in Winter. Quotations are unchanged

Fresh hallibut	0 10	0 13
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 07	0 08
Fresh lobsters, boiled, per lb	0 18	0 20
Shrimps per gal	1 00	1 25
Whitefish, per lb	....	0 10
Salmon trout, per lb	0 08	0 09
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium, per lb	....	0 04
Brook trout, per lb	....	0 25
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 08
Oysters, per gal	....	1 75
Labrador herring, per half bbl	....	3 25

(For Montreal and Winnipeg quotations see general markets.)

NOT MUCH DAMAGE.

By Snow and Wind Last Week—Grapes For Ten Days.

In reply to a question as to the damage to the Niagara district orchards by the snow and wind storm last week, Robt. Thompson, St. Catharines, one of the best informed men in the district, writes that from the ridge to the lake (in this area are growing nine-tenths of the small fruit trees of the Niagara Peninsular) no serious damage followed: not any more than from many of our heavy wind storms that occur two or three times a year. In this area little or no snow gathered at any point more than one inch in depth. But from the ridge to the foot of the mountain snow gathered to the depth of four inches, and orchards in this strip suffered considerably, many limbs being broken off and in many cases every limb being broken. Peach trees suffered most. On the mountain, in Welland County, snow gathered to a greater depth and as a result more trees suffered. But I am pleased to say that to the outside public the results from damage will never be noticeable. The frost of the night of the 11th inst. killed the bulk of the tomato vines, although many tomatoes underneath are still sound and good and marketable. Grapes did not suffer, as the frost only touched the tips of the leaves and graperies look nearly as fresh as ever. Grapes will be good for another ten days.

NEW WINE FIRM.

Bernard & Laporte is the name of a new wine and spirit firm which has been established in Montreal. The partners, J. H. Bernard and J. O. Laporte, are experienced in the wine and liquor business and have been able to secure several fine agencies from European houses. Mr. Bernard has had some years experience in France, while Mr. Laporte has traveled for various liquor firms in Montreal for some years. The new firm is located at 253 and 255 St. Paul street.

J. Lougheed, Tullamore, has sold his business to W. J. Simpson. Mr. Lougheed is retiring after 25 years of very active commercial life, and as he is still young at 60 he has a long evening for the enjoyment of his well-earned leisure.

HAS THE PAYNE WAY APPEALED TO YOU YET?

I haven't heard from you and was just wondering if you grasp the content of my statements in The Canadian Grocer.

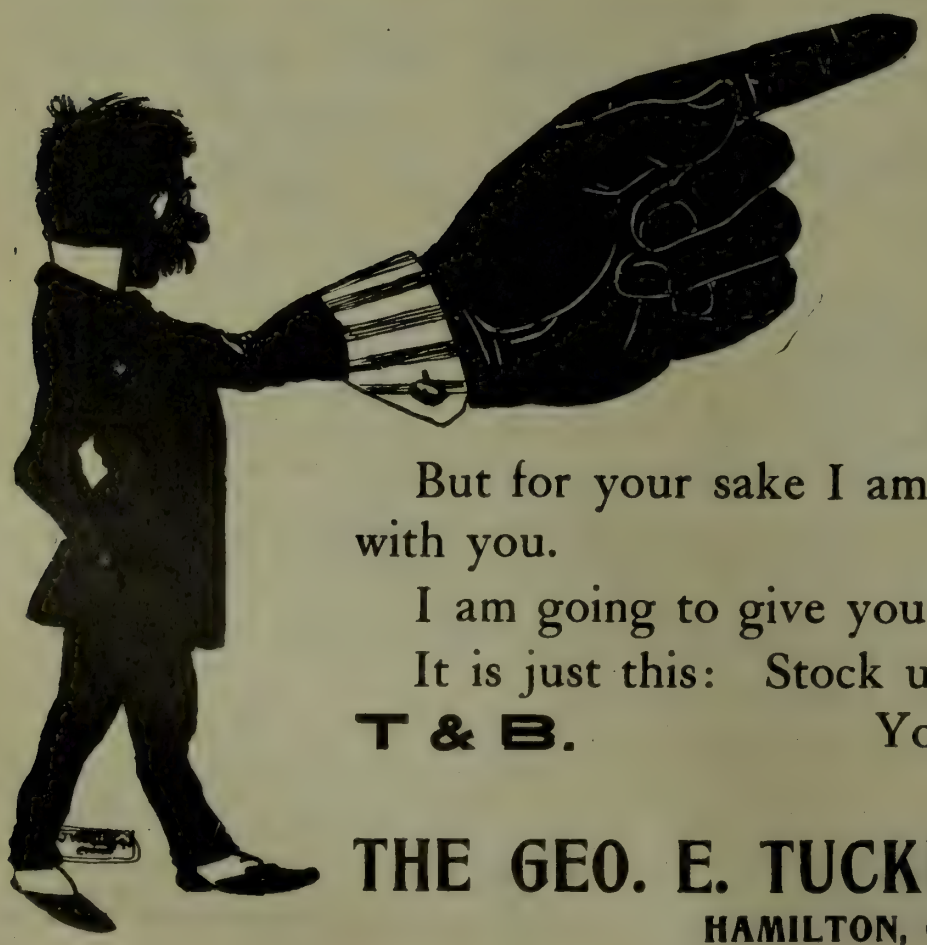
You know, some of you grocers get the reputation of being slow-movers with the pen.

You make your decision all right, but you put off carrying it out.

I want you to write and command me to tell you how to retail Pebble and Pharaoh Cigars at a profit in your particular store, your particular town.

SEE HOW PROMPT YOU CAN BE.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA



NOW

I told you some time ago to get into line.

If you neglected to take my advice, I am not responsible.

But for your sake I am going to be generous with you.

I am going to give you another bit of advice.

It is just this: Stock up that great tobacco, **T & B.**

Yours truly,
A. WISEMAN.

THE GEO. E. TUCKETT & SON CO.
HAMILTON, CANADA LIMITED

TOBACCOS, CIGARS AND ACCESSORIES

CUBAN TOBACCO GROWING: HAVANA CIGARS

Did you ever give a thought to the stock of cigars which you probably have, other than what had to do with their sale? Take one cigar and think over it for a while. It is really surprising how few know anything about the growth of tobacco and its manufacture. Cigar manufacturing is becoming a great industry in Canada, and it is surely up to us Canadians to have some inside knowledge of the business. There are various factories turning out various goods in various ways, so that it would be difficult to consider the whole question at once. But take one line, say the Havana cigar, because it is so much in demand, and follow it from the time the tobacco is grown in a Cuban field, until the cigar is sold behind the counter of a Canadian dealer, and you will learn much that is interesting, and will know more about the goods you are handling.

The First Step.

As everybody knows, Cuba is distinguished from other countries by two industries—sugar and tobacco. Practically the whole of the cultivated area of the island is taken up with sugar and tobacco plantations. There are any number of plantations in Cuba given entirely to the growing of the tobacco from which our Havana cigars are made.

Seeding time, when the fields are planted, is the latter part of August and the early part of September each year. This year, owing to political disturbances, the fields were neglected altogether during August and September, no seeding at all being done. It was not until the first of this month that efforts were made to get next year's crop under way. Cigar manufacturers were beginning to wonder in what position they would be next year, having no tobacco, and no prospects of any. At the time of writing, however, the outlook is fairly bright, since seeding is going on apace. But the tobacco in 1907 will not be of the same quality as in previous years, because growers will be caught napping in the rainy season. This cannot now be helped, and manufacturers accept the situation philosophically, being glad to have the prospect of obtaining any tobacco at all.

Stripping and Selecting Room of a Cuban Factory where Tobacco is Prepared for Cigarmakers.

Buyers Examining Tobacco in Havana Warehouse.

Picking and Curing the Tobacco.

It is the end of February, and often the end of March, before the tobacco is ready to pick. The location of the plantation, the year, climatic and other conditions have their influence upon tobacco in growth, so that no stated time can be given as the period when it is ready for picking. The best tobacco is

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.
QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

grown on the slopes, the rain draining off better, and the soil being apparently richer, than in the valleys or low-lying lands. The sun, too, influences the tobacco more in such a situation. The very best tobacco is produced in the fertile Vuelta Abajo district of Cuba.

Proper Curing.

Possibly it is not generally known that a great deal depends upon the proper curing of the tobacco when it is picked. In fact the quality of the tobacco, and therefore the price it will bring, depends upon the attention given to the curing. The tobacco is laid in the sun and allowed to get mellow. Some planters give more care to this process than do others, turning the tobacco every hour perhaps, while others would turn it but daily. Upon the curing depends the producing of the different shades or colors, some seventy in number, but chiefly five: Claro, Colorado Claro, Colorado Maduro, and Maduro and Oscuro. Maduro is the Spanish for ripe, while Oscuro means very dark.

How Tobacco is Packed.

When the curing process is finished, the tobacco is gathered and packed into what are known as hands, fifty to seventy-five leaves arranged together. Four of these hands are tied together with native grass in such a manner as to make a compact parcel called a carot. There are eighty of these carots in a bale, to wrap which the bark of a native tree is used. When the tobacco is sold each bale is wrapped in an air-tight canvas package, and it is then ready for shipment to any part of the world.

First Process in Manufacture.

Casing is the first step in the cigar factory. By this is meant that when a bale is opened, one carot or more is taken out and placed in water to soak over night, to make it soft and pliable. This must be done every evening, so that the next day's supply of tobacco may be prepared. For this reason in Cuba it is understood that whenever the cigarmakers contemplate going on strike they must give one day's notice to the manufacturer. After casing, the stem is taken out of each leaf by girls specially employed for this purpose. This is called stripping. The selector now has his say.

Duties of the Selector.

Whether a cigar manufacturer shall make or lose money depends very largely upon his selector. It is this man's duty to select the tobacco and decide in which class each and every leaf shall be placed. He must decide whether a leaf is suitable for use in making a cigar to sell at $35, or whether it should go into the manufacture of a line to sell at $500. It will be seen that he must have a thorough knowledge of tobacco, and his responsibility is great. But there are compensations. The selector is the best paid man in the factory, making $50 a week, if he is any good at all. The leaves, as he sorts them, are made into rough pads, and these pass into the hands of the cigarmakers.

Making of the Cigar.

To watch an expert cigarmaker at his trade is a pleasure. He must be a good man to give satisfaction. Some factories use machinery to a greater or less extent in their work, while other manufacturers turn out nothing but hand-made goods. And some of the hand-workers can turn out the cigars and do it artistically. In the rolling of the cigars the work is simple to watch, but difficult to perform without experience. There is what is called the filler, comprising the tobacco leaves first wrapped up. Then there is the wrapper, a fine-looking leaf forming the outside cover of the cigar. The cigarmakers are paid so much per thousand cigars, and they turn out one hundred and fifty or more a day.

Finishing Touches.

After they are made the cigars are banded and packed, ten, twenty-five, fifty or a hundred, into the artistically labelled boxes which we well know, and are then taken out and sold by the travelers. And this brings the cigar to the merchant's counter or show case. It will thus be seen that the innocent-looking Havana cigar is the product of much time and labor.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GET the LION'S SHARE OF THE CIGAR TRADE

There's no reason why ***you*** can't do a ***good*** cigar business, if you stock and push

HOGEN-MOGEN (Havana Filled Cigar)

It's a ***five*** center in price, as good as the usual ***ten*** center. Its value is the surprise of the trade.

It Wins and Holds Trade.

For a ten center we recommend

ROYAL SPORT (Santa Clara Havana Filler)

As good a cigar as anyone could wish to smoke.

You will really find it's worth the effort to write us.

The Sherbrooke Cigar Co.
Sherbrooke, Que.

Rock City Tobacco Company, Limited

Manufacturers of the Celebrated

Long Tom Smoking Mixture

One of the Best
Selling Brands on the Market.
SOLD ALL OVER CANADA.

Western Branch,
235 FORT ST.,
Winnipeg

Head Office and Factory,
QUEBEC, P. Q.

J. N. WARMINTON

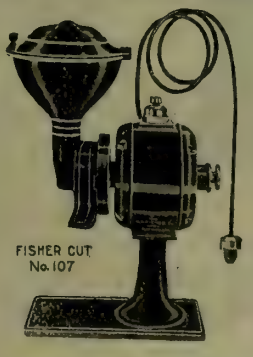
207 St. James St., MONTREAL

Strapping for Binding Cases

CLUTCH NAILS

for repairing or strengthening Cases and for holding several small Boxes together.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

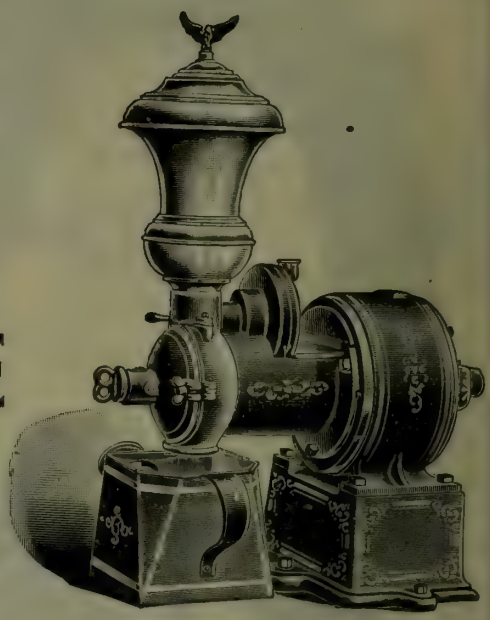
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

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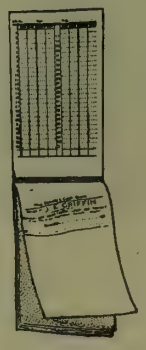
is the Grocer who imagines that the "one-color" Counter Check Book is the latest thing out.

We make a

COUNTER CHECK BOOK



"SPECIAL DUPLICATING"

TWO COLORS OF PAPER

SHALL OUR REPRESENTATIVE CALL ?

The Carter-Crume Company, Limited

TORONTO, ONT.

What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

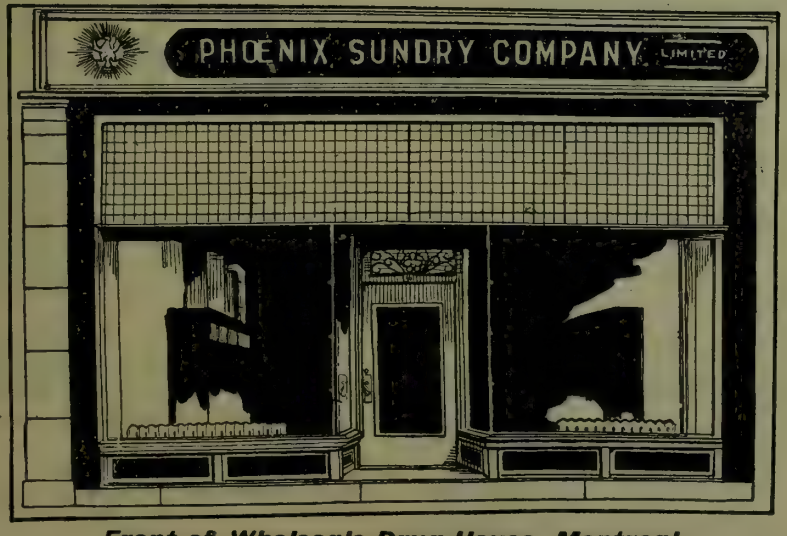
Thats the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited
PRESTON, - - - ONTARIO

ONE OF OUR NEW

STORE FRONTS WITH LUXFER PRISM



Front of Wholesale Drug House, Montreal

TRANSOMS

and

PATENT TRANSPARENT PLATE GLASS CORNERS

WRITE OR SEE US FOR FULL INFORMATION

LUXFER PRISM CO., Limited - TORONTO

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

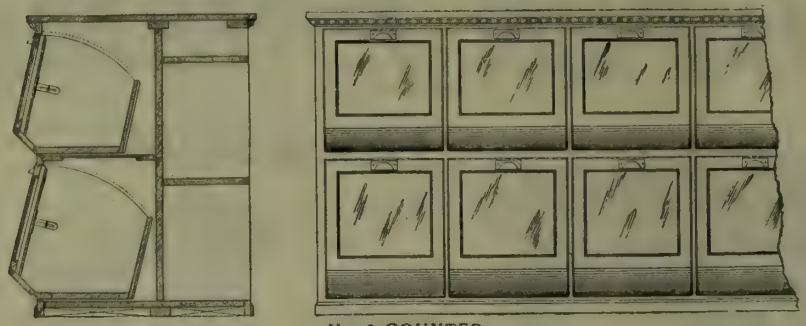
Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

"WALKER BIN" COUNTERS



No. 2 COUNTER.

Our **No. 2 WALKER BIN COUNTER** has two rows of full glass display bins in front, 7 bins to row in 10 ft length. The rear is fitted with open spaces for the storage of goods that sell on the 'brand' and do not need to be displayed.

There is no better silent salesman for the Grocer

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

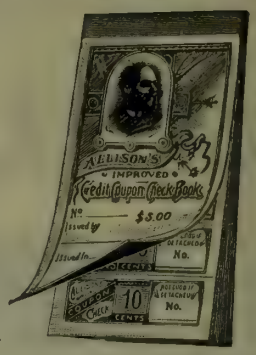
Representatives:

MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for or window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO



20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

If You Only Knew

the convenience of the Loose-Leaf Systems in the retail, wholesale or, in fact, any business where accounts are kept, you would not be without them. For the retail trade

The Crain Monthly Account System

is recognized as the acme of perfection for keeping of accounts. One writing serves to charge up an account and at the same time make out the bill.

It Saves One-half the Labor. It Saves One-half the Expense. Accounts Are Always Ready.

No further need of keeping customers waiting while you ponder over page after page of your Ledger and Day Book. A few minutes each day is all that is required to keep everything posted up to date.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

Write us for information

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA

Toronto Office, 18 Toronto Street ***Montreal Office, 74 Alliance Building*** ***Winnipeg Office, 11 Nanton Blk., Main St.***

Fourteen Years and Still in Use

That's what this man say's about the Bowser Perfect Self-Measuring Oil Tanks.

Stanhope, N.J., March 24, 1906.

S. F. Bowser & Co.,
255 Atlantic Ave, Boston, Mass.

Gentlemen :—

I want to buy a gasolene storage outfit. I think the one of which I enclose circular will be what I want, what will the cost be to me ?

I desire to say that I have been using one of your old model kerosene tanks for fourteen years' continuous use and have never had a leak or any trouble with it of any kind, and it gives just as good service to-day as it did the first day I used it, and from all appearances it will last another fourteen years. Let me know in reference to gasolene tank at your earliest convenience, and oblige,

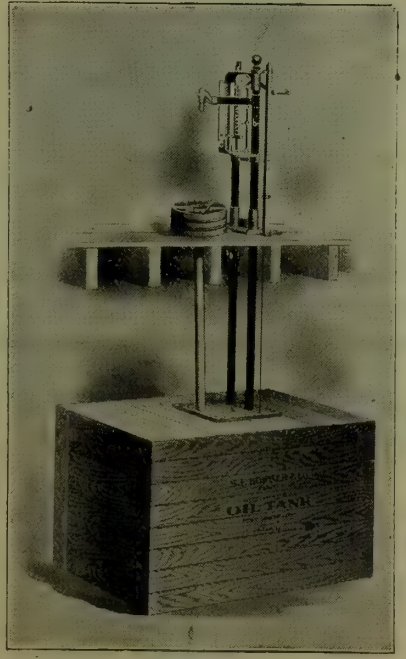
Yours truly,
H. A. TIMBRELL.

Isn't that the kind of oil tank you want? For price and other information send for catalog.

S. F. BOWSER & CO., Inc.

Manufacturers of Kerosene and Gasolene Tanks

530 Front St. West, Toronto



Cut No. 1.
Cellar Outfit.
One of Fifty Styles.

VICTORY
DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross
LONDON, ENGLAND

CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

What is Your Book-Keeper's Time Worth?

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

Is your ledger arranged on any special system?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it?

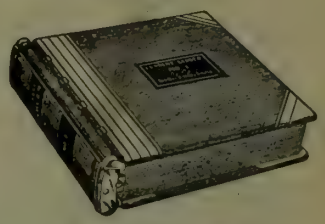
* * * * * *

Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us today for full particulars.



This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

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Gold Standard Flavoring Extracts

"GUARANTEED THE BEST"

MANUFACTURED FROM PUREST FRUIT JUICES. OUR VANILLA IS THE BEST VALUE IN CANADA. TEST THEM ANY WAY YOU WISH. WE ABSOLUTELY GUARANTEE THE QUALITY.

Write for Samples and Quotations

THE CODVILLE-GEORGESON CO., LIMITED
WINNIPEG, MAN.

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM, Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate an Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

PERCY P. DAVENPORT,
Chartered Accountant and Assignee,
622 McIntyre Block - WINNIPEG, MAN.

Fifteen years ago we introduced in Canada the now universal method of accounting by perpetual books.

For six hundred years previous to our invention, accounts—and there were accounts before that period, even from the day the world began—were kept in bound books, either on parchment or paper.

It is easy from this to understand what we have done to simplify the work of record keeping by changing from bound to perpetual books, but you must enquire into our new systems to appreciate what an advancement has recently been made toward further simplifying and making perfect the art of modern accountancy.

We make systems for every business, wholesale or retail, or for any concern or profession where record keeping is demanded.

Write to us stating your business. It will give us an opportunity to let you know what we have designed to facilitate your particular work.

The Copeland-Chatterson Co. Ltd.
Devisers and Manufacturers of
Systems for Business
Works: Brampton, Ont. General Offices: Toronto
Liverpool, London and Globe Building Montreal
141 Bannatyne Avenue, East - - Winnipeg
14 Citizen Building - - - - - Ottawa

Dealers, Buy Wisely

Wise buying is just as essential as successful selling — combined they are the only foundation of business prosperity.

Mathieu's Syrup

of Tar and Cod Liver Oil

Wholesalers Who Stock Mathieu's Remedies

L. Chaput, Fils & Cie, Montreal
Laporte, Martin & Cie, Limited, Montreal.
Hudon & Orsali, Montreal.
Demers, Fletcher & Cie, Montreal
Hudon, Hebert & Cie, "
D. C. Brosseau & Cie, "
Mathewson & Sons, "
Carter, Galbraith & Co'y, "
Forbes Bros., "
Birks, Corner & Co'y, "
J. B. Bedard & Freres, Quebec
N. Rioux & Cie, "
N. Turcotte & Cie, "
S. J. Major, Limited, Ottawa
H. N. Bates & Sons, "
Skinner & Co'y, Kingston, Ont.
Martin, Bole & Wynne Co'y, Winnipeg. Man.
Fillmore & Morris, Amherst, N.S.
Haltie & Mylins, Limited, Halifax
Brown & Webb Co'y, "
Simpson Bros. & Co'y, "
Canadian Drug Co., St. John, N.B,
McDairmid Drug Co'y "
T. B. Barker & Sons, Limited, St. John, N.B.
Carvell Bros., Charlottetown, P.E.I.

is one of the most reliable articles to stock. Wherever humanity is affected with throat and lung troubles there Mathieu's Syrup has a ready-made market.

Truthful and extensive advertising, backed up by real merit, have made it known all over Canada as the unsurpassed remedy for Coughs and Colds.

J. L. Mathieu Co.
Proprietors
Sherbrooke, P.Q.

SIROP
DE

GOUDRON
—ET—
D'HUILE DE
FOIE DE MORUE

Ce sirop contient, sous une forme agréable au goût, toutes les propriétés médecinales bien connues de l'Huile de Foie de Morue et du Goudron de Hètre.

Syrup of Tar
—AND—
COD LIVER OIL

This Syrup, agreeable to the taste, contains all the well-known medicinal properties of Cod Liver Oil and Tar.

PRÉPARÉ PAR
J. L. MATHIEU,
Pharmacien-Chimiste,
Sherbrooke, - Quebec.

PRIX, 35 CTS.

Malaga Raisins Seeded

An article appearing in last week's GROCER is evidently inspired by the selfish narrow-mindedness of the would-be monopolist. We, however, believe that

Competition is the Life of Trade

and are willing to allow the consuming public to judge of the excellence of the Malaga Raisin seeded. The rich and delicate lusciousness of flavor and tenderness of skin, readily digested, will commend the Malaga Seeded Raisin to the consumers as the only fruit to use. The up-to-date grocer will study his interests and please his trade by introducing to them the **Malaga Seeded Raisin.**

The price is reasonable, the fruit is prepared by the latest improved machinery, carefully packed and attractively put by, only, by

José Segalerva

Malaga, Spain

Agents for the Dominion :

Rose & Laflamme, Montreal

The BIG PROFIT Package

In one month Quaker Best Corn Meal has "made good." No other cereal has ever met with such tremendous success at the start.

Its sale is increasing at a rapid rate because it is the best Corn Meal made—the kind consumers have always wanted.

The Quaker name and trade-mark, and the Quaker process of milling guarantee its purity and superfine quality.

Made of the very choicest

White Corn

or

Yellow Corn

To suit the requirements of your trade.

Many dealers are selling both kinds

Quaker Best Corn Meal is sold only in sealed packages.

It almost sells itself and is a sure repeater.

The profit for you is **EXTRA GOOD**. Figure it out for yourself.

There is a big **SAVING** for you, too—a saving of time, trouble, loss and waste which you always have to stand for when selling Meal out of a barrel. Figure this out also.

If you haven't bought Quaker Best Corn Meal order a supply from your jobber to-day.

The Quaker Oats Company

SUCCESSOR TO

The American Cereal Company

PETERBOROUGH, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 19, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

arrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg. ... 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's $4 40
5-case lots. 4 30
Canada Flakes, "Jumbo" case, 24/25's 4 90
Canada Flakes, "Jumbo" 5-case lots. 4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins,"	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 [illegible]
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

¼ lb tins,	4½ doz.	to case	per doz.,	$	.90
1 " "	4 "	"	"		2.40
½ " "	2 "	"	"		4.75
1 " "	1 "	"	"		9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 35
Vanilla chocolate, 6-lb. boxes	0 47
German sweet, 6-lb. boxes	0 26
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 40
Cracked cocoa, ½-lb. pkgs., 12-lb. boxes	0 33
Caracas sweet chocolate, 6-lb. boxes	0 37
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
Soluble chocolate (hot or cold soda) 1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa— Per lb.

5-lb. screw top cans, 10 cans in case, 36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case ..... 25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins. 28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs. 30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs. 28c.
100 2-cent pieces in box, each $1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box $1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins. 26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins. 25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs. 25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs. 22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs 22c.
6-lb. " 12 " " ½-lb. " 22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case ..... 36c.
10 lb. tins, 10 tins in case ..... 33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case ..... 35c.
10-lb. tins, 10 tins case ..... 25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

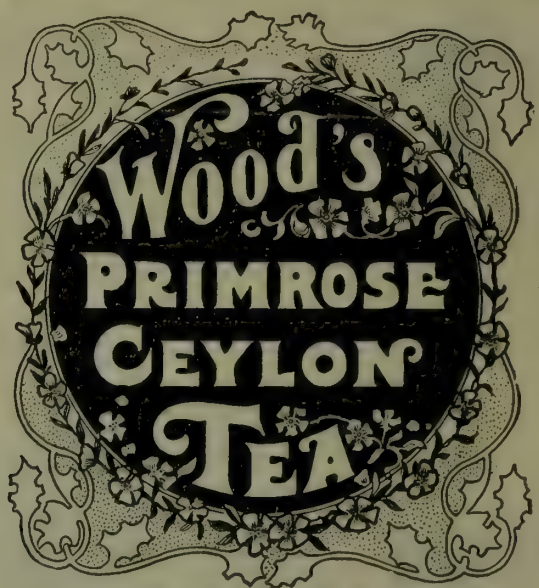
S. H. & A. S. EWING'S.

	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

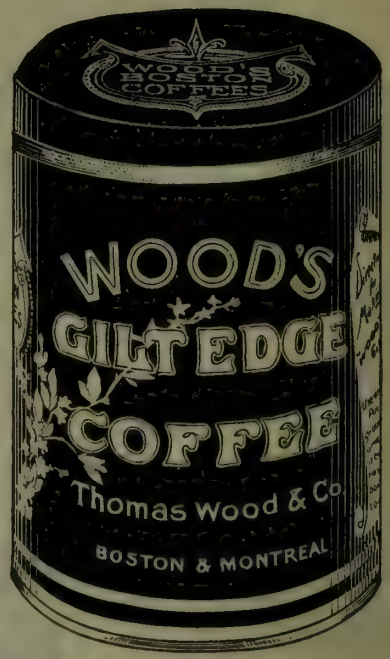
Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

THOMAS WOOD & CO., Importers



Sold only in half-pound tin cubes
Choicest of the New Season



Sold only in 1-lb. and 2-lb. cans
The Best the World Affords

No. 428 St. Paul St., MONTREAL

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

		Per doz.
4-oz. cans		$ 0 90
6-oz.	"	1 35
10-oz.	"	1 85
Quart	"	3 75
Gallon	"	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon	per cartoon 1 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09¾
Tubs	0 09¾
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10
" 10-lb. "	0 09¾
20-lb. wooden pails	1 93
20-lb. tin pails	1 83

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$3 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

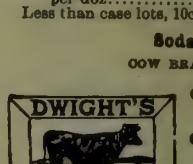
Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb's and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15

Crystal Soap Chips, per lb. 4½c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	10 20

Canada's Standards

for purity, excellence and reliability

Benson's "Prepared" Corn
Edwardsburg "Silver Gloss" Starch
Crown brand Table Syrup

All grocers in all cities and distributing centres sell them

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, ONT. | Works: CARDINAL, ONT. | 164 St. James Street, MONTREAL, P.Q.

When buying your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

Shelled Almonds

VALENCIAS & JORDAN'S

Cluster Raisins

From Sunny Spain

You can give your customers the richest flavor, most tender skin, and finest quality, if you insist on having the pack of

José Segalerva

MALAGA, SPAIN

Rose & Laflamme

MONTREAL AND TORONTO

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

A GUARANTEE THAT IS WORTH SOMETHING

is printed and packed in every box of our SUN PASTE Stove Polish. Our guarantee stands at par, because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. drawlid boxes	0 07½
Silver gloss, 8-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz. 0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 38 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

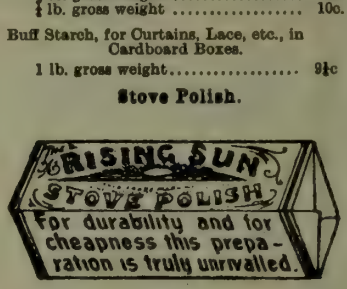
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

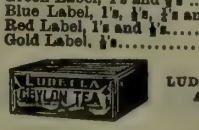
"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

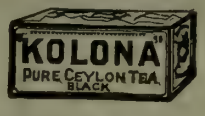
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½ & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



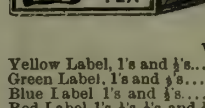
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label, " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each	60 1-lb.	$0 35
" "	60 ½-lb. } 30 1-lb. }	0 35
" "	120 ½-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$ 0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 30-lb. "	....
" V 30-lb. "	....
" XXXX 30-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 30-lb. "	....
" XXX 30-lb. "	....
" XX 30-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 20
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—	Empire, 4s, 6s and 12s	$0 46
"	Amber, 8s. and 3s	0 60
"	Ivy, 7s	0 50
"	Rosebud, 7s	0 51
Chewing—	Currency, 12s. and 6½s	0 46
"	Old Fox, 12s	0 48
"	Snowshoe, 6½s	0 51
"	Pay Roll, 7½s	0 56
"	Stag, 10 oz.	0 45
"	Bobs, 6s. and 12s	0 45
"	10 oz. bars, 6½s	0 45
"	Fair Play, 8s. and 13s	0 53
"	Club, 6s. and 12s.	0 46
"	Universal, 13s	0 47
"	Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 0
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

2 of the best trade-winners in Canada:

Keen's Oxford Blue

THE BLUE OF THE WORLD

RAISED ON IT

Robinson's Patent Barley

Once introduced to your trade will show you a steady business.

WRITE FOR PARTICULARS

Frank Magor & Co., 403 St. Paul St., MONTREAL, Agents for the Dominion

WHY ?

JAMES DOME LEAD

SIXTY-FIVE years on the market and still a leader. Why?
Simply because of its intrinsic merit.
No dust. Hard surface. No dirt.
W. G. A. LAMBE & CO., Canadian Agents.

OUR RECORD
is "Best Essence Makers"
ORDER
Shirriff's Flavoring Essences
and you get record goods.
Always sell ***Shirriff's.***
MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
28 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

OSWALD MURRAY & CO.
Merchants and Manufacturers' Agents, 53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1873. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

McLAREN'S

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

COOK'S FRIEND BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(Continued on page 190.)

Manufacturers' Agents—Continued.

G. C. WARREN
REGINA

Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

H. J. STEVENS,
126 Board of Trade, Montreal.

Mill Feed always wanted.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

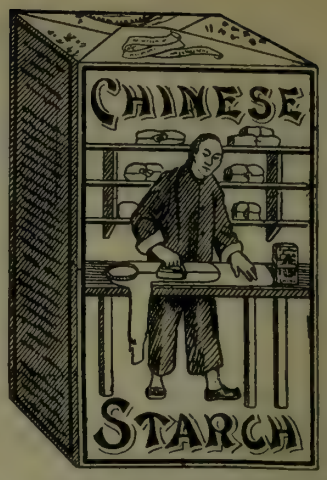
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.



You need a good starch for your customers. Write us for samples and prices of

CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.

Telephone Main 1255.

10 Front St. E., Toronto, Telephone Main 2701

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Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,119,347.89.
LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

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W. H. BEATTY, President.
W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.
HEAD OFFICE, - TORONTO, CANADA.

Mr. Grocer

How much time do you devote each day to reading? It is true you are a busy man and have not time to read many publications. If you wish to be up-to-date you must read an up-to-date publication. It is to meet the requirements of busy men like yourself that **The Busy Man's Magazine** is being published.

It ransacks the hundreds of excellent publications you have not the time to read, many of which you never see and reproduces the timely articles every business man wants to read. You are thus furnished each month with 150 pages of the best literature procurable, every article of which will appear to have been written specially for you.

Sent to subscribers to the Canadian Grocer for $1.50 a year.

THE
MACLEAN PUBLISHING COMPANY
LIMITED
TORONTO

WILLIAM GALBRAITH & SON, Montreal

OFFER THIS WEEK TO THE RETAIL TRADE

250 Hf.-Chests Uncolored Japan Tea, at 17½c. (the best value in the Dominion)
150 Chests New Pekoe Souchong Ceylon, at 11½c.
2,000 Boxes, 2, 3 and 4 Crown California Muscatel Raisins } All at
500 Boxes, full pounds, Seeded, choice brands } bottom
250 Brls. Genuine Labrador Herrings } prices

Correspondence Solicited
It will pay you to try us

William Galbraith & Son, Montreal

Soaps For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal.

You can't keep a grocery store without

Matches

You can't keep the best Matches unless you buy

Our Matches

Made from the best material by skilled workmen with the most up-to-date machinery.

Write us for price list and see how much more money you can make selling our Matches than any other brands.

The Improved Match Co., *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P. Q.

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD.

CODES USED: Lieber's, A B C 5th edn A1—Premier and Standard Shipping.

RETURNED
to Montreal
Cut Book No. 56
Page No. 57

IT'S UP TO YOU

MR. GROCER

RIGHT NOW

WHITE PASTE

Don't be satisfied with a small profit, but turn right in with the rest for good profits and let us have your trial order for the

"LION" BRAND

PUTZ TRIPLE EXTRACT METAL POLISH

IN LIQUID AND PASTE

"LION" Brand is being extensively advertised and is without doubt the finest metal polish in the market.

"LION" Brand will polish all metals, does not scratch, saves labor, and gives a lasting brilliant lustre.

"LION" Brand will give you a **better margin of profit than any good metal polish** you can handle.

"LION" Brand is a sure seller, because we are helping you in every direction.

"LION" Brand is put up by us. Let us have your postal at once for our best terms. Terms that will please you.

WHITE LIQUID

ENGLISH EMBROCATION CO.

MONTREAL

PROCLAMATION
TO THE NATION!

¶ The makers of "Unisystems" hereby proclaim that they have devised for the many retail merchants—the System—to handle their accounts. The system that will give them the results of their business from purchases to sales.

The makers of "Unisystems" also proclaim that to any honest man willing and wishing to become acquainted with such they will take pleasure in making up a system and sending it on thirty days' free trial. Should the honest man, after an honest trial, not care to keep the system, it will be received back by the makers of "Unisystems" and no charges made.

Should the honest man, after the trial, feel it is worth twenty-five gold dollars of the realm, he will remit that amount forthwith.

UNIVERSAL SYSTEMS, Limited, 8-10 ADELAIDE ST. W., TORONTO, CANADA

I am _____ *of the town of* _____
NAME

in the Province of _____, *and am desirous of becoming acquainted with your system for my business, which is* _____. *I enclose herewith copy of my present statement head, and will give your system thirty days' honest trial, pay for it if satisfactory, or return it if not so.*

SIGN HERE

_____

_____

_____

ELEME FIGS

Lowest Prices

For immediate delivery

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

NICHOLSON'S MINCE MEAT

Means Much to the Family Exchequer

Just the reason you should speak its merits to customers. They will save the money and you will secure the business.

About: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Advertise Your Own Store By Inexpensive Signs, Tickets and Show Cards.

We supply these specially adapted to your store.
They work both day and night for you.
They draw customers your way and hold them.
They give the impression that you and your store are all right.

72-page catalogue yours for the asking

THE MARTEL-STEWART CO., Limited
MONTREAL, CANADA

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

OUR PREMIUM DINNER SET PLAN

Hits The Credit Business Square On The Head

It is a CONTINUOUS BUSINESS BRINGER and a THOROUGH ADVERTISER

It is the Most Efficient System for the Particular Purpose for Which it is Intended

We have something of special interest to Merchants just starting up or to a "New man in a town."

We give you a HOLD on the CASH TRADE in your town in that we give you exclusive right to our goods in your line of business.

Hundreds of Progressive Merchants are to-day making GOOD HARD DOLLARS by the use of our "CASH GETTING" System.
We have an Exceptional Offer by which WE PROVE OUR PLAN.
Send us a Post Card for Particulars

The MONTREAL CROCKERY CO., Limited

1693 Papineau Avenue, Montreal

Can You Appreciate a Really Good Advertising Scheme?

Our Premium Dinnerware System reaches right after ***New Trade,*** seeures ***it*** and ***Holds it.***

More than that, it means ***More Sales, Larger Sales*** and ***Cash Sales.***

Write us for particulars. We would like to send you the information, and also a list of General Store Merchants throughout ***Canada*** who have been using our system for years, and whom it pays handsomely.

The British-Canadian Crockery Co. Limited

25 MELINDA ST., TORONTO, ONT.

We Deserve Your Order

If, quality of stock, quick-selling patterns, reputation for promptness and the desire to please you in

Wall Papers

gives any house a preference in your estimation, then we deserve your orders. Our lines this season are the most attractive we have offered. Take a good look at them when our salesman calls. It's hurry-up time for orders now.

Stauntons Limited

Wall Paper Manufacturers

Toronto

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Write for a Copy of

"Gowans, Kent & Co's Monthly Bulletin"

Full of Seasonable Ideas for the up-to-date Crockery Merchant.

GOWANS, KENT & CO. LIMITED

Wholesale

Crockery and Glassware, China and Lamps

Makers of Rich Cut Glass

TORONTO

Jugs
Crocks
Churns
Flower Pots
Filters
Rockingham
Earthenware
Fire Brick
Drain Tile, etc.

RETURNED Oct/23/06 to Dunn Cut Book No. 56 Page No. 84 Dear

BELLEVILLE POTTERY Co.

MANUFACTURERS OF **STONE-WARE** OF EVERY DESCRIPTION

C. A. Hart, Prop.

BELLEVILLE, ONT.

Your Order Solicited

Ask For Catalogue

Camel Brand

of Table Figs, – 3 Crown, 5 Crown, 6 Crown, 7 Crown. The finest Goods in the market.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

QUEBEC EXPANSION.

Conditions in the flour and feed section of Quebec City trade are more satisfactory than some little time ago, due to more than average crops, assured prosperity, and the general favorable sentiment resulting from C.P.R. steamers and the beginning of the new bridge. This is evidenced in no better way than the decided expansion in the trade of many firms. None can show a more striking growth than that of C. A. Paradis, 81 Dalhousie street, whose business (though but two years established under his own name) has long passed the experimental stage.

Although young in years, Mr. Paradis has had ten years experience in the general flour and feed trade and has already established a splendid connection, due to strict integrity in all dealings, coupled with exceptional facilities and a good deal of earnest, hard work. In fact he goes so far as to make his business his pleasure, supervising all departments, though by no means a "do it all" man.

A Grocer representative was recently shown through his premises, noting his large warehouses for flour, feed, grain, hay, provisions, and general produce, and fish of all kinds as well as groceries.

Right back of commodious offices is a large brick warehouse 160x40 feet, amply stored in all its five flats and basement. This is said to be the largest warehouse in the city. At the side of this is another warehouse 40x60 with four flats. These warehouses enable him to give ample accommodation to firms wishing storage and warehouse facilities. His business in this direction is increasing.

He is planning extending his business by handling foreign and domestic agencies in grocery and allied lines. His experience presages success. He is open to receive applications.

GUILD CASES STAND OVER.

The prosecution of the Dominion Wholesale Grocers' Guild on the charge of conspiracy will not be gone on with at the forthcoming Hamilton assizes, as it has been found that the agreements between the grocers and manufacturers are practically the same as those disclosed in the prosecution of the druggists at Toronto a few months ago. The druggists have appealed, and the Attorney-General's Department has decided to allow the grocers' case to stand over until the other is settled in the court of appeal.

HERE AND THERE WITH THE TRADE.

The assets of Scannell Bros. & Cooke, grocers, Ottawa, are to be sold on the 23rd inst.

The stock of Sibbald & Stewart, Gravenhurst, was advertised for sale by auction on the 17th inst.

St. Clair Balfour, the wholesale grocer, of Hamilton, has returned from an extended visit in Winnipeg.

Joel Goodrick, Wheatley, has assigned to Arthur M. Wilson, and a meeting of creditors is called for the 23rd.

Jos. Giguere, Hebertville, has assigned, and Lefaivre & Taschereau have been appointed provisional guardians.

Before the Grain Commission, Mr. L. Goldie, of Guelph, suggested that all grain elevators be put under Government control.

F. A. Wilson, grocer, St. Catharines, is making some improvements to his store. Among other things he is installing some silent salesmen cases.

SALESMEN WANTED.

TWO experienced salesmen wanted on a commission basis; will be given exclusive territory. A first-class contract will be made with salesmen of good address and character who can sell high-grade specialties. Address, Toledo Computing Scale Company, Hamilton, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
Royal Baking Powder Co., New York.

Biscuits, Confectionery, Gum, Etc.
Benedict, F. L., & Co., Montreal.
Cowan Co., Toronto.
Gilpin-Moffat Co., The, Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Somerville, C. R., London, Ont.
Webb, Harry, Co., Toronto.
White Candy Co., St. John, N.B.

Brooms and Brushes.
Nelson, H. W., & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Belleville Canning Co., Belleville Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Manitoba Canning Co., Grande Pointe, Man.
Napanee Canning Co., Napanee, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton. Ont.

Cans, Tin.
Acme Can Co., Montreal.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Rock City Tobacco Co., Quebec, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

Clutch Nails.
Warminton, J. N.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
Thorne, Hy., & Co., Leeds, Eng.
Todhunter, Mitchell & Co., Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
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Montreal Packing Co., Montreal.
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Power, B. H., Halifax, N.S.
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Rosenberg Bros. & Co., San Francisco, Cal
Segalerva Jose, Malaga, Spain.
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JOSEPH CARMAN, - - -	WINNIPEG

A Few Short Weeks.

In a few short weeks of holiday buying quality is criticized more carefully than usual, you'll agree to that. If the time ever was when quality cut more figure than price, it is at just such a time. You can't wait to stock up when the time comes, because, when a woman wants a thing, she wants it right then and there. It pays to be prepared. It will pay you, and extremely well, to ask your wholesaler now for the high-grade.

"Griffin" Brand Dried Fruits.

Grown, cured and packed in the largest vineyards and orchards on the Pacific Coast—Seeded Raisins, Prunes, Dried Apricots, Peaches and Pears. Not shipped in bulk and then re-packed but sent right through from the Coast in the original package. No hands touch the fruit but yours. "Better and better" is the motto of the "Griffin" Brand, the brand that made California Dried Fruits famous.

Sold by leading wholesalers everywhere.

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale, Montreal.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O.Box 238, MOOSE JAW, Sask
Office, 8 Main Street.

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

(Continued on page 4.)

A Page Worth Studying; a Page of Values to You———

MEAT OF WHEAT
THE GERM OF THE GRAIN.
REGISTERED TRADE MARK
THE DOCTOR:
The parts of the wheat of the greatest value as a FOOD are GLUTEN and PHOSPHATES—two important constituents in "MEAT OF WHEAT" Pure, wholesome, nutritious and delicious. Easily cooked and easily digested. Nothing better made.
A STRICTLY PURE NUTRITIOUS FOOD.
WESTERN CEREAL CO.

"MEAT OF WHEAT"

is made of Wheat, the finest No. 1 Manitoba Hard. Its flavor is ***pleasing***, its properties ***healthful***, and its use ***economical***. ***It pays you to sell it***, as people will come back for more.

Try a CASE of 36 packages at $4.20 per case. Freight paid on 5-case lots.

It retails at 15c. per package.

If your jobber doesn't sell it, write direct to

The Western Milling Co., Limited

TORONTO

Study These for Your Trade———

HIRST'S YORKSHIRE TOFFEE

(A genuine and delicious English Toffee)

Caramel Toffee, ½-lb. tablets, tins 5 lbs. **White Rose Toffee, ½-lb. tins**
Cream Bon Bons, loose, tins 5 lbs. **Yorkshire Caramels, ½-lb. tins**

These pay you a good profit and are just the thing for Fall and Xmas trade.

Figs—New Commadre, in tapnets.
" **Very Fine Natural,** in 7-lb. linen bags. For better class of trade.
Dates—New Hallowees
Santa Clara "Nonpareil" Prunes, from 40/50s to 90/100s, in 25-lb. and 50-lb. boxes.
Canned Smelts (Spiced and in Tomato Sauce)

Usually sold at 10c. We got an inside cut on a lot, and can sell them to retail at 5c. Order promptly and make a leader of them.

Here's a Snap and a Money-maker for you. A 2½-oz. size line of **Flavoring Extracts,** regular 25c. size. We will sell you these ***with your own label*** if desired, so that you can retail them at ***10c. bottle.*** This should appeal to you.

The EBY, BLAIN CO., Limited

WHOLESALE GROCERS
TORONTO

Manufacturers' Agents—Continued.

G. C. WARREN
REGINA

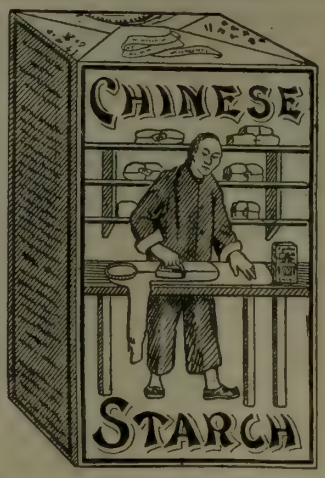
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a Special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.



You need a good starch for your customers. Write us for samples and prices of

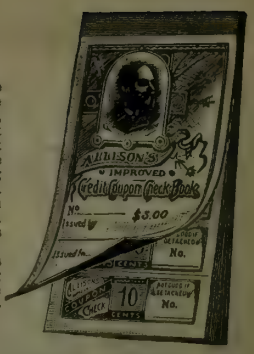
CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK
This design a guarantee of quality.

Manilla Paper | **Fibre Paper**
SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS | THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

Good Advice

Don't delay ordering your **full season's** requirements of **Fruits** and **Vegetables.**

Better Advice

Do it **now.**

Best Advice

Stick to the **best** brands, viz : **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose,"** etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

Why are You Working

late and early, day in and day out, year after year, behind the counter, in the office, or where you will?

The "why" is obvious. You are working

To Build Up Your Business

to increase your connection, to gain the confidence of and give satisfaction to your customers.

That connection when established is a valuable asset, the "good-will" you call it. It is worth dollars to you.

This is one more "WHY"—

why you should sell **Old Homestead Canned Goods.**

The **Old Homestead Brand** will help increase your connection.

The **Old Homestead Brand** will give satisfaction to your customers.

The **Old Homestead Brand** will make the building up of your business easy—because **Old Homestead Brand Canned Goods** possess every element of quality, are honest goods put up by the best processes, and are incomparably the finest goods on the Canadian market.

Don't destroy the effects of all your years of hard work by taking chances on inferior or common canned goods.

Insist on having **Old Homestead Brand.** Ask your jobber for the **Old Homestead Brand.** If he will not supply you write us direct for a trial order.

The Old Homestead Canning Co.

Picton, Ontario

The Character of this Tea Is of International Reputation

Black, Mixed or Natural Green.

Black, Mixed or Natural Green } Sealed Packets Only.

Wholesale Terms and Samples from "SALADA," TORONTO or MONTREAL

A Good Storekeeper

studies his stock, sells only that which he knows will please his customers.

MAGIC BAKING POWDER

is the kind that pleases the people.

DO YOU SELL IT?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food products that are produced in clean factories.

MINCE MEAT

SELL ONLY THE BEST

Here is a timely line. Every grocer will find a generous and steady call for mince meat for next three months.

MINCE MEAT

is known for its goodness—has held a first place with grocers and consumers for many years. : : : : : : : :

Made in Canada by

The T. A. LYTLE CO.
Limited

TORONTO, CANADA

WE GUARANTEE OUR

DIAMOND BRAND MAPLE SYRUP

to be superior to any so-called Pure Maple Syrup in the market. Compare it and be convinced.

Don't be imposed upon. Our prices are right and any jobber in Canada can supply you. Don't forget our **Twin Block** Pure Maple Sugar and **Maple Cream** Hearts.

SUGARS LIMITED - MONTREAL

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships and in their palatial hotels—Chateau Frontenac and the rest.

It is a Soap selected by the best people everywhere, once it's known. **Your** customers will prefer it. It will pay you to always have it on hand.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons,
72 Front St. E., Toronto,
Ontario Agents.

Wm. H. Dunn, 294-296
St. Paul St., Montreal,
Agents for Quebec and
Lower Provinces.

21

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

Following Profitable Advice Paves The Way For Profit.

The course of true business never did run other than smooth.

Because giving the Grocer the legitimate profit he is looking for cannot do other than give him the necessary satisfaction.

The true course of business is discovered either through your own counsel or somebody else's.

Say you try ours—secure from us a proposition concerning

"Riverdale" Brand Canned Goods

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTARY & SONS

AGENTS

QUEBEC Montreal OTTAWA

E. NICHOLSON. D. H. BAIN.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CABLE ADDRESS
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, October 26, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980,600	"
Flax	55,660	" "	690,184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

In **JAPAN TEAS**

your customers will find all the best and truest qualities of the fragrant tea leaf

The **ONLY** true and Genuine **GREEN TEA** is

JAPAN TEA

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Fook will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

EASY

Easy to buy and easy to sell—that's

'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS

Coffee Specialists, GLASGOW.

Agents—

Rose & Laflamme

Montreal

NEW COMADRE FIGS

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

THEY

Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are
CANADA'S BEST
ROSE & LAFLAMME, - - MONTREAL

Western Orders

for the new run of

Crystal Sugar

will be promptly filled from ***stock at either Winnipeg*** or ***Brandon***. We want to hold your trade and feel sure the goods we are now sending out will please you better than ever For full particulars and prices, write

MASON & HICKEY, WINNIPEG

The Wallaceburg Sugar Co., Ltd.

WALLACEBURG, ONTARIO

FROM GROWER TO TRADE DIRECT

FARMERS' BRAND Peas, Corn, Tomatoes

grown in our own fields, packed in our own factory, and sold under our own guarantee.

A trial order will convince you that Farmers' Brand Canned Fruits and Vegetables are the finest on the Canadian market.

We can supply you with anything in canned fruits or vegetables you may require.

The FARMER'S CANNING COMPANY, Limited

BLOOMFIELD, ONT.

The Season for Coffee

If there has been anything wanting in your coffee trade that has puzzled you, give up worrying. Write us for samples of our "CLUB" and "PRINCE OF WALES" brands. These brands of coffee will do for you what they have done for others—increase your coffee trade.

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell Main 55.
" Merchants 552.

TORONTO BRANOH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

GREIG'S WHITE SWAN BARLEY CRISPS

Thin, flakey and light—the very choicest form in which barley can be offered.

It is an ideal food for infants and persons of weak digestion—but can be used for a great variety of tasty dishes for healthy people as well.

Put up in attractive packages.
3 dozen in a case.
This line is a winner.

The Robert Greig Co.
Limited

WHITE SWAN MILLS
TORONTO

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING
ALSO
FINNAN HADDIES

PACKED BY

Connors Bros., Limited
Black's Harbour, N. B.

Hallowee Dates

New Goods - - - - - Bright Stock

Write quick, if you want any out of this (first) lot.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Tartan BRAND

SIGN OF PURITY

MALAGA RAISINS, arrived 27th Sept. We have

22-lb. boxes Choicest Clusters
¼ boxes Choicest Clusters
22-lb. boxes Royal Dehesa Clusters
¼ boxes Royal Dehesa Clusters
22-lb. boxes Vega Clusters

Arrived on Wednesday, 5th Oct., first shipment of NEW FIGS

10-lb. boxes 4-Row Figs
10-lb. boxes 5-Row Figs
24-lb. and 48-lb. boxes 2½-in. Figs
48-lb. 3-in. Erbeli Figs

WAGSTAFFE—These goods are being rapidly sold. If you want a complete assortment of Sealed Fruit, order now.

We have a big snap in a Hyson Tea to retail at 25c. **See our travellers or ask for samples**

Always when in a hurry phone 596, our long distance number.

BALFOUR, SMYE & CO., *Wholesale Grocers, HAMILTON*

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

A Few Odds and Ends

Dalidet's French

ASPARAGUS
PEAS
MUSHROOMS
MACEDOINES

ALSO THEIR OLIVE OIL IN GLASS AND TINS

Canadian Sifted Peas, Asparagus, Whole Beets, Midget Beans, Red Kidney Beans. Corn on Cob, Spinach

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane, LONDON, England

TRIAL ORDERS SOLICITED

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Cross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

NICHOLSON'S MINCE MEAT

Means Much to the Family Exchequer.

Just the reason you should speak its merits to customers. They will save the money and you will secure the business.

About: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

IN STORE

NEW PACK SANTA CLARA PRUNES

Boxes	each	25	pounds	40/50s
"	"	25	"	50/60s
"	"	25	"	60/70s
"	"	25	"	70/80s
"	"	50	"	70/80s
"	"	25	"	80/90s
"	"	50	"	80/90s
"	"	25	"	90/100s
"	"	50	"	100/120s

Niles and Carnation brands guaranteed strictly SANTA CLARA goods, sizes marked in accordance with count.

Our travellers have full particulars. If they don't call on you. 'phone 422-1265-1816 at our expense.

JAMES TURNER & CO., HAMILTON, ONT.

LIMITED

Straight Pointers on Canned Goods

You run no risk at all in recommending "Essex" canned goods to your most particular customers. They measure up to a higher standard than anything you're accustomed to, and are guaranteed strictly high-grade in every detail of quality and flavor. We own the very latest facilities for doing things right, and insist on such satisfaction as the trade has never known before.

The "Essex" Brand

is a step nearer perfection than anything now in sight, both fruits and vegetables being specially selected and carefully handled. The very conditions under which we operate, make cleanliness and thoroughness our first consideration, with no room anywhere in this business for slap-dash methods. If you want the best, insist on the best. Our guarantee goes with every shipment.

THE ESSEX CANNING AND PRESERVING CO., Limited

Head Office: 8 Wellington St. East, TORONTO

Factory: ESSEX, ONT.

FIRST GROCERY WITHOUT SCALES

Store Stocked Only With Package Goods Opened in New York—Views of a Prominent Grocer Regarding the Package.

The first retail grocery store in Greater New York to be operated without counters or scales has opened its doors on Main street, Flushing, under the proprietorship of Charles Bartlett, a grocer who has had much experience in catering to high-class trade. The idea is to sell goods only in bottles, cans, cartons or packages. There is no weighing of anything for the reason that no bulk goods are sold. Teas, coffees and other grocery articles are sold in the packages as received, with the manufacturer's or jobber's guarantee as to quality and weight.

While a number of the larger manufacturers and jobbers yesterday disclaimed any knowledge of such a movement, says the New York Journal of Commerce of Friday last, it has been persistently rumored in the trade for some days past that if the Bartlett store proved a success a company with large capital would be organized to start similar stores in various parts of the city where the demand is for goods of guaranteed quality, scientifically packed and free from all impurities.

The claim has been made that the general run of retail grocers here were bitterly opposed to the package idea, and preferred to handle goods in bulk form wherever possible, believing the possibilities of profit therein to be much larger. The better class of grocers in this city deny this. They realize, they say, that the grocery business is in a state of evolution. The tin can, glass jar and oiled paper are the overturning influences acting upon the old-time grocery trade. The customer at retail wants his goods delivered to him in a package. The manufacturer and jobber in "straight" goods encourage the idea. The retail grocer finds a simplified business, a cleaner, surer profit and the minimum of time and labor in dispensing these package goods to his customers. It is the age of the illustrated, printed package in the grocery business, and, with the introduction of one package to a new line of commodity, the grocer feels the pressure of demand for packages for half a dozen other lines that have not been adapted to box, jar or carton.

Sanitation in Manufacture and Sale.

Among those who are firm in the belief that package groceries have come to stay is R. C. Brandon, who is one of the recognized mentors of the retail grocers of the Middle and Southwest, and whose opinions carry weight with the trade in all parts of the country. Discussing the sanitary era in the manufacture and sale of food products, he says:

"Without doubt cleanliness and sanitation have been the greatest forces leading to this evolution of the package grocery store. The consumer, with his knowledge of germs and their menace, his disposition to fear adulterants, and always his repugnance against the unnecessary handling of the things he has to eat, caused him to lead, rather than to follow, the idea of the package, with the name of the packer stamped upon the outward covering. This acknowledged source of a packed commodity carried an assurance with it which no grocer's parcel in brown paper ever had given the customer. Then in the same measure, this same package relieved the dispensing grocer of the authority for its excellence. With only these things in favor of the package the evolution of the grocery business was made plain.

"But in a hundred other ways the old time grocer, looking on at the package business in the modern grocery store, may see where his old methods were more than archaic by comparison.

"The grocer selling in packages, first of all, has an absolute assurance against the inaccuracies of the average clerk who handles weights and measures. This clerk is not a scholarly, systematic man. He may be tired out late in a long day. If he makes a mistake on the scales and gives out too much, he cheats the house of profits; if he weighs too little he is almost as likely to antagonize the customer and lose the trade for his house. At the best, and at all times, the customer, looking on, expects to see the scale register the proverbial 'down weight,' and this may mean one pennyweight or two ounces — all dependent upon the clerk or upon the clerk's mood and attention.

"Thus in weighing alone the proprietor of a grocery store dealing along the lines of case goods, never was certain that even the law of averages would keep him on the right side of reasonable profit. The eleven eggs in a bag, which should have held a dozen; a pound of crackers, full weight, but with half the squares broken and dog-eared; a parcel improperly wrapped, which on the way to a customer would burst open, spilling half the contents—these conditions in the business of the old-time grocer left him especially open to the suggestion of the package trade.

Heavy Losses on Bulk Goods.

"Considering the old-time grocery store, it might be said that three-fourths of all the goods he handled in bulk were subject to a legitimate loss in weight, and to this extent a deterioration in quality and flavor. But this illegitimate loss that came first through a short count from the jobber and later through the petty shoplifting of the loafing, inquiring, but non-purchasing 'customer,' was a terror to the average small grocer. These losses made his business as much a guess as the package trade makes it a certainty.

"It may be set down as certain that if ever the package grocery ceases for any reason to exist, it will be against the strenuous, hard fighting of the package grocery keeper. When package groceries have evolved to include every line handled by the grocer—if that shall be possible—the package grocer will have the simplest, surest business in the world. It will be possible for him to make an almost absolute statement of his condition of business every night in the week.

Name Must Carry Guarantee.

"Package goods carrying the name of the producer or jobber or retailer are the goods par excellence of the present and of the future. The guarantee of the packer must go with every package. This is an implied condition upon which the customer will insist. A man may go to John Smith's grocery store and buy a commodity from a bulk case, taking it home to find it distinctly second class. Yet he may use this commodity to the end of its common brown bag, unmarked, while if the stuff had been in a cardboard carton bearing the name of John Smith, the goods would have been returned with indignant protest.

"It is in handling the package goods that the grocer finds his protection against the operation of the food laws. Goods coming in an original package from the manufacturer or his agents and sold in that package by the retail grocer leaves the grocer free of legal entanglements if the goods shall have been adulterated. If goods are bought in bulk and weighed and sold by the grocer at retail, the customer finding short weight or adulteration has recourse against the grocer.

Spice Trade Proves Point.

"No plainer showing of the responsibility of the firms packing groceries can be shown than has been marked in the spice trade in the last fifteen years. In 1890 at least 65 per cent. of all spices were sold in bulk, much of it was ground, and even more of it adulterated. To-day virtually all spices are in packages, ground, and in the grinding and packing and labeling of these spices the public has its chief assurance that it is getting the best that the market affords. Few people to-day would buy ground spices from a bulk can, and nobody who buys his whole spices with the intent to grind them himself can feel that he is getting any better commodity than is served in packages by a responsible manufacturer of spices who expects to remain successfully in business.

Packages Have Come to Stay.

"Package groceries have come to stay. Cleanliness, sanitary precaution and celerity in the retail business will insist upon the retention of the package. And because of this demand for package groceries the producer and jobber are to be held to the chalk line of honest weights, values and flavors."

TAKEN INTO PARTNERSHIP.

The flour, grain and provision business in Montreal which has been carried on by H. J. Stevens will now be conducted by the firm of Stevens & Miller, Mr. Stevens having taken into partnership W. H. D. Miller. Mr. Miller was for a number of years connected with the C. P. R. freight department in Toronto and Montreal, leaving that company to take charge of the transportation department of the Canadian Manufacturers' Association. Later he went with Davies, Limited, and became their Montreal manager. The business will be carried on at the old quarters, in the Board of Trade Building.

WINDOW AND INTERIOR DISPLAY

Best Method of Making Price Cards—A Goderich Store Interior—The Money-Making Window Display.

It is surprising how often an otherwise attractive window is spoiled by slovenly price-cards. Although it may be still an undecided question as to whether price-marked windows or those left unmarked are the more profitable, there can at least be no doubt that when the prices are displayed, it should be in a manner calculated to please the onlooker.

The use of stencils and rubber stamps is one of the points which should be most carefully watched. In some cases these are the real labor savers they are intended to be, and do good work, but in many others they are highly objectionable. The main drawback to their use is the lack of variety available. In an up-to-date printing office new type faces are always appearing, and the old are discarded—for a time, or for ever, as the case may be. In the case of these price-markers such a course is practically impossible. The same stencil letter which was used thirty-five years ago is on sale to-day—and nobody kicks. The demand does not warrant the manufacturers introducing new styles, and it is perhaps well that it does not, for the stencil card is perhaps the poorest looking thing that can be put in a window. Rubber stamps are slightly better, there being some variety in the recognized forms of letter. But it seldom occurs to the storekeeper to ask for something new, the stamp maker doesn't seek to introduce it, and both are content with the same old thing. In countries like Europe and the United States there is, of course, a larger demand, and new letters occasionally appear. Since these

A GODERICH INTERIOR.

This picture is from a photograph of part of the grocery department of McEwen Bros., Hamilton street, Goderich. The two gentlemen shown in the centre are the members of the firm, Will and Bert, the latter late of St. George, Ont. Farther down the row stands J. J. McEwen, proprietor of the grocery of that name on the "Square." J. J. has been nearly five years in Goderich now, succeeding T. G. Tipling in the old D. C. Strachan stand. He was formerly in Teeswater. Both the McEwen stores do a big business; the one shown in the picture is the "Maple Leaf" grocery, of which George M. Elliott was proprietor for fifteen years previous to March last, and has in connection a very fine "China Hall."

The illustration shows that the brothers have taken considerable thought for the arrangement and display of their stock.

cannot be obtained otherwise, it is well worth while for the merchant who must use rubber stamps to make inquiries outside of Canada. A change in lettering costs the storekeeper infinitely less than it is worth to him.

Almost as bad as lack of variety is the carelessness with which stamps and stencils are used. In the majority of stores this work is handed over to someone having practically no idea of the proper way to perform it. There is a right and a wrong way to use stamps or stencils, and in nine cases out of ten the wrong way is chosen. Too much or too thick ink is allowed to clog the stencil and blur the card, while with rubber stamps too little ink is frequently used and the letter is only half printed. Letters are not properly aligned; s's are turned upside down; u's are used for n's, and vice-versa; the letters "l" and "I" and the figure "1" are confused; smudgy obliterations and corrections are allowed, and the finished card, sloppy and slovenly, is placed in the window to annoy instead of pleasing the prospective customer.

J. M. THOM,
Prize Window Dresser.

It may be impossible for every store to have a man capable of lettering good cards by hand, but there is a man in every store who can use the rubber stamp properly if he works carefully and uses his common sense.

The price-card in connection with the grocery store, especially in window displays, is worth thinking about, and the subject will be dealt with further next week in this department.

* * *

Have you ever tried colored lights for your evening window display? asks the Retail Grocers' Advocate. The attractiveness of many displays is greatly enhanced at night by the soft, rich tone added from a deep red or green light, and many striking and very beautiful effects are easily made.

There are a number of simple methods by which you can color your own lights to any shade desired. One of these is the alum solution. Make a strong solution of alum water, and after carefully cleaning your globe dip it in the solution. Have a rack to dry them on, and dry slowly and evenly. This gives you the plain white, frosted globe. By adding cochineal, you have a red solution; tumeric makes a yellow; indigo a blue; a mixture of tumeric and indigo a royal purple.

It may be necessary to dip the globes several times that they may have an even coating.

Another good way is to color a bottle of mucilage and carefully coat the globes with same.

If the colored lights have not been extensively used in your district try them at once, and you will be quickly convinced that they are most effective in attracting the crowds that throng the streets in the evening.

PRIZE WINDOW DRESSER.

Winner of The Canadian Grocer Competition.

J. M. Thom, whose dressing of Gibbons Bros.' windows, Toronto, won the first prize in The Canadian Grocer's New Year competition, is 23 years old. He began work as messenger boy in a grocery in 1894 at $1.50 a week, going to school and working the rest of the day till bedtime. That was before the early closing movement. He has changed employers a number of times since, but when making choice of a place to seek a position he always selected neat, well arranged, up-to-date looking stores. He has been in his present position over a year and without previous training has taken entire charge of the window dressing and interior decoration and arrangement of the stock. He has had numerous applications to dress windows of stores in other lines in his neighborhood and is now looking after confectionery, cigar, stationery and hardware windows, which occupies half his evenings. Mr. Thom is married and has assumed the whole duty of citizenship. He is ambitious to become a professional window dresser.

APPOINTED MANAGER.

W. H. Seyler, Eastern Representative, Assumes Charge of Canadian Grocer.

(From the Canadian Printer and Publisher.)

W. H. Seyler, for the past three years eastern manager of The Canadian Grocer, with headquarters at Montreal, has been promoted to the general management of the paper at the head office in Toronto, succeeding D. B. Gillies, who has resigned to go to the Northwest.

Mr. Seyler's name is a familiar one, not only in newspaper circles but in the grocery trade as well. His connection with the trade began in 1878, when he entered the establishment of Alex. Harvey & Co., Hamilton. Three years later he moved to New York, becoming entry clerk in the warehouse of Francis H. Leggett & Co., then as now one of the largest wholesale grocery houses in the United States. A year later he accepted a position in the foreign freight department of the Erie Railway, soon after being promoted to the Boston branch. After a short service there he became chief clerk in the Pennsylvania R. R. office in Boston, staying with this road for five years, until compelled by ill health to return to his native country. He came to Toronto and joined the sample room staff of the Eby, Blain Co., becoming in time sample room manager. Here he remained for ten years. After leaving the Eby, Blain Co., Mr. Seyler made a year's trip through Quebec and the Maritime Provinces for F. F. Dalley Co., and on his return to Toronto became sales manager of E. W. Gillett Co. In 1903 he joined the staff of The Canadian Grocer.

For many years prior to becoming immediately connected with The Grocer, Mr. Seyler was a valued contributor to its columns, writing on many important themes, especially the art of successful advertising. He has also made his mark as a designer of advertising.

His departure from the Montreal office of the MacLean Publishing Co. was much regretted by the staff there, who expressed their appreciation of his worth by presenting him with a handsome traveling bag.

W. H. SEYLER,
Manager Canadian Grocer.

ADVERTISING PAYS.

The MacLaren Imperial Cheese Co. had a page ad in The Canadian Grocer recently of their Star egg carrier. Here is a letter received by them from Ouimette, Wright & Co., Red Deer, Alberta:

"Read your ad in The Grocer. Please send to the W. R. Brock Co. to be shipped with their goods:

1 doz. No. 1 Star egg carriers ...	$2.75
1M trays	3.50
1 doz. No. 2 egg carriers	4.00
1M trays	4.75
	$15.00

"We have had a good deal of trouble and loss in delivering eggs to customers and hope these carriers will overcome the difficulty."

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1239. Agency.—A former resident of Germany now in Canada contemplates returning to that country, and desires the names of any Canadian business houses who wish to do business in Germany.

1240. Representative.—A firm in Laventie (Pas-de-Calais) desire a representative in Canada to sell all wines and spirits.

1241. Agent.—An exporter of French wines in Langlade (Gard), wishes a reliable agent in Montreal or Quebec.

1242. Wines.—A firm in Sax, Alicante (Spain) desire a representative to sell good Spanish wines in Canada.

1243. Representative.—An old firm in Rheims ask for representatives to sell champagne wines in Canada.

1244. Wines.—A firm in Lons-le-Saulnier will gladly enter into correspondence with Canadian buyers of sparkling wines.

1245. Agents.—A well known firm in Cognac desire valuable agents in Montreal, Toronto, Winnipeg, to sell a good mark of brandy.

1246. Agent.—A firm in Revel (Haute Garonne) desire a good agent to sell in Canada first-class liquors.

1248. Buckwheat and rye.—An important buyer of buckwheat and rye in Nantes (France), wishes to be put in touch with Canadian exporters of same.

1249. Apples.—A large Yorkshire produce firm desire to hear from shippers and growers of Canadian apples—ready to either buy direct or on commission.

1253. Apples.—A Yorkshire produce firm desire direct communication with Canadian apple shippers in large quantities. Highest bank references furnished.

1255. Hay.—A Yorkshire firm ask to be put in direct communication with Canadian shippers of timothy and clover hay, and invite correspondence with quotations.

1258. Eggs, cheese and salmon. — A Yorkshire produce firm ask to be put in touch with Canadian shippers of eggs, cheese and canned (red) salmon, for direct shipments to Sheffield.

1263. Match splints.—A Lancashire firm of match manufacturers invite correspondence from Canadian manufacturers of match splints.

1265. Wash-boards. — A Manchester firm ask for prices of wash-boards from Canadian manufacturers.

1270. Clothes pins.—A Manchester firm ask for prices of clothes pins from Canadian manufacturers.

1271. Butter.—A Manchester provision firm desire to correspond with Canadian exporters of butter.

1275. Canned goods.—A Liverpool firm ask for prices of all descriptions of canned goods from Canadian canners.

1278. Peas.—An English firm of pea merchants desire to get into correspondence with Canadian exporters of peas of good quality, of which they purchase considerable quantities.

1291. Hay.—A South Yorkshire produce firm desire to get in touch with shippers of Canadian timothy and clover hay in large quantities, c.i.f. Sheffield, and ask quotations from those interested.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

The assets of L. R. Larose, Hull, are to be sold at auction.

Mrs. John Grice, of Thornhill, was in Toronto last Saturday.

F. W. Hicks, Pine Grove, took in the Woodbridge Fair last week.

Isaac Abram, general store, Ruscom Station, has removed to Merlin.

W. T. Gibson, grocer, Tillsonburg, has added a stock of boots and shoes.

E. W. Low, of the F. J. Castle Company, Ottawa, was in Montreal this week.

John Hayden, of John Sloan & Co., Toronto, was at the Woodbridge Fair last week.

D. E. Miller, of the Red Rose selling staff, was indisposed last week and was not on the road.

Holmes & Alkinson, general store, Nutana, Sask., have been succeeded by Holmes & Brown.

Delaney & Groom, grocers, Niagara Falls, have dissolved and J. C. Groom is continuing the business.

L. M. Park, of Louis M. Park, the Hiawatha Water people in Minneapolis, was in Montreal last week.

The Edmonton Produce Co. is building a new storehouse, with a capacity of ten carloads of supplies.

Wm. Pratt, of the Acme Can Works, is at present on a tour of Western Ontario and the canning district.

Mr. Kirby, of Kirby's Cash Grocery, Yonge street, Toronto, was a visitor at the Woodbridge Fair last week.

P. McEvoy, of P. McEvoy & Sons & Pennington, produce merchants, Liverpool, was in Montreal last week.

Work has begun on the new Edmonton warehouse for Telfer Bros., wholesale biscuit makers and confectioners.

A. Snider, Church street, Toronto, has bought the grocery business of Mrs. M. E. Hyatt, Sorauren and Pearson avenues.

Axler Bros., Bracebridge, have moved nearer to the business centre and now occupy the store vacated by Mr. Chapelle.

Jas. A. Ervin, grocer and lumber merchant, of Sydney, N.S., has sold out his business and removed to Edmonton, Alberta.

Geo. Nelson is about to open his fine new store on Bloor street west, Toronto. He has bright prospects for a big trade.

One hundred tons of blueberries, valued at about $6,800, were shipped from Mount Stewart Station, P.E.I., the past season.

Cooksville Fair Wednesday of last week was visited by a lot of merchants from Streetsville, Port Credit and other places.

John Groves, Gravenhurst, has been enjoying a couple of weeks' vacation at the Soo and other points in Northern Ontario.

Jas. McClelland has sold his grocery on Bloor street west, Toronto, to Smith & Co., and has gone into the real estate business.

Duclos & Co., of Montreal, have compromised. The assets of Ensebe Desrochers were advertised for sale on the 17th inst.

Thos. Montgomery, Sr., of Thos. Montgomery & Son, Montreal, has returned from a short business trip to New York.

The grocery and boot and shoe business of the late Geo. Ballard, Clinton, is being carried on for the present by Mrs. Ballard.

J. M. Mowat, grocer, Spadina avenue, Toronto, has sold his business to Mr. Levy. Mr. Mowat is looking for another location.

Mrs. W. H. Hamilton, grocer, formerly of 186 Sackville street, Toronto, has removed to larger premises at Oak and Sackville streets.

H. C. Harrington, Sydney, C.B., who has one of the finest grocery and crockery stores east of Montreal, has had a very busy season.

Frank Hill, of F. T. Hill & Co., Markdale, spent Thanksgiving in Toronto. Frank reports business very good at the big Markdale store.

C. H. Harb has opened a new grocery in Picton, Ont. He has turned a private house into a very nice store and ought to do a fine business.

Dr. Algie, Alton, Ont., author of "The House of Glass" and other stories, and a great friend of the Drummers' Snack Club, is ill with typhoid fever.

Laporte, Martin & Cie., Montreal, have been appointed representatives of the Hiawatha Water, which is put up by Louis M. Park, in Minneapolis.

Marshall, Ont., had a fair last week. It was a good fair and its success was due, in part at any rate, to the energetic efforts of Archie MacLean.

Howe, McIntyre & Co., wholesale grocers, Montreal, have removed from 461 St. Paul street to their fine new four-storey building, 91-93 Youville square.

L. Werner, Dunnville, Ont., has added a grocery department to his dry goods business. Some years ago Mr. Werner carried groceries, when he was in partnership.

A. M. Cowling has sold his grocery and crockery business to Bradd Bros. Mr. Cowling is going west. He has been in Colborne about five years and has done well.

Joseph Youngheart, commission merchant, Montreal, who is touring Western Canada, left Winnipeg last week for the Coast, accompanied by James Lightstone, of Montreal.

Warrener Bros., bakers and confectioners, Goderich, have purchased the marble works property a few doors from their present stand on Hamilton street, from Mr. Jacob Mosier, and will build an up-to-date bakery.

Lance Mason, grocery manager for John Groves, Gravenhurst, was married Monday of last week to Miss King of

the same town. Their honeymoon trip was to Eastern Ontario.

H. H. Nursworth, of Fergus, has succeeded R. B. Scott, Acton. Mr. Scott has gone to Peterboro.

The mince meat business which has been run in connection with the Neilson Ice Cream Co., Toronto, is to be sold, Mr. Neilson intending to devote his whole attention to ice cream making.

Carl Cook, Southampton, Ont., has been in the west for about a month. Carl had made some fortunate investments and went out to get the business cleaned up. Ontario is good enough for him.

Horace L. Boisseau Co., Incorporated, have bought the entire business of B. O. Beland, Notre Dame street, Montreal, and will run it in conjunction with their own trade in wholesale wine and spirit importing.

V. E. Paradis has been appointed provisional liquidator of the Syndicat de Fraserville, general storekeepers, Fraserville, Que., and a meeting is called for the 13th inst., to appoint a liquidator.

Everest & Son, Scarboro Junction, have a nice store and residence near the station and nearer the growing residential part of the town than where they have been. Their old store was rented and was sold.

A. R. Phipps, St. Catharines, is building a new brick store and dwelling near his present place of business. He expects to occupy the new premises about December 1 and will have one of the nicest groceries in the city.

John H. Creed, representing Thos. Lipton, Limited, New York, was registered at the King Edward this week. Mr. Creed is making a trip through Western Ontario in the interest of Lipton's teas and coffees.

Garner & Letty, grocers, St. Catharines, have dissolved partnership. Mr. Letty retires and the business is continued by Garner Bros. Mr. Letty has taken a position as clerk with W. A. Sherwood & Co., grocers.

C. H. Earle, representing A. H. Brittain & Co., Montreal, was a caller upon the grocery trade of Toronto this week in company with Mr. Brittain. The interests of the Atlantic Fisheries, Limited, were well looked after.

A. M. Humphries, Port Dalhousie, is putting another storey on the building in which he has his grocery. He is also installing a plate glass front and when the work is completed he will have a very nice place of business.

Henry Swan, Toronto, attended the Markham Fair last week. Mr. Swan cannot be said to have acquired the habit; his last visit to a country fair was at Lansing, on Yonge street, near Toronto, three decades ago.

C. M. and Mrs. Buell, Brockville, have returned from their honeymoon trip. They went as far west as Detroit and visited Toronto, Hamilton, Peterboro and Smith's Falls on the way. Mrs. Buell is a Smith's Falls girl.

H. C. Hall, grocer, Queen and Seaton streets, Toronto, is about making considerable improvements to his store interior. Besides installing improved fixtures he will put in computing scales and a very fine cash register.

Case & Co., Picton, Ont., are building a large addition to their general store and bakery. It will mean a general rearrangement of the premises and when completed in time for the Winter trade they will have a very fine store.

Geo. Haddon, Picton, is continuing the business of his father, Geo. Haddon, who died in August. The business is one of the oldest established in the Prince Edward County seat and the late Mr. Haddon was very highly respected.

J. J. McEwen, Goderich, proprietor of the busy grocery of that name on the Square, went up to Teeswater on Tuesday on a particularly pleasant errand. Miss Kate Martin is the young lady who will return with him as Mrs. J. J.

T. D. Williamson, representing the Canada Starch Co., Limited, was in the city this week after a most successful trip through the Maritime Provinces. Mr. Williamson went west on Monday, going as far as Port Arthur.

C. W. Vahey, Bridgeburg, Ont., is moving into his new brick store this week, though the finishing touches have not yet been added. Mr. Vahey carries groceries and boots and shoes and is doing a fine business which is rapidly increasing.

Frank G. Knox, of Holland & Greaves, Byng Inlet, Ont., has been in Toronto a couple of weeks on his semi-annual purchasing trip. He was looking well and his many friends in the wholesale trade were very pleased to see him. He's a keen buyer.

The Canada Lands & Farm Products, Limited, has been granted a charter by the Dominion Government, the object of the company being to carry on a general trade in fresh and preserved fruit. The capital stock is $1,000,000. The head office will be in Halifax.

The Saskatchewan Elevator Co., recently organized by Senator Jansen, of Nebraska, has already begun to ship grain from seven points. Next year 50 additional elevators will be built, and the company will then be able to handle 7,500,000 bushels of grain.

Jos. Ethier, manager of Laporte, Martin & Cie., Montreal, who met with a nasty accident a few weeks ago, is recovering. This will be good news to his many friends. He was able to get down to the office last Saturday morning for the first time since the mishap.

A. de L. Macdonald, Rigaud; H. A. A. Brault, Jacques Brault, T. Mongenais, A. L. Rinfret, Montreal, have been incorporated as the Rigaud Milling Co., with a capital of $150,000, to purchase the flour, card and saw mill in Rigaud, Que. The head office will be in Rigaud.

James Scott, of R. Scott & Co., Mount Forest, was in Toronto for Thanksgiving. Jim is a real live hustler and is an especial favorite with the traveling men because he has the pleasant faculty of treating them well. They all come out of Scott's store with a smile whether it covers an order or not.

Fred Rose, of Red Rose tea, one of the Toronto travelers, opened a large new out-of-town account for the house last week through the good offices of a friend. The friend is in another line, hardware, but he got Rose—that is, Fred—by telephone, introduced him to the buyer and good salesmanship did the rest.

As a result of the recent joint conference held at Vancouver, between the Washington and Canadian Fisheries Commissions, the United States and Canadian authorities will be asked to entirely prohibit fishing for salmon in the waters of Puget Sound and British Columbia during the sockeye season of 1908.

V. E. Mitchell, E. F. Surbeyor, A. Chase-Casgrain, J. W. Weldon and E. M. McDougall, have been incorporated, under Dominion charter, as the Dominion Mercantile Protective Association, to carry on a general financial and mercantile information agency, with head office in Montreal, and capital amounting to $75,000.

The recent bad fire in Almonte left only the cellars of two large general stores, W. West's and Belton & Co.'s. Mr. West is preparing to rebuild and expects to be in his new premises by Christmas. Belton & Co. will also rebuild. They had just bought the Timmons business and opened their doors on the Monday preceding the fire.

J. R. Brown, Owen Sound, has perhaps one of the finest grocery stores north of Toronto. His specialty is fancy groceries and he is extremely well posted on all matters relating to the trade. This was told The Grocer by a traveler who sees Mr. Brown frequently, and he added, "Jim is very popular with all who know him, including the travelers."

W. A. Smith, an enterprising Kentville, N.S., grocer, met with a loss recently in the destruction of a comparatively new barn by fire. It contained a large quantity of sugar and feed, hay, carriages and farming implements, which were destroyed, together with two horses, two yoke of oxen and a number of pigs. The insurance was less than the cost of the barn.

H. A. Powers, Picton, is adding 30 feet to the rear of his store and will considerably enlarge his crockery department. He will also put in a new glass front. He already has a plate glass front. There are two windows with a door between and each has two panes. The new windows will have but one large pane each. Mr. Powers has an excellent trade and proposes to keep on developing it.

Gillard & Co., Hamilton, are sending to their customers a colored lithograph showing the Stadium at the Marathon games, Athens, last Summer, as Champion Sherring came up the stretch with the Crown Prince. Hundreds of thousands of spectators crowd the benches. "If you look closely," declared Mr. Beckett, "you will see that the prince is chewing Paradise currants." That's Gillard & Co.'s specialty.

Fred Dack, the former hotelkeeper at Maple, has sold his property to the prohibition people and the two general merchants have agreed to take the general stock as they require it. When local option came into force a few months ago Mr. Dack converted his hotel into a general store and was doing very well. The lack of public accommodation proved such a drawback to the village that the temperance people decided to provide it and they will conduct a prohibition hotel. Mr. Dack has secured a hotel in Toronto at Eastern avenue and Morse street.

(Additional notes on page 54.)

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
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Old Homestead Canning Co., Picton.
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Dawson Commission Co., Toronto.
Emond & Cote, Quebec, Que.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Geo., Quebec.

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Connors Bros., Black's Harbor, N.B.
Halifax Cold Storage Co., Halifax, N.S.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, T. F. & Co., Halifax, N.S.

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Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
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Little, Geo., Manchester, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.
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Gillard, W. H., & Co., Hamilton, Ont.
James, F. T., Co., Toronto.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
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Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd Brandon.
Battle Creek Health Food Co., Battle Creek Mich.
Greig, Robert, Co., Toronto.
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Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Tanguay, Alf. T., & Co. Quebec.
Taylor, T. H., Co., Ltd., Chatham.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
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Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
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Sprague Canning Machinery Co., Chicago

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Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Tanquay, Alf., & Co, Quebec.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.

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Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

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Crain, Rolla L, Co, Ottawa.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

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Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng

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Oakey, John, & Sons, London, Eng.

Polishes—Stove.
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CIVICS.

Two months more and the municipalities of Ontario will be involved in the excitement of the annual elections. Municipal government in Ontario is not corrupt; it is only inefficient. Some good people profess a preference for a capable and corrupt rather than an incapable and honest administration. It's a matter of choice; but why have either? If the business men, the storekeepers, of the province would do their duty as citizens, there would be an administration both honest and efficient in every municipality.

This does not mean that the merchants of Ontario should hog the public offices. There are legions of successful business men who would fail utterly as municipal representatives. The first thing a business man should do who wants to serve his country municipally, is not to run for office but to get really interested in the affairs of his municipality. The rest is easy. The thoroughly interested man is going to see that he is capably represented. In almost every council there are some representatives of capacity sufficient to merit retention. The rest should be replaced by the most efficient men available.

The first problem always is how to get such reform going. The boards of trade should make the move. Take Toronto, for instance, and not a place in Ontario at this moment is more in need of applied business principles and business foresight and acumen in the direction of its affairs. The present administration is lamentably weak. The trouble lies primarily with the calible of the aldermen who year after year get themselves elected to council. If a strong board of aldermen were once installed, the problem of mayor and controllers would quickly resolve itself into a mere matter of seniority.

The board of trade is the organized larger business interests of the city. It is fitting that the board take the initiative. It should call a meeting of the representatives of every business organization in the city. If such a body working in harmony made careful and wise selection of candidates for mayor, aldermen, controllers and school trustees, then got in behind them and worked, they could elect every man of them.

It is important that the board of trade should not attempt the work alone. Every business interest should as far as possible be represented, but the board is the only organization in a position to take the initiative.

BUSINESS ETIQUETTE.

The manager of our London office recently received an inquiry from an English advertiser as to the status of a Canadian firm who answered one of his advertisements and placed an order amounting to some $50 or more. Although this was the first transaction, no remittance was enclosed nor references given, and the letter was mailed without the necessary stamp, so that excess postage was demanded on delivery.

We have reason to think that the firm who sent this order is a desirable customer, but we question if the order referred to will ever be filled. British houses look askance at such breaches of business etiquette and courtesy, and we have known cases where such letters have been exhibited to other houses as examples of unbusinesslike Canadian methods.

Surely in asking credit a buyer should endeavor to make the best impression possible on the manufacturer from whom goods are required.

HOGS MORE PLENTIFUL.

The publication by the Department of Trade and Commerce in October of a report made by the Canadian High Commissioner, Lord Strathcona, in March, is not very rapid work. On another page are to be found some remarks by a large produce house he quotes. They are interesting now because the conditions there spoken of seem to have neared an end. Last week's deliveries of live hogs in Canada were heavier than for a twelve-month and packers instead of competing turned down orders and prices broke, quotations this week being reported as much as 25 to 40 cents below the set prices.

While for months the packing houses in Canada have been operating considerably less than their capacity because of the shortage of hogs, the business seems to be in a pretty healthy condition. Competition for the raw product has been allayed to some extent. The outlook is for pretty free deliveries of hogs during the remainder of the year.

WINNIPEG LEADS.

Winnipeg business men showed last week that they are thoroughly alive to their civic responsibilities and that they realize the absolute necessity of inducing capable business men to stand as candidates at the approaching municipal elections. The Board of Trade took the initiative and called a meeting to which were invited representatives from various business and professional organizations in the city. An enumeration of the bodies represented shows the importance of the gathering. In addition to the Board of Trade representatives there were present at the meeting delegates from the Grain Exchange, the Medical Association, the Real Estate Exchange, Winnipeg Builders' Exchange, Printers' Board of Trade, Manufacturers' Association, Bankers' Association, Western Wholesale Brokers' Association, Northwest Commercial Travelers' Association, Licensed Victuallers' Association, and the Trades and Labor Council.

This gathering comprised many of the leading business and professional men of the city and they met with a common purpose. It was admitted on all sides that a crisis has been reached in Winnipeg's civic administration and that the business of the city has grown so large that it is absolutely necessary for capable business men to stand as candidates for the mayoralty and the Board of Control.

As mentioned in this paper in a previous article, there is a strong movement in favor of the candidacy of Mr. Jas. H. Ashdown for mayor. This meeting of business men passed a resolution promising Mr. Ashdown their support and appointed a committee to wait upon him and endeavor to secure his consent to stand as a candidate. Mr. Ashdown has consented to stand if his nomination is supported by a sufficient number of business men and ratepayers, and there is every reason to hope that he will be the next mayor of Winnipeg. If so, the city is assured of a capable, progressive administration of its affairs.

Winnipeg business men are setting an example to the business men in all the cities and towns of Canada. In too many places the business men shirk their civic responsibility, with the result that municipal business is badly managed. Winnipeg business men have been as neglectful as the business men in other cities, but they have learned by experience and they are now setting an example to the business men in all parts of Canada.

CANADA'S FISH INDUSTRY.

The article in last week's issue, "Fish Business on the Atlantic Coast," by C. H. Whitman, of Canso, N.S., is deserving of careful perusal by everyone interested in the food stuff trade in Canada. Despite the fact that the products of the fisheries last year were over twenty-three and a half million dollars, they are rightly considered one of the Dominion's undeveloped resources. The possibilities along the lines indicated by Mr. Whitman are enormous, as he shows, and there are still on the Pacific, in Hudson's Bay and in the northern inland lakes thousands of square miles of as yet virgin waters.

Another line of development is to increase the consumption of fish, especially salt water fish, within the Dominion. This is largely in the hands of the retailer and it is encouraging to know that within the last five years there has been a marked increase in the consumption of sea fish in Ontario. This tendency should be encouraged in every way possible.

EVERY LITTLE HELPS.

The Canadian Grocer aims to be the newspaper as well as the journal and advocate of the food stuff trade in Canada. Our friends could greatly assist us in this if they would take the trouble to inform us of local happenings of interest to the trade. Send us the facts; we'll do the rest. Anything that interests you as a grocer will interest the trade.

RETURNED DRAFTS.

Much is said of the advantage to a merchant of improving and maintaining his business reputation among those to whom he sells. It is also very important that he be jealous of his reputation among those from whom he buys. Because of this we have drawn attention several times recently to the evil of returned drafts. A firm in Montreal have written us as follows:

"It is with satisfaction that we have read your latest article on 'Returned Drafts,' as we consider that the agitation against this evil cannot be overdone. We ourselves have been sufferers so long that we would like to see continued publicity given to the matter, in order that business firms may in time fully realize the great inconvenience and loss that results ro drawers from inconsiderate returning of drafts for trivial excuses. If the grievance is hard to bear from retailers, the annoyance is double when it happens on the part of wholesalers and manufacturers, who from their experience in such matters should know better. We always make a point of notifying drawees from five to seven days previous to depositing our draft, and furthermore on our statement we guarantee to rectify any discrepancies which may be found in the account. Notwithstanding this we frequently have drafts returned with endorsations such as named in your article.

"We hope that firms who are accustomed to paying for their purchases by sight drafts may come to realize that it is by attention to these matters that a good impression is formed of them, and a sound reputation is built up."

No one can read this letter without being convinced of the seriousness of the writer. It's so easy to return a draft, but if merchants before doing so would put themselves in the place of the man at the other end and consider what he will say when he gets it, the returned drafts, at least for trivial causes, would be fewer.

THEY HELD A PUBLIC MEETING. ING.

At a recent meeting of the Kentville, N.S., Board of Trade they discussed school matters and how Kings County Academy could be raised to the position it once held. "It was moved and seconded," runs the report in the Kentville Chronicle, "that the school committee of the board make arrangements to hold a public meeting in the court house on a future date."

Calling a public meeting is an old-fashioned method of inaugurating reforms and fighting abuses the east is fortunate in not having forgotten. The rest of Canada would be the better for more public meetings and for boards of trade with the public spirit to initiate them.

FINE NEW STORE.

R. F. Miller, Rainbow Centre, is moving this week into his new store. It is built of cement blocks and has a handsome plate glass front. The interior is handsomely fitted. The ceiling is of Georgia pine, grained. The building is heated and lighted with natural gas. Mr. Miller has the post office and telephone office.

WON THE SECOND PRIZE.

Roy Watt, Who Dressed J. F. Pelan's Christmas Window.

The dresser of the second prize Christmas window, the picture of which appeared in last week's issue, was Roy Watt. The window was that of J. F. Pelan, St. Thomas. Mr. Watt has pronounced decorative ability. He is only 18 years of age and had been clerking in the store less than a year when he dressed the window in question. He entered Mr. Pelan's employ in June, 1904, and drove the wagon until the April following. Mr. Pelan says of him: "He has proven himself honest, trustworthy, and a good worker, taking a great interest in the business and has won my perfect confidence." Coupled with perseverence, work and study, Mr. Watt's abilities assure him a bright future.

ROY WATT, St. Thomas.

RUN AWAY MARKET.

The greatest runaway market ever known in California seeded raisins, was how the situation on the coast was described yesterday in a telegram to Eugene Moore, broker, Toronto. Choice fruit is 1¾c. and fancy 2c. above the lowest prices this season.

T. W. Owen, of the Bloomfield Packing Co., was in Toronto this week.

Geo. E. Maybee, of the Canadian Castile Soap Co., Berlin, is in the city. A thorough house-to-house sampling canvass is being made of the city by his assistants.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—

Fish—Revised.

Evaporated apples—Advanced ½c.

Maple products—Advanced.

Currants—Advanced ¼c. to ½c.

California raisins—Advanced.

Montreal, October 24, 1906.

Jobbers report a very fair business in all lines, but say that the volume of trade passing is not as large as it should be at this season of the year. Navigation will close shortly, and under ordinary circumstances everybody would be working to the limit. This season, owing, no doubt, to existing conditions, trade is not going forward so briskly. The trouble is that grocers cannot obtain the goods they order. They cannot get raisins, prunes, currants, certain lines of teas and canned goods, tapioca nor numerous other articles. There is a scarcity on every hand. Nevertheless there is a good amount of business being done, and as collections are very good little complaint is heard. There is not a great deal of interest taken in canned goods at present. The high prices quoted on the staple lines have the effect of keeping buyers off. Formerly orders for a large number of cases were placed, but this year, apparently, the grocers are buying only for immediate consumption. There has been no change in the sugar situation, the market being quiet. Teas present little that is new. There is still a cry for Japans, which are hardly obtainable in any quality. Orange Pekoes are up, according to advices from Ceylon. The feature of the dried fruit market is the advance in currants. This is the second advance in two weeks. Shipments of California raisins and prunes are now on the way to Montreal. Coffees, spices and molasses present no features of interest this week. Evaporated apples are now selling at 8c. Lower prices are expected on beans. Honey is as scarce as ever, and maple products are higher.

CANNED GOODS.—Activity in the canned goods market is limited. Since the initial buying finished there has not been much interest taken in the market. As previously reported, the high prices for tomatoes, corn and peas have had the effect of influencing buyers to a great extent. Many, after notifying their dealers that they did not wish their full order, wrote explaining the stand they took. In many instances they said that they felt justified in holding off owing to the high prices. This season they intend to buy only for immediate consumption; instead of buying twenty-five or thirty cases at a time, they will order only five, repeating when necessary. However, this is not the best time of year for canned goods and the next couple of months may bring some improvement in the situation.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 27½	1 25
Gallons	2 67½	2 65
Preserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal.	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie 3	1 27½	1 25
Pie, not peeled 3	3 80	3 77½
Pie, not peeled, gal.	3 27½	3 25
" gal.	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	1 17½	1 15
3's " "	1 67½	1 65
2's " heavy syrup	1 32½	1 30
2½'s " " "	1 62½	1 60
3's " " "	1 92½	1 90
Gals. " " standard	3 22½	3 20
2's " Lombard, light syrup	1 22½	1 20
3's " " "	1 72½	1 70
2's " heavy syrup	1 37½	1 35
2½'s " " "	1 67½	1 65
3's " " "	1 92½	1 90
Gals. " " standard	3 42½	3 40
2's " Green Gage, light syrup	1 27½	1 25
2's " " heavy syrup	1 47½	1 45
2½'s " " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " " standard	3 72½	3 70
2's " Egg, heavy syrup	1 70	1 67½
2½'s " " "	1 97½	1 95½
3's " " "	2 27½	2 25
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz.	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 95	2 92
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz.	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz.	....	1 80
1-lb. Flat, "	....	1 95
½-lb. "	....	1 20
Arrow brand, sock eyes, per doz.	....	1 75
½-lb. " " "	....	1 15
Pink salmon, various brands, per doz.	....	1 00
Cohoes, " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz.	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz.	....	1 00
Canadian plain herring, per doz.	....	1 00
Scotch kippered herring, per doz.	1 35	1 40
" herring in tomato sauce, per doz.	1 30	1 35

SUGAR—Refineries report a fair trade in sugar at ruling prices, while jobbers are also doing more or less in this line, although the sales made are not so large as they generally are at this time. The market is quiet, and no change in prices is looked for at the moment. The New York market is rather easier. It declined twenty points and recovered ten, since when it has remained unchanged with an easy feeling. Raw markets present no new features.

Granulated, bbls.	$4 40
" ½-bbls	4 45
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs.	5 05
Extra ground, bbls.	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags.	3 95

SYRUP AND MOLASSES—Molasses remains without feature. Grocers are not yet displaying much interest in either this line or in syrups, being content to pay the ruling price for whatever small lots they require for immediate consumption.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02½
" ½-bbls.	....	0 03
" ¼-bbls.	....	0 03½
" 38½-lb. pails	....	1 40
" 25-lb. pails	....	1 00
Cases, 2-lb. tins, 2 doz. per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 35
" 20-lb. " ¼ doz. "	....	2 25

TEA—Teas have been moving out steadily all week. Japans are exceedingly scarce. In first hands holdings are practically nil, while all stocks together would not represent a large amount. Low grades are not obtainable anywhere, and teas between 15c. and 18c. it is next to impossible to obtain. Prices are very strong in all lines. Indians and Ceylons are hardly changed since last report. Orange Pekoes, in Ceylons, are up in the primary market. All blacks are firm. China greens have advanced slightly, according to advices received.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15

Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—In coffees there is not much of interest. The valorization scheme of the Brazilian Government is still commented upon by the trade. Speculation is rife as to whether prices are likely to be affected in the future, some being of the opinion that an advance of a couple of cents is probable early in November. This remains to be seen. At present prices are unchanged at figures quoted.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS — Large shipments of prunes and raisins from California are now said to be on the way to Montreal, and, needless to say, are anxiously awaited by the trade. Prunes are very firm. The large size are scarce, and command a good price when obtainable. In raisins the shipments due to arrive will be used to fill orders booked. Representatives of most of the large California houses have been advised to withdraw from the market, and consequently California raisins are not now quoted. The 4-crown raisins are reported very scarce, and not anything like as plentiful as it was thought they would be. It will be noticed that quotations on all California raisins are higher. Another advance of half a cent has taken place in currants. All lines now quoted are up from a quarter to half a cent above old figures. There is an active demand at ruling prices, all stock offered being rapidly taken up. The direct steamer Bellona has arrived, but insofar as new orders are concerned this will not tend to relieve the situation materially, since practically the whole cargo was booked and sold to arrive. However, the result will be that grocers will now have their orders, which have been standing so long, filled. It is understood that in New York the situation is very strained. No Valencia or Sultana raisins are to be obtained, while California goods, which should have arrived a month ago, are still on the road. Nuts locally are unchanged since last week.

Valencia Raisins—		
Fine off-stalk, per lb		0 08
Selected, per lb		0 08½
Layers, "		0 07
Dates—		
Dates, Hallowees, per lb		0 05
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
, Excelsior Window Clusters,"		4 50
" " " ¼s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10	0 10½
" " choice seeded, in 1-lb. pkgs	0 09½	0 10
" " 2 crown	0 08	0 08½
" " 3 crown	0 08½	0 09
" " 4 crown		0 10

Prunes—	Per lb.	
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05

Currants—		
Filiatras, uncleaned, barrels		0 07
Fine Filiatras, per lb., in cases		0 07½
" " cleaned	0 07½	0 08
" " in 1-lb. cartons	0 08	0 08½
Finest Vostizzas "		0 08
Amalias "	0 07½	0 07¾
Sultana Raisins—		
Sultana raisins, per lb	0 08	0 12
" " 1-lb. carton		0 10
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 15
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

Grocer—Quebec Markets — ——Browning

SPICES—Nutmegs are selling at a very low figure, but otherwise there is little that is new in this market. Gingers and peppers present no new features.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES—Evaporated apples are higher again this week, dealers now asking 8c. for anything they sell. They say the scarcity has made this move on their part necessary.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 25, 1906.

BUTTER—Fair demand locally at unchanged prices, but no export trade.

CHEESE—Market quiet, but inclined to be easier.

EGGS—Good demand prevails. Market firm.

PROVISIONS—Hog market weak owing to heavy deliveries. Lard firm. Smoked meats rather slow. Abattoir dressed hogs quoted $9 to $9.25 per 100 lbs.

BEANS—Conservative buying is advisable at present. The feeling in the market is for lower prices, and although no material change is noticeable at present, lower figures are possible towards the beginning of November. Spot stocks are not large, farmers apparently holding their beans, but they will have to ship them sooner or later, and prices are bound to be lower when receipts become heavy.

Choice prime beans	1 55	1 60

PEELS—Peels are as strong as ever, and prices continue firm. Dealers report fairly good business.

Citron peel, per lb	0 19	0 21
Lemon peel, per lb	0 10½	0 11
Orange peel, per lb	0 10½	0 11

MAPLE PRODUCTS—High prices rule in maple products at present. There is not a great deal of business passing but manufacturers are busy with Fall orders.

Maple syrup, bulk, per lb	0 07	0 09½
Pure Townships sugar, per lb	0 10	0 12
Pure Beauce County, per lb		0 09

RICE AND TAPIOCA—A few small lots of tapioca arrived in Montreal last week and are now being distributed to customers in various districts. Jobbers report small transactions in this line. Rice is without feature.

B rice, in 10 bag lots		3 25
B rice, less than 10 bags		3 35
C C rice, in 10 bag lots		3 15
C C rice in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07½	0 09

ONTARIO MARKETS.

POINTERS—

Something unusual in beans.

Sugar market weaker.

Currants continue to advance in primary market.

Somewhat weaker feeling in provisions.

Evaporated apples firm.

Toronto, October 25, 1906.

Business is seasonable in all lines and collections are satisfactory. There is a weaker tone to the sugar market, though a decline is not actually anticipated. Consumption indeed is limited and interest flags.

This is the time of year when the bean trade gets active. Just now the situation is puzzling the trade here. Big dealers in the bean district, Essex and Kent, are refusing to take business and there is an uneasy feeling that perhaps prices are going higher. A shrewd surmise of the situation is that some large dealers are over-sold for October shipment and that farmers are holding back for better prices. Prices may advance temporarily but it is believed the crop was good and that there are plenty of beans in the country and prices presently will be normal.

Dried fruits continue firm with currants still advancing. The canned fruit trade is normal. Teas, especially Ceylons, are advancing. Evaporated apples are in limited supply and the market is firm.

CANNED GOODS—Quotations are unchanged. Business is reported by the jobbers to be good for the season and the trade seem to be recovering from the shock of the opening prices. Corned beef quotations are higher.

Fruit and vegetable quotations are unchanged and are left out this week.

FISH.

Lobster, talls		3 75
" 1-lb. flats		3 85
" ½-lb. flats		2 00
Mackerel	1 00	1 25
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 80
1-lb. Flat, "		1 95
½-lb. " "		1 20
Northern River Sockeyes	1 70	1 67½
Cohoes, per doz		
Humpbacks, "		
Sardines, French ¼'s		0 14
" ½s		0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ½'s	0 03½	0 04
" Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic		1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 50
" 14s. "		17 50

	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch		3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	
Pig's feet, 1's, boneless		1 40
" 1½'s "		2 50

TEA—Cables from London this week indicate a higher market especially for

Ceylons in grades above common and in common also to some extent. Gow, Wilson & Stanton, London, reporting by mail under date of October 12 say :

"As the year advances figures become less affected by budget disturbances, and it is now clear that home consumption has materially increased of late, duty from the 1st of January having been paid on 10 million lbs. more tea than a year ago. The position is further strengthened by the remarkable expansion in re-exports, which are also 10 million lbs. in excess of last year, practically the whole of this 20 millions increase being in Indian and Ceylon teas. The stock of all tea in the country is now down to the same figure as at the corresponding period last year, a more satisfactory condition than has prevailed for a long time."

COFFEE—Willett & Gray, New York, say : "The Government is buying coffee largely in Santos. Europe and the States are regularly buying. There is little or no speculative coffee left for sale. Receipts have reached their highest and commence to decrease. The growing crop promises a very small yield. These and many other points are all favorable to coffee ; the price is absurdly low. Scarcely anything exists tangibly unfavorable to the article beyond the temporary increase of supplies in sight, and the distribution of available coffee for the absolute necessities of consumption will be very rapid as fast as it arrives in Europe and the States. The sound and healthy position of coffee rises superior to pessimism and prejudice. The markets may remain quiet for a time until the true conditions are better appreciated, but meanwhile the trade has a splendid opportunity to secure cheap coffee."

SUGAR—Beet sugar is the ruling feature in the market at present. It declined last week and continues to decline this. Willett & Gray, New York, said of raws at the close of last week : "The changes of the week have been confined to the European markets. Quotations here have remained steady at 4c. for 96 degrees test centrifugals with a tendency to ask more for the few cane sugars offering. Beet sugar opened at 9s. 6d., declined to 9s. 5½d., advanced to 9s. 7½d., and declined to 9s. 4½d. at the close for prompt delivery. The weakness which has developed is due to the first estimate of the European beet crop made by Mr. F. O. Licht as 6,570,000 tons, which is some 300,000 tons larger than had been anticipated, although nearly 400,000 tons smaller than last year's crop."

The estimate of the world's total cane and beet crops for 1906-7 is 11,834,000 tons, against 12,143,997 tons for 1905-06 and 9,536,769 tons for 1904-05.

The estimated decrease in the world's production for the current year is therefore 309,744 tons. In the campaign of 1905-06 the production in tons was : Cane, 4,906,082 ; European beet, 6,954,000, and American beet, 283,717 ; total, 12,143,799 tons, while for 1906-07 the total estimates are : Cane, 4,919,000 ; European beet, 6,570,000, and American beet, 345,000 ; total, 11,834,000 tons.

It is probable changes in the estimates of the current crop will be towards reductions rather than increases.

Following are Willett & Gray's latest estimates of the world's production and consumption since 1903 :

Visible supply, September 1, 1903 (invisible stocks small)	2,119,277
Production, 1903-4	10,323,631
Total supply, 1903-4	12,442,908
Consumption, 1903-4	10,816,550
Visible supply, September 1, 1904 (invisible stocks large)	1,626,358
Production, 1904-5	9,536,769
Total supply, 1904-5	11,163,127
Consumption, 1904-5	9,590,369
Visible supply, September 1, 1905 (invisibles small)	1,572,758
Production, 1905-6	12,143,799
Total supply, 1905-6	13,716,557
Consumption, 1905-6	12,030,126
Visible supply, September 1, 1906 (invisibles large)	1,686,431
Estimated production, 1906-7	11,834,000
Estimated total supply, 1906-07	13,520,431
Estimated consumption, 1906-07	11,352,963
Estimated visible supply, September 1, 1907	2,167,468

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43½
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28½
Bright yellow	4 33
No. 3 yellow	4 33
No. 2 "	4 18½
No. 1 "	4 08
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES — Quotations are unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.	....	0 02½
" ½-bbls "	....	0 03
" kegs "	....	0 03½
" 3 gal. pails, each	....	1 40
" 2 gal. " "	....	1 00
" 2-lb. tins (in 2 doz. case) per case	....	1 65
" 5-lb. " (in 1 ") "	....	2 40
" 10-lb. " (in ½ ") "	....	2 35
" 20-lb. " (in ¼ ") "	....	2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75
5-gal. Imp. brand, per can	....	4 50
1-gal. " per case	....	5 10
½-gal. " "	....	5 60
Qts " "	....	6 00

DRIED FRUITS—All markets in dried fruits are well sustained with still a forward tendency in currants. Prices locally are firming and lower quotations are advanced in some lines. First shipments of all dried fruits have arrived and are being distributed. To meet competition, some houses are shading ¼c. on Sultana raisins.

Speaking of the prune situation Mr. Lambe, of W. G. A. Lambe & Co., said yesterday :

"Under date of October 18 Messrs. Griffin & Skelley advise us that packers are still seriously hampered in getting out shipments as rapidly as they would like on account of the scarcity of labor, box material and cars.

"The embarrassing conditions in California have affected the farmers fully as much as the packers, as the farmers have been unable to get help to gather and deliver their crops. In many instances no thought whatever has been taken to gather in the smaller sizes of prunes, leaving them on the ground and turning in the hogs.

"To add to the difficulties of the position, packers have had the heaviest demand for prunes ever known in the history of the business. The early estimates are proved to be entirely wrong, due to the inability of the farmers to harvest their crops to best advantage.

"It is reported that the crop of Italian prunes in Oregon and Washington has proved practically a failure, thus removing a disturbing element as far as prices are concerned, particularly with regard to the large sizes.

"It is now thought that packers are not going to be able to deliver all the 30-40's and 40-50's California prunes that have been sold. The shortage of these two sizes creates an unusual demand for the next larger sizes, and will materially affect the final tonnage of the crop."

Prunes Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 06½	0 07½
80-90s "	0 05¾	0 06½	50-60s "	0 06½	0 07½
70-80s "	0 05¾	0 06½	40-50s 25-lb "	...	0 08
			30-40s "	....	0 09

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 10	0 11½	Citron 0 19 0 21
Orange	0 11½	0 12	
Figs—			
Elemes, per lb	0 08	0 15	
Tapnets, "	0 04	0 04½	
Currants—			
Fine Filiatras	0 07	0 07½	Vostizzas 0 08½ 0 09½
Patras	0 07½	0 08	
Uncleaned, ½c less.			
Raisins—			
Sultana	0 09½	0 11	
" Fancy	0 10	0 14	
" Extra fancy	0 15	0 16	
Valencias, selected	....	0 10	
Seeded, 1-lb packets, fancy	0 09½	0 10	
" 16 oz. packets, choice	0 09½	0 09½	
" 12 oz. " "	0 07½	0 08	
Dates—			
Hallowees	0 05½	0 06	Fards choicest ....
Sairs	....		" choice ....
Domestic evaporated apples	....	0 07½	

NUTS—The situation is unchanged. Brazil nuts are so high, over 50 per cent. above last year's prices, that a number of firms are not handling them at all.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 31	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	0 09½	0 10½
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 18
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 08
Japanese Jumbo's	....	0 08½
Virginia "	....	0 10

SPICES—The market is steady with unchanged prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 12

RICE AND TAPIOCA — Prices are steady.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

SEEDS—Business is very quiet and last week's prices hold.

Alsike—		
Fancy lots, per bush		6 50
No. 1	6 00	6 25
No. 2	5 85	6 00
No. 3	4 35	5 10

RED CLOVER—

Fancy	7 35	7 50
No. 1	7 00	7 25
No. 2	6 50	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

TIMOTHY—

Machine threshed	1 85	1 85
Flail threshed, light mixture	2 00	2 35

Lots containing seeds bring from 1½c. to 2½c. a lb.

BEANS—Some of the jobbers here are a little worried to fill their bean orders. Up to the end of last week the market was easy on the assurance of a good average crop with increased acreage. This week large dealers in the bean district are refusing business and prices are much firmer. Some of the dealers in the growing district sold heavily for October shipment. Prices opened low and farmers after satisfying their immediate requirements are holding back and the dealers are experiencing difficulty in filling orders. There are plenty of beans in the country and they will be forthcoming when the prices suit the growers. That's the way the riddle is read here. On the other hand beans have advanced in New York.

Beans, hand picked, per bush		1 75
" prime, No. 1 "	1 60	1 65
" Lima, per lb	0 06¾	0 07

HIDES AND WOOL—Chicago is weaker, but locally there is little change in the situation.

Hides, inspected, steers, No. 1		0 12½
" " No. 2		0 11½
" " cows, No. 1		0 12½
" " No. 2		0 11½
Country hides, flat, per lb., cured		0 10¾
Calf skins, No. 1, city		0 13
" No. 1, country		0 12
Lamb skins		0 80
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.		0 25
" extra		0 27
Wool, unwashed fleece	0 15	0 16
" washed fleece		0 25

The statist of the Victorian Government, Australia, has figured out that there were 26,500,000 less sheep in the world in 1903 than there were 16 years before, in 1887. But the sheep in Australia have since increased 17,000,000 and it is estimated that probably the entire loss has been made up. But the wool consuming population of the earth has increased 12½ per cent. since 1878. "These figures," says the Canadian commercial agent at Australia, "will explain the wool situation of to-day and its probable future."

N. B. MARKETS.

St. John, N.B., Oct. 22, 1906.

Dealers are very busy and work with exceeding good heart, as in almost every case markets are in their favor. The further advance in California dried fruits, particularly in raisins, is a matter of much interest and some profit. Large quantities were sold to arrive. While this cuts into the profit, it means pleased customers. In spice, pepper is rather higher. Cream of tartar shows quite an advance. Rice holds firm at the fuller figures.

OIL—There is nothing new to report in burning oil. Demand is heavy at this season. Lubricating oils show rather lighter business. In paint oil demand has been good, but sales at present less active. Quite full values rule. Receipts of cod oil have, so far this season, been light. Just fair prices obtained. It is said large quantities are shipped direct to the United States market.

SALT—In Liverpool coarse salt quite full stocks are held. Sales but fairly active. In fine salt business is quiet.

CANNED GOODS—Supplies are coming to hand very freely. Dealers this season are making a fair profit. Guild prices being maintained. Full values rule in all lines. This is not a large market for fruits, few are sold outside of apples, peaches, strawberries and pears. A limited sale for local packed blueberries. Salmon are firmly held. Oysters very scarce. Baltimore packers cleaned up on old stocks. In domestic fish, sardines rather light supply; a fair stock of haddies and kippers.

GREEN FRUITS—Dealers are busy. Apples rather dull; there are daily auction sales. Only the poorer grades are offered in this way. Oranges and lemons are still held at full figures, though some good Jamaica oranges are offered at reasonable prices. Pears about cleaned up. Cranberries are firmer. Some nice Tokay grapes received. Malagas are good. In Ontario stock prices quite firm.

DRIED FRUIT—A further advance in California raisins is an interesting factor in the market. This means an advance of a cent and a half from opening figures. In prunes, while market is firmer, values still low. New shortly expected. Apricots and peaches are very high. New currants offered; prices are again higher. Package goods supply the market. Dates firmly held; old stock well cleaned up. New figs and peels here, full prices asked. Evaporated apples are higher and the position said to be very strong. Onions move freely; prices unchanged.

SUGAR—Sales are very heavy. Dealers carry full stocks. Prices unchanged.

MOLASSES—Fair business. Market firm. Porto Rico unchanged. Barbadoes rather higher. Fair stocks are held.

FISH—Little business in fresh fish. Dry fish unchanged, fair stocks are held. Pickled herring move freely at this season; market well supplied. In smoked herring supplies of new fish come to hand slowly. Business dull and prices low. Finnan haddies are being shipped west in large quantities.

FLOUR, FEED AND MEAL—In flour there is active business. Ontario flour is certainly a very cheap food at present figures, being well below oatmeal, which is firmly held. Cornmeal is rather lower. The domestic mills are inclined to cut out the jobbers. Beans rather firmer. Large quantities were bought at the lower prices. Yellow eyes are higher.

DEATH OF J. H. MAIDEN.

J. H. Maiden, manufacturers' agent, Montreal, died last week, after a lingering illness which extended more or less steadily over two years. Up to a few weeks before his death he appeared to be recovering, but he suffered a relapse, which ended in death.

Mr. Maiden was well and favorably known in the trade, although he had only been in business four years. He controlled several good agencies and was just beginning to attain success in his chosen field.

He was born in Belleville thirty-two years ago, but came to Montreal when fourteen years of age. He received his education in that city and later secured employment in a produce and provision house. He was engaged in this business until 1902 when he set up on his own account. He had a control of Eagle baking powder, and was agent for Deerfield water, Mollassine meal and various other lines, besides representing the Walker Bin & Stores Fixture Co.

Andrew Watson, 425 St. Paul street, will take over all the agencies controlled by the late Mr. Maiden, with the exception of Deerfield water, the representative for which will be the A. H. Brown Bottling Co.

NEATLY PREPARED BOOKLET.

A very neatly prepared little booklet has been issued by the Halifax Cold Storage Co. In it the reader finds explained a system of cold storage by which fish may be held for a long time before consumption, without suffering any more than flour or sugar. The various steps through which the fish passes while being prepared by the company, their plant and the different departments are all found described in the book. The little work is profusely illustrated with fine views.

TRADE NOTES.

M. G. Beatty, Dallycroy, has bought the general store business of D. J. Downey Co., Alliston.

J. O. Laporte, of Bernard & Laporte, wine merchants, Montreal, is visiting the trade in northern parts of Quebec at present.

Clarke Alexander, of James Alexander, Limited, cheese and butter exporters, Montreal, spent the latter end of the week in Toronto.

S. W. Ewing, of S. H. Ewing & Son, Montreal, was in Toronto this week attending a meeting of the executive of the Canadian Manufacturers' Association.

F. H. Taylor, Niagara Falls, is making some interior improvements to his fine grocery. One important change is the removal of the counter on one side to give more floor space.

The self-satisfied need to be short-sighted.

Let the faint-hearted not be discouraged. Life is sweet and only the good die young.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Wednesday, Oct. 25, 1906.)

Oatmeal has been reduced to $2.10 pork sack. Local jobbing houses and brokers are finding great difficulty in procuring supplies of honey and prices are advancing in consequence. New evaporated apples are arriving in good supply, the opening price being 8c. per pound. Business continues very active in all general grocery lines and the wholesale houses are beginning to feel the first impetus of Christmas trade.

CANNED GOODS—Pumpkins have been advanced 20c. per case and revised quotations will be noted below. There is a heavy movement of canned fruits and vegetables. We quote:

	Group No. 1.	Group No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
" gallons, "		2 15
Goodwillie's Goods.		
Strawberries, per case		3 10
Red raspberries, per case		2 60
Red cherries, "		2 60
Red currants "		2 60
Black currants "		2 60
Lawtonberries "		2 60
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 98
refugee, "	1 98	1 98
" crystal wax	2 13	2 18
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2
(No. 2) 2's sweet wrinkle	2 23	2
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz.	3 08	3 13
3's "	4 04	4 09
gallon, per doz.		11 10
Asparagus per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
FISH.		
Salmon, Fraser River sockeye, per case		7 25
" Skeena River, " "		7 10
" River's Inlet, " "		6 85
" Red Spring, "		6 30
" humpback, "		4 00
" cohoes, "		5 50

(Prices are for delivery in October-November.)

Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " flats, per case	15 50
MEATS.	
Pork and beans 1's, per doz.	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili " "	2 25
" 2 " " "	1 95
" 3 " " "	2 35
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz.	1 50
" 2-lb. " "	2 65

SUGAR— Prices continue as last week.

Montreal granulated, in bbls.	5 00
" " in sacks	4 95
" yellow, in bbls.	4 60
" " in sacks	4 55
Wallaceburg, in bbls.	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 90
" " sacks	4 85
Icing sugar in bbls.	5 60
" in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls.	5 40
" " in boxes	5 60
" " in small quantities	5 85
Lump, hard, in bbls.	5 70
" " in ½-bbls.	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES—Prices are quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal.	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Prices are quoted as follows:

Whole green Rio, per lb.	0 11½ 0 12
" roasted " per lb.	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—

	Per case.
"Telegraph,"	4 95
"Telephone"	4 85
"King Edward"	3 65
"Head Light"	4 40
"Rising Star"	5 90
"Eagle"	2 05
"Victoria"	3 25
"Silent," 200's	2 30
" 500's	4 90
"Comet"	2 25

MINCE MEET—

Mince meat, 7 lb. pails, per lb.	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs, per doz.	1 05

FOREIGN DRIED FRUITS—

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 10
" " selects "	2 85
" " layers "	2 95

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb.	0 08
" " " 3 "	0 09½
" " " 4 "	0 09½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb.	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 08
Prunes 60-70 "	0 09
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filiatras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08
Hallowee dates, new per lb.	0 05½
Figs, cooking, in toppets, per lb.	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 18
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17½
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1), per lb.	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz.	2 10

COCOA—As noted before, Baker's cocoa has been advanced to 43c. per lb.

OATMEAL AND CORNMEAL—Rolled oatmeal has been reduced to $2.10 per sack. Detailed quotations are as follows:

Rolled oats, 80 lb sacks, per sack	2 10
" 40 " "	1 03
" 20 " "	0 53
" 8 " "	0 24
Granulated oatmeal, per sack	2 35
Standard, per sack	2 35
Cornmeal "	1 70

NUTS—Prices are as follows:

Almonds, per lb.	0 15
" (shelled), per lb.	0 33
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½

Walnuts, new, Grenobles, per lb		0 15½
" " Marbots "		0 13½
" " shelled, "		0 32
Pecans, per lb	0 15	0 16
Brazils, per lb		0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 13
" white, " 5 " " "		0 25
Cayennepepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	5 11½	0 15
Ginger, In 10-lb. boxes, per lb		0 13
Mixed spice, in 5-lb. boxes, per lb		0 20
Mace, in 5-lb. boxes, per lb		0 70

WHOLE SPICES.

Black pepper, per lb		0 13
White pepper, per lb		0 25
Cinnamon (ordinary), per lb		0 18
Cinnamon (extra choice), per lb		0 24
Nutmegs, per lb		0 25
Cloves according to quality)	0 14½	0 25
Ginger, por lb		0 10
Allspice, per lb	0 08½	0 10
Mace, per lb		0 70
Mixed spices, for pickling		0 12
" 4-oz. packets, per doz.		0 75

EVAPORATED APPLES—The first evaporated apples are arriving in Winnipeg this week and the opening quotation is 8c. per lb. in 50-lb. boxes.

BUCKWHEAT— Quoted as before at $1.70 per half sack.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer has decided to hold a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

RICE, TAPIOCA AND SAGO—Prices are quoted as follows:

Japan rice, per lb., cwt. lots		0 05½
" " 50-lb. lots		0 05¾
Rangoon rice, per lb	0 04	0 04½
Patna " "		0 04½
Tapioca, per cwt	7 50	7 75
Sago, per lb		0 04½

POT AND PEARL BARLEY — An advance will be noted in prices below:

Pot barley, per sack	2 50
Pearl barley, per half sack (49 lbs)	1 75
" " sack	3 50

BEANS—White beans, hand picked, are quoted at $2.05 per bush., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

NOVA SCOTIA MARKETS

Halifax, N.S., October 23.

The local grocery markets still continue very active, there being a good volume of orders coming in and collections are fully up to expectations. Prices are pretty steady all round. Since last report sugar declined ten cents per hundred pounds in New York, but no change has taken place here. It has been the occasion for comment on the part of some jobbers that the local sugar market is quick to take advantage of any increase in price in other markets, but very slow in responding to a decline.

POULTRY—Those who ate the toothsome turkey on Thanksgiving Day had to pay a high price for it. Twenty-five cents per pound was the price asked for young birds, and there was only a small supply on the market. A few years back there were always lots of birds offered for sale at Thanksgiving, the prevailing price usually being about 15 cents. Times have changed, however, and the quantity of birds raised is very limited, the poultry raisers claiming that the birds require great care to rear, and that they are most destructive. Geese sold at 18 cents per pound and chickens at 15 cents per pound. These prices are prohibitive to the poor.

FRUIT—The recent heavy wind storm in the fruit raising districts played havoc with the orchards, and in some sections of the Annapolis and Cornwallis Valleys the ground was covered with apples, as many as one hundred barrels being blown down in some of them. As a result the market here is being flooded with poor stock, large quantities of which are being auctioned off at $1 to $1.25 per barrel. There is very little hard fruit on the market, and Gravensteins are the same as last quotation.

BEEF AND PORK—Prices rule high for beef and pork. There has been a recent advance in pork of 25 cents, and on beef about $1.25. Lard has also advanced ½c. per pound. Fresh pork by the carcass is quoted at 9 cents.

BUTTER AND EGGS—The receipts of both are very limited. Nova Scotia eggs are very scarce, 22 cents being good for fresh stock. There is a fairly good supply of island eggs on the market but the sale for them is nothing very great, the consumer preferring Nova Scotia stock if obtainable. The price of butter is unchanged. Prince Edward cheese in wholesale lots is quoted by the factories at 13½ cents, delivered in Halifax.

The receipts of Prince Edward Island potatoes are increasing, and they are now quoted at 40 cents per bushel at the wharves.

A HUSTLING SALESMAN.

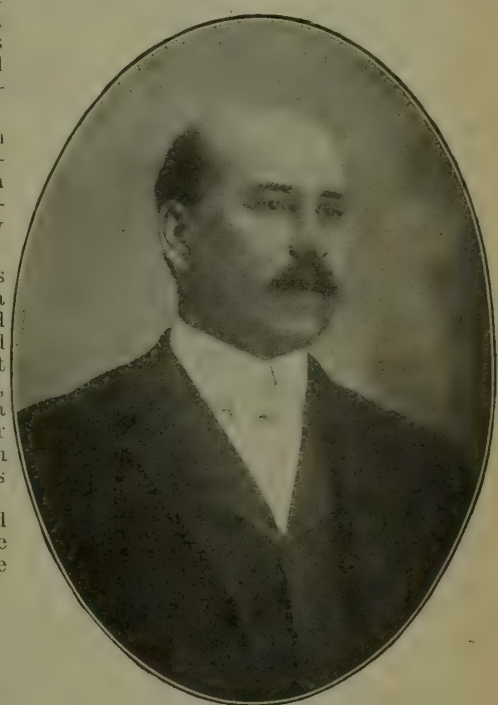
Walter C. Gaden, Apostle of Red Rose Tea in Montreal.

If the merits of Red Rose tea are not drilled into the grocers of Montreal by this time, it is not the fault of the Montreal representative of T. H. Estabrooks, Walter C. Gaden. Mr. Gaden knows everybody in the grocery trade, and everybody knows Mr. Gaden, who is popular wherever he goes.

He was born in the country where so many good people come from, Newfoundland, in the little town of Harbor Grace, being a son of the late Garland Crawford Gaden, high sheriff of the Northern District of Newfoundland. He spent the early years of his life in the country of his birth, and was educated at Roddick's Grammar School.

Subsequently he studied law for a while, but gave it up, and entered the commercial field in Montreal, in which he has since worked.

He entered the employ of John Murphy, then on Notre Dame street, where he remained for some time as a clerk. Leaving that firm he became connected with David Laidlaw, also on Notre Dame street, where he made himself a valued employe. His aspirations pointed to greater things, and he entered business on his own account, opening a retail store on St. Lawrence street, near Pine avenue. Mr. Gaden commanded a good trade, but evidently the retail trade did not meet his ideas of a good business, for he decided to venture into the wholesale field. He secured a line of washing compound, "Victorine," which is probably known in most towns and cities of the Dominion. Securing premises on St. Paul street, Mr. Gaden commenced manufacturing this powder and soon introduced it to the trade in every part of Canada. Much of his experience as a traveler was gained during the time he pushed Victorine. During the nine years he spent in selling this article to the grocers, he made



WALTER C. GADEN, Montreal.

many friends who still deal with him, but in another line.

In 1903 Mr. Estabrooks, of St. John, succeeded in inducing Mr. Gaden to take up Red Rose tea and push it with the trade. He covers Montreal and the suburbs in a manner which leaves nothing undone. Formerly Red Rose tea was but fairly well known in the city, but now there are few grocers who do not carry this line. Mr. Gaden's excellent knowledge of French, his genial personality, and his willingness to oblige, besides his knowledge of the trade, has been the means of building up a fine business for T. H. Estabrooks in Montreal and the surrounding district.

Outside of business, Mr. Gaden has any number of friends, and is always welcome at social gatherings.

Mr. Gaden fought in the Northwest Rebellion in 1885, serving in the Montreal Garrison Artillery.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months.....	17 00
"	"	"	3 months.....	10 00
60	"	"	1 year.....	17 00
"	"	"	6 months.....	10 00
52	"	"	1 year.....	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

TWO experienced salesmen wanted on a commission basis; will be given exclusive territory. A first-class contract will be made with salesmen of good address and character who can sell high-grade specialties. Address, Toledo Computing Scale Company, Hamilton, Ont.

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

SITUATIONS VACANT.

WANTED—Broom and whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 124, CANADIAN GROCER, Toronto.

TRAVELER WANTED.

WANTED for 1st of January, by a leading spice and coffee house, first-class salesman for Manitoba, Alberta and Saskatchewan. Must be thoroughly experienced and furnish best of references. Preference given to a man with present active connection. Good contract is waiting for the right man. Applications treated confidentially if desired. State full details of experiences with references to Box F.A.I., CANADIAN GROCER, Toronto. (44)

GROCERY BUSINESS FOR SALE.

ALIVE and growing business for sale; established over 20 years; in best town outside of Montreal, in Province of Quebec. Best of reasons for selling. Full particulars on enquiry. None but principals dealt with. "Old Grocer," care of CANADIAN GROCER, Toronto, Ont. (43)

BETTER THAN THE REVIEW OF REVIEWS.

It has long been the custom both in this country and England to disparage the attempts of Canadians to produce popular magazines. That the tide has turned is evidenced by the remarks of the editor of one of Ireland's leading periodicals, the Irish Monthly, who asserts that there is in Canada a magazine—The Busy Man's Magazine—which outdistances anything in the same field yet attempted in England. In the course of a long eulogy of this magazine he said: "It seems to realize the ideal that Mr. W. T. Stead proposed to himself better than Mr. Stead himself has done in his Review of Reviews. He, too, proposed to reproduce for busy people the cream of the world's magazines; but he is too original a man, he has too much of his own, to be merely a reproducer. Every page is sure to be studded with Steadisms. His magazine is not the less interesting for that, but it is the less able to give with adequate fullness the best articles of the periodicals of the previous month. The Busy Man's Magazine keeps more steadily — that is the best adverb, and the possible suspicion of a pun must not make us fling it aside —keeps more steadily to its purpose of reproducing for busy men and women the best articles from the current magazines of the world. The form, too, of the magazine is much more pleasant, of a convenient size and shape, and the type large and readable."

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GOLD STANDARD

BAKING POWDER

IS

"GUARANTEED THE BEST"

IF YOU SELL IT YOU ARE GIVING YOUR CUSTOMERS THE HIGHEST VALUE POSSIBLE, AND YOU ARE ENJOYING A GOOD, SURE, SAFE PROFIT. THE QUALITY IS ALWAYS THE SAME. "GUARANTEED THE BEST."

THE QUESTION IS

?

ARE YOU SELLING IT? IF NOT, BETTER WRITE US ABOUT IT.

The Codville-Georgeson Co.
Limited
WINNIPEG and BRANDON
MANITOBA

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

Baird's Worcestershire Sauce

Made from an original recipe, possesses a peculiar piquancy and flavor, and from the superiority of its zest is more generally used than any other sauce.

As Good as Any 90c. or $1.00 Sauce

Cases 3 dozen 6-oz., or reputed ½-pint, bottles ***75c.*** per dozen.

Terms : F.O.B. Montreal, net within 30 days, no discount.

RETURNED
Oct 26 /06
to Montreal
Cut Book No. 84
Page No. 82

Everyone Knows BON
Everyone Wants AMI

All Wholesalers from Halifax to Vancouver handle Bon Ami

Cases of 3 dozen ***$1.19*** per dozen, or ***$14.28*** per gross.

F.O.B. your wholesaler's shipping point.

Lots of 5 gross, ***$13.40*** per gross.

Delivered to any Railway Station from Halifax to Vancouver.

Terms : Net within 30 days, no discount.

THE ORIGINAL Crossed Fish Brand
Norwegian Sardines in Oil

¼-tins, in oil,	....	....	***$10.00***
¼-tins, in tomato,	....	....	***10.00***
½-tins, in oil,	....	....	***16.00***

Freight prepaid on 5-case lots to any Railway Stations and Boat Points in Canada east of North Bay, Ont.

Terms : Net within 30 days, no discount.

HUDON, HEBERT & CO., Limited

MONTREAL

The Most Liberally Managed Firm in Canada

ROLL BACON

is a good seller at this time of year.

We are offering Choice New Cured Stock.

It will pay you to order a shipment of this favorite line by mail or telegram at once.

THE PARK BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO
TELEPHONE M 3960

MINCE MEAT

It is not necessary for us to tell you dried fruits are high, you know that. But we want to tell you that in spite of that we are quoting our genuine English Mince Meat at the same price as last year. Quality excellent, none finer. Put up in pails, 6 lbs., 12 lbs., 28 lbs. and 70 lbs. Order now for Thanksgiving and Christmas trade.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Bologna Sausage

5c. in 100 lb. lots
QUALITY GUARANTEED

SAUSAGES

A Good Pork Sausage, 7c.
(IN HOG CASINGS)

Our Special—Oxford and Cambridge, 9c.; in 1-lb. cartons, 10c.

Standing orders given best attention.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

Best Of Friends

We are the best of friends with your customers because through you we are the source of provision satisfaction.

When customers see the above labels on Hams and Bacon they say, "all right! Go ahead!!"

When customers know the Sausage, Bologna, Cheese, Butter, Lard, Eggs, Etc., come from us they say to themselves : "Glad I got the right goods!"

Look for the Label

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

Produce and Provisions

CHEESE AND BUTTER BULLETIN.

An apparent weakness has recently developed on the cheese market. Late country markets have been lower, and there has been a lack of demand from Great Britain, yet the Montreal market has undergone but little change in the matter of quotations, and prices have been held quite steady, which shows clearly an underlying strength or confidence in the future on the part of the larger operators.

As the season of production is drawing to a close, and the quality of the late made goods becomes less desirable, it is only natural that those holding high-priced goods will use every legitimate effort to buy these late made goods at reduced prices. These goods must largely be carried for some time, which is expensive, when the naturally to be expected shrinkage in weight is considered, besides charges for storage, insurance and interest on money.

That the goods will be wanted later on there is no reasonable doubt; the only question is, will they be wanted at a profit? Prices are high, and if carrying charges are added, there must be a considerable advance in the future to realize a profit, say after New Year.

Statistically the situation is sound on this side of the Atlantic. Shipments have been heavy all the season and only the best quality of cheese remains in store here. Country markets are practically bare of stocks, and our total stocks in Canada are decidedly lighter than a year ago.

Against this we find larger visible supplies in British centres, and we are told that there are large lines of Summer made cheese, over-ripe and otherwise of undesirable quality. However, as these goods were probably bought by British importers at lower prices, and as there is always a demand for goods "under finest," these may yet be disposed of at paying prices.

Receipts were last week 73,891 boxes of cheese and 10,014 packages of butter, against 69,419 boxes of cheese and 15,989 packages of butter for the same week of last year, or since May 1 2,033,168 boxes of cheese and 544,662 packages of butter, as compared with 1,989,828 boxes of cheese and 690,173 packages of butter for the corresponding period of last year.

Exports were last week 60,532 boxes of cheese and 7,066 packages of butter, against 89,175 boxes of cheese and 9,851 packages of butter for the same week of last year, or a total since May 1 of 1,930,331 boxes of cheese and 353,459 packages of butter, as compared with 1,819,890 boxes of cheese and 534,346 packages of butter for the corresponding period of last year.

Receipts of cheese show an increase of 43,340 boxes and exports show an increase of 110,441 boxes, leaving a balance of 67,101 boxes less in stock in Montreal than at the same time last year. Receipts of butter decreased 145,511 packages and shipments decreased 180,887 packages, leaving 35,376 packages more in stock than a year ago.

Considering the lighter stocks of cheese in Canada this year, and also considering last year's shortage in supplies for the Winter's trade, we can hardly call present prices unreasonably high, and it is quite possible that our present holdings will after all be disposed of at a profit later on during the Winter months.

Butter is somewhat different to cheese. Our export outlet is exceedingly limited, and after the cheese factories are closed for the season there is generally more or less butter made, which may keep prices from advancing, as the quality is not good enough for keeping purposes, and this Winter made butter must be put into consumption while it is quite fresh. And as we depend almost entirely on our local trade during the Winter months, it is difficult to tell what the future prices are likely to be.

Above figures leave us apparently a surplus stock of 35,376 packages of butter, but with the cows running dry already in many sections, it is possible that there will not be much "Winter made" butter this year and then we might expect steady or perhaps even advancing prices.

PRODUCE SITUATION.

The produce situation is becoming somewhat more interesting. The deliveries of hogs last week in Ontario were heavier than for a twelve-month. The farmers seemed to smell a decline. They were not mislead either, for this week prices are down 25c. to 40c., and not very steady at that Quotations of $5.75 and $6.90 have been reported but $6 to $6.15 is the accepted level. Deliveries aggregated 35,000 to 38,000. About 30,000 of these will be marketed in England in about five weeks. They will make 5,000 boxes of bacon, and the Canadian deliveries for weeks have been averaging 2,500 to 3,000 boxes. Because of the light deliveries the prices of Canadian bacon has been held up to within a couple of shillings of Danish and Irish. With increased supplies in sight buyers are more indifferent, and the market on the other side has turned weaker. Packers here look for a pretty sharp decline in a week or so now.

The domestic situation is certainly easier, though packers are loath to admit it, and last week's prices are still quoted, and in some instances advanced. Smoked meats are, however, being shaded ½c. to 1c. Perhaps the effect of the usual tend of things has been felt more by dealers than the packers as yet. They are looking for a decline and are buying just from hand to mouth. Stocks, however, are still very light, so that the pressure to sell is not great.

OUR LONDON (ENG.) LETTER.

Canadian sellers seem to have matters pretty well their own way as far as the provision trade here in London is concerned. There is active cable demand for Canadian bacon, of which the shortage is most noticeable; Canadian butter is difficult to get, and cable quotations are exceedingly stiff. Canadian cheese is arriving in quantities which are just about on a level with the demand, possibly slightly under the consumptive demand, so that buyers are ready to get as much as they can. In fact, so long as prices are not absolutely prohibitive, the condition of affairs seems to be such that importers here will find it necessary to respond to stiff cable quotations.

Particularly in Canadian bacon is there a serious shortage. Spot holders are asking pretty stiff figures, but buyers seem to come in alright, and a brisk business is transacted. This in spite of the fact that certain large retailers are grumbling that the quality does not warrant such advances in price. It is evidently a case of "take what you can get and be thankful for it."

The outstanding feature of the Canadian butter market here is also the scarcity of supplies. Choicest quality is realizing 116 shillings, but the demand is not particularly active. Truth to say, there is a feeling of uncertainty with regard to the quality of Canadian butter that is hard to dispel. The reason for this was mentioned in a previous letter. Certain factories have been shipping mouldy stuff — it can hardly be termed butter—and the natural consequence is that the innocent are suffering with the guilty. "The fact is," an importer remarked to the writer, "Canadian shippers know how the demand stands over here, and how sources of supply are not as fruitful as is desired, and therefore they don't care what the quality is like. They think they have the upper hand." This is probably exaggerated, but at the same time it reveals the feelings of importers here and shows what they believe, rightly or wrongly, are the motives by which Canadian shippers are governed.

Stocks of Canadian cheese at London depots are about 193,000 boxes, which is a fair quantity and shows that supply is more or less on a par with consumption. Canadian shippers have, wisely as it would seem, eased their quotations a little this week. Truth to tell, retailers seem to be content to invest their money in lower grades of Canadian cheese. These are moving briskly, although the demand for choicest is inclined to be quiet. Prices are still very stiff, and quality is reported good.

CANADA'S BACON INDUSTRY.

Lord Strathcona Forwards Remarks of Produce House.

Lord Strathcona's report of March 31 on the commercial relations between Canada and the United Kingdom finds its way into this week's Weekly Report of the Department of Trade and Commerce. The export of Canadian bacon to Great Britain increased last year from £829,883 the previous year to £1,191,390.

The High Commissioner quotes "a few remarks on the Canadian export trade in bacon by a prominent produce house":

"The popularity of Canadian bacon and hams has been steadily growing in

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | Twines
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

the United Kingdom, though owing to certain conditions existing in respect of the price of live hogs the trade has not shown the expansion during 1904 which might have been expected. In the opinion of my directors, the position of the hog packing is at the present somewhat critical. It is a matter of common knowledge that for the last eighteen months the price of hogs in Canada has been out of all reasonable proportion as regards the price of the finished product in the United Kingdom. This condition of affairs appears to have arisen in Canada probably from the fact that the number of packing houses which have been established in Canada is now largely in excess of the supply of hogs in that country. Competition amongst the Canadian packers of a more or less reckless character in the buying of hogs has led to an artificial price being paid for the live hog, so that constant and serious losses have been incurred by the Canadian packers.

"There appears to be no immediate probability of any relief from this position till the raising of hogs in Canada assumes larger proportions or till the Canadian packers realize the impossibility and hopelessness of competing successfully against cheap European hogs with relatively dear raw material. If the present state of matters goes on, what promises to be a healthy and growing industry for Canada will be seriously crippled and probably be set back for some years. If the Canadian packers would combine in a friendly way, arranging to pay only such prices for hogs as would insure them a reasonable probability of making a profit on their product in the United Kingdom, the industry would once again assume a healthy state of affairs.

"The quality of Canadian bacon has continued to improve, and the British taste is undoubtedly steadily growing in the direction of Canadian produce; but what is not realized in Canada is that, however fine their bacon may be, it cannot still be considered as choice an article as is shipped from Denmark, and that without there is an advantage in the price of the large hog as compared with the Danish and Irish hog, the Canadian cannot prosper. The conditions under which the Danish hog is raised are totally different to the conditions existing in Canada, and though the Canadian hog is an infinitely superior hog for English bacon purposes to the United States hog, yet on the other hand the Danish and Irish hog is again superior to the Canadian, and this state of affairs is not likely to be changed in the immediate future.

"The present state of affairs by which packing house after packing house is being built in Canada, in the face of the fact that there is not a supply of the raw material to give such undertakings a reasonable chance of success, is bound to end in disaster sooner or later."

SOME POOR CANADIAN BUTTER BOXES.

W. A. McKinnon, Canadian commercial agent at Bristol, Eng., writes:

"I regret being obliged to record objections made to the manner in which some Canadian butter boxes are turned out. Some of these which arrive here are criticised as being very rough and badly made; in many cases the covers project beyond the boxes, so that in handling they are very apt to be broken or torn off. Other lots have arrived in a very dirty condition; the canvas covers which were originally white being described by one gentleman in the trade here as 'filthy.' It must be evident to all that in comparison with the neat and attractive New Zealand packages our own suffer considerably, even if the faulty boxes form a slight percentage of each cargo."

A LOSING GAME.

Truly the path of the commercial man is not strewn with roses to any great extent, but once in a while he has only himself to blame for his troubles. Now it came to pass while this year was yet young, that one or two retailers up in Huron County began to get their goods freight paid, a very pleasant thing indeed. Of course only one or two of the wholesale houses did business that way, and only in these special cases, and thereby hangs a tale. Pretty soon the fact began to be known to those who were not participating. Naturally they got after Mr. Commercial Man with a sharp stick, and succeeded in getting their freight paid. One man in a lakeside town collected freight for a couple of months back and then stopped doing business with the house, so it is said. At any rate, these houses find it necessary now to pay freight on groceries in order to do business at all, while those who didn't are getting the trade of the men who were "riled" at the favoritism shown.

The name "Clark" on Canned Meats is a guarantee of Quality and reliable methods of Manufacture.

Every Tin Guaranteed

No. 600—Can Opener

CUMMING'S GOODS

are

GOOD GOODS

Our strongest argument is the

HIGH QUALITY and POPULAR PRICES

of our Kitchen Furnishings

Here's a few sellers of interest. Unequalled by anything on the Canadian market

STRONG ***NEAT*** ***VERY SERVICEABLE***

THEY ARE SOLD BY ALL THE LEADING JOBBERS

Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg : 608 Ashdown Building

No. 700—Can Opener

TRURO HIGH GRADE GOODS

JERSEY
Sterilized Cream

REINDEER
Condensed Milk

REINDEER COFFEE MILK and SUGAR

COMBINED Ready to use.

Good quality for the Consumer.
Good profits for the Dealer.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Oval Wood Dishes

are the most convenient, strongest, cheapest and safest means of parcelling

HAM, BUTTER, LARD, SLICED MEATS, SAUSAGE, PICKLES, MINCE MEAT, COMB HONEY, ETC.

Oval Wood Dishes never break nor leak. They will not tip over on the scales or counter.

Made in five sizes. Don't you want some of the 18,000 stock we have ready to ship?

Just Write or Wire for Prices

GRAHAM BROS., Kinmount, Ont.

Agent for Maritime Provinces :

W. S. CLAWSON & CO.

11-12 South Wharf Street, ST. JOHN, N.B.

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—There has been an advance of half a cent in pure lard since last week, which is not surprising considering conditions which have prevailed. Pork is strong, and an advance would not be a surprise to the trade. Compound lard is scarce and prices are firm. Hams and bacon are slightly easier this week. Receipts of hogs are larger than they have been for some time.

Lard, pure tierces	0 12½
" 56-lb. tubs	0 12 0 12½
" 20-lb. pails, wood (10½)	0 12¼ 0 12½
" cases, 10-lb. tins, 50 lbs. in case	0 12½
" " 5-lb. "	0 12½
" " 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.	0 09½
" " ½-bbl., per lb.	0 09¾
" " tubs	0 09¾
Cases, 20 3-lb. tins, per lb.	0 10¾
" 12 5-lb. tins "	0 10¼
" 6 10-lb. tins "	0 10¼
26-lb. wood pails, each	1 98
20-lb. tin pails, each	1 88
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 15
Hams	0 14½ 0 15
Extra plate beef, per bbl.	12 50 13 00

BUTTER—Demand from the Old Country is nil, and with the increased receipts, and no export business, the result has been a decline of about half a cent from the highest point reached. There is a good home demand, and with a continuance of local trade a further decline is not considered probable. Stocks here are fairly large, and at present there does not appear to be any prospect of a shortage. Dairy butter is very scarce, the high price of cheese this season having diverted the milk from the dairy house to the cheese factory, which has resulted in a shortage of dairy. A good demand is reported from country points, which would indicate that stocks are none too large.

Choicest creamery, salt	0 23½ 0 24¾
Medium creamery	0 23 0 23¼
Western dairy	0 19½ 0 20

CHEESE—This week the market rules easier, there being a decline of about ⅜c. on country boards, on account of present receipts of October make, which are generally obtainable for less money. Present demand from England is very slow, and it remains to be seen whether or not there will be any improvement at the cheaper prices. Price for the best September is still held firm, holders not being willing to make much of a concession just now, so that the demand for some little time is bound to be for the cheaper goods. With the quality becoming poorer as the season advances it is natural to look for a further decline as probable.

Ontarios, September make	0 13 0 13½
" October make	0 12½
Townships, September make	0 12⅞ 0 13⅛
" October make	0 12⅝
Quebecs, September make	0 12⅝
" October make	0 12½

EGGS—Receipts of fresh eggs are practically nil and dealers are obliged to use eggs they have in storage. Complaints are made that the present prices do not warrant the taking out of storage eggs, since expenses are hardly paid, and the general opinion is that higher prices will have to come. Strictly new laid eggs will bring a fancy price today. Fresh selects are easily worth 25c. and it would be possible, in some instances, to obtain more than this. There is a little export business being carried on, a few limed and cold storage eggs being shipped. Weather in the Old Country is at present too mild to be conducive to profitable trade between the two countries, and larger shipments are not likely to be made before another fortnight at least.

Fresh selects, doz	9
Storage "	0 23 0 24
Fresh No. 1 "	0 20 0 21
Storage, No. 1, doz	0 19 0 20

HONEY—Honey is still a very scarce article, the market being very nearly bare. Buckwheat cannot be obtained under 9c., and comb honey brings 15c.

White clover comb honey	0 15
White clover, extracted tins	0 10 0 10½
Buckwheat	0 09

TORONTO.

PROVISIONS—The market continues firm and here and there more than the prices quoted are asked. Stocks are low and the lower prices for hogs and heavier deliveries have not yet affected products. Demand is reported not so good, but short stocks and the prospect of a heavy run approaching the close of navigation stave off the usual Fall decline for a time.

Long clear bacon, per lb.	0 12 0 12½
Smoked breakfast bacon, per lb.	0 16
Roll bacon, per lb.	0 12½
Small hams, per lb.	0 16
Medium hams, per lb	0 16
Large hams per lb.	0 14 0 15
Shoulder hams, per lb.	0 11½
Backs, plain, per lb.	0 17
" pea meal	0 17 0 18
Heavy mess pork, per bbl	22 00 22 50
Short cut, per bbl	23 50 24 00
Lard, tierces, per lb.	0 11½ 0 11¾
" tubs "	0 12
" pails "	0 12½ 0 12¾
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	11 00 12 00
Beef, hind quarters	8 00
" front quarters	3 00 5 00
" choice carcases	6 50 7 00
" common	5 00 5 50
Mutton	0 07½ 0 08½
Lamb	0 10½ 0 11½
Hogs, street lots	9 25 9 50
Veal	0 07 0 10

BUTTER—Quotations here are practically unchanged. One large dealer views the market as "strong," another as "easy." The fact seems to be that creamery is in good supply and dairy small. The export market for butter is weak and creamery instead of going into solids for export is going into prints for domestic consumption.

	Per lb.	
Creamery prints	0 25	0 27
" solids, fresh	0 23½	0 24½
Dairy prints, choice	0 22	0 23
" tubs, choice	0 2-	0 22
Baker's butter	0 17	0 18½

EGGS—No change appears in the situation and prices are unchanged.

Eggs (strictly new laid)	0 23 0 24
" fresh	0 20 0 22
" bakers'	0 16 0 17

CHEESE—Prices are unchanged.

	Per lb.
Cheese, large	0 13½
" " twins	0 14

FOWL—Heavy deliveries Thanksgiving eve created a slump in prices last week. The situation has greatly improved but prices are on a considerably lower level than a week ago. Most of the dressed poultry coming forward is rough. Supplies are ample and demand is not very brisk as yet.

Live Weight.

Old fowl	0 06 0 07
Ducks	0 07 0 08
Young chickens	0 08 0 09

Dressed weight.

Old fowl	0 07 0 08
Ducks	0 09 0 11
Young chickens	0 09 0 11
Geese	0 09 0 11
Turkeys, young	0 15 0 17
" old	0 13 0 15

HONEY—Quotations are unchanged.

Honey, strained, 60 lb tins	0 10½ 0 11
" " 10 lb tins	0 11
" " 5 lb tins	0 12
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb.	0 08
" " in comb, per doz	1 50

WINNIPEG MARKETS.

BUTTER—Prices are firm and further advances are expected shortly. We quote as last week:

Fancy fresh creamery, in 1 lb. bricks	0 27
Choice " " in 1-lb. bricks	0 25
Fancy creamery, solids, 56's, 28's, 14's.	0 25

CHEESE—Prices continue as follows:

Finest Manitoba, large	0 14½
" Ontario, large	0 15
" " twins	0 15½

LARD—

Tierce basis, per lb.	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 17½
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 16½
" medium 14 to 16 average	0 16½
" heavy, 20 to 30 for slicing	0 16
" heavy, skinned 2- to 30 for slicing	0 17
Picnic hams light choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	17½
" " clear bellies 12 to 14	17
Clear backs, b bacon light	16
" b bacon 12 to 14	15½
Spiced rolls, long if in stock	0 17
" short	0 14
Dried beef ham, sets	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs	0 13½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
" hocks, " "			0 05

EGGS—Produce houses are paying 18c. per dozen f.o.b. country points.

ST. JOHN, N.B.

In pork higher prices asked. Supplies hard to get. Quantity of Domestic offered is light. It brings a high price. Beef is higher and packers are not pushing sales. Pure lard is also again higher. Refined compound is held firm; supply is very light. Smoked meats are high. In fresh beef business quiet; fair values rule for the season. Much of the domestic beef is only fair quality. Lamb rather higher. Very little veal or mutton offered. Pork continues high.

Mess pork, per bbl	$23 00 $23 50
Clear pork, "	19 50 22 50
Plate beef, "	13 50 14 25
Domestic beef, per lb.	0 05 0 06½
Western beef, "	0 07½ 0 08½
Mutton, "	0 05 0 06½
Veal, "	0 07 0 08
Lamb, "	0 09 0 10
Pork, "	0 08½ 0 09
Hams, "	0 14 0 16
Rolls, "	0 12 0 14
Lar , pure, tubs, "	0 12½ 0 13
" " pails, "	0 13 0 13½
Refined lard, tubs	0 10 0 10½
" " pails	0 10½ 0 10¾

BUTTER — Supplies light. Good dairy hard to get. Prices tend higher.

Creamery butter	0 25 0 28
Best dairy butter	0 22 0 25
Good dairy tubs	0 21 0 22

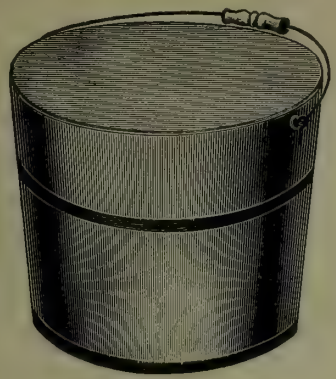
EGGS—Just a fair supply. Prices are high; no change reported.

Eggs, strictly fresh	0 25 0 30
" fresh	0 20 0 21

CHEESE—Stocks are light. Prices are high. Only twins used here.

Cheese, per lb.	0 14½ 0 15

LARD PAIL



CANDY PAIL

JAM PAIL

Cane's Newmarket Woodenware

"THE BEST PACKAGES MADE"

Manufacturers are beginning to realize the preference the consumer has for the sweet and clean natural Wood Package over the inferior Tin substitute which has recently been much in evidence and which is daily becoming more unpopular. It has been proven that they are not safe containers for food products of any kind.

This Tin article has become so unpopular that the better class of trade will not accept any goods packed in same, and this condition, apparently, is spreading very rapidly and will soon become general.

It is, therefore, of the utmost importance that you handle only packages which are in favor with the buying public and no doubt it will prove advantageous to use exclusively the Pioneer Wood Package which has stood the test for so long a time and without any objectionable features being found in them. This applies particularly to packages for Lard, Butter, Jam, Syrup, Candy, Mince Meat, Pickles, Biscuits, etc.

THERE IS NO PREJUDICE AGAINST WOODEN PACKAGES

PICKLE PAIL

Write for Quotations

UNITED FACTORIES
LIMITED

Head Office: TORONTO

FACTORIES
Toronto, Newmarket and London

BRANCHES
Montreal, London and Winnipeg

SYRUP PAIL

CEREALS AND CONFECTIONERY

Quiet Market—Car Shortage at Lake Ports—Ontario Small Miller and the Export Trade—Cereal Mills Busy.

The week past has been characterized by a fairly active trade in both grain and flour within comparatively narrow range. The car shortage at lake ports is getting serious, millers being unable to get shipments forward to their mills. The advance of the Bank of England interest rate was a setback to prices in Liverpool and authoritative information from the Argentine Minister of Agriculture to the effect that the crop was in good shape was also a bearish influence.

At the present export quotation for Ontario flour, $2.75, the small miller has about 15c. or 20c. margin, and that will not pay the cost of milling. However, it enables him to keep his mill going and as he sends only what he has left over from his domestic trade he doesn't figure more than the cost of his wheat and looks at his $45 surplus on a car as found money.

MONTREAL.

GRAIN—Oats are easier this week, prices being slightly lower, but otherwise the market is uninteresting. Corn is also a little easier, and is now quoted at 57c.

No. 4 barley, store	0 52½
Feed barley, store	0 51½
No. 2 white oats "	0 41
No. 3 white oats "	0 40
No. 4 white oats "	0 39
No. 3 yellow corn "	0 57
No. 2 peas, basis 78 per cent. points	0 74

FLOUR—Business continues brisk at unchanged prices. Considerable export trade is being done, while orders for home consumption are quite good. At the time of writing the wheat market is slightly easier, but millers are inclined to believe that this is only a slight reaction which will not amount to much.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 00	2 10
Five Roses		4 60

ROLLED OATS—There has been no change in the situation since last week. Prices rule unchanged. Demand is fair to good.

Fine oatmeal, bags	2 20	2 40
Standard oatmeal, bags	2 40	2 50
Granulated " "	2 40	2 50
Rolled oats, 90-lb. bags		2 30½
" 80-lb. bags		2 07½
" bbls.		4 90
Choice boiling peas	1 00	1 10

FEED—Bran and shorts are very scarce, and higher, this week. It is thought probable in some quarters that prices will ease off within the next couple of weeks. Mills which have been shut down for a month or so have now opened up, and their output may have the effect of increasing supplies, and thus lowering the price. Others say that the mills are quite sold up, which would not be surprising under the circumstances. A good demand exists for mixed feeds.

Ontario bran	19 00	21 00
Ontario shorts	22 00	22 50
Manitoba shorts	21 50	22 00
" bran	19 00	19 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—The market is quite without feature. Nothing of importance has developed since last report. Farmers are selling some of their holdings, but no large transactions are being made. Dealers complain of the shortage of cars in the country, which makes it difficult to obtain shipment for any lots bought.

In the Old Country the situation remains practically the same as it was last week. Quotations are still 72s. to 73s. c.i.f. Liverpool.

No. 1	12 00	12 50
" 2		11 50
Clover mixed	10 50	11 00
Clover, pure	10 00	10 50

TORONTO.

GRAIN—The week has been quiet. Prices for western wheat declined a cent and a half but are firming up again. Millers have been opposed to stocking up, believing in a probability of lower prices between now and the close of navigation.

(F.o.b. Georgian Bay points.		
No. 1 hard	0 82½	0 83
Manitoba wheat, Northern No. 1		0 81
" " " No. 2		0 78
" " " No. 3, nominal		0 76
Red, new " per bushel, 78 per cent. points		0 71½
White, new " " " "	0 71½	0 72
Mixed, new " " " "		0 71
Spring, nominal " " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No. 2, "	0 49	0 50
" No. 3x, "		0 47½
" No. 3, "		0 45½
Oats, white "	0 35½	0 36
" mixed "	0 34½	0 35

FLOUR—There is a slightly easier tone to the market, but prices are practically unchanged. The domestic trade

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

STEVENS & MILLER,
126 Board of Trade, Montreal.

Mill Feed always wanted.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

CARAMEL CEREAL

The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.

It is fragrant, rich in color and flavor, and has good body.

WRITE FOR STOCK TO

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.

Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

The Security of Your Business

DEPENDS ON YOUR ORDERING ABILITY. SECURE GROCERS ALWAYS STOCK OUR

POT AND PEARL BARLEY

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

All that Rolled Oats should be. Quotations given delivered at any Railroad station in Canada.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

TO BE MEMORIZED

SWISS FOOD

Is made out of the best Ontario white wheat.

SWISS FOOD

Was the first package breakfast food in Canada.

SWISS FOOD

Yields the grocer twenty-five per cent. profit.

Twenty-four three-pound packages to case

Manufactured by

P. McINTOSH & SON

TORONTO, CANADA

Manufacturers of "Beaver" Oats, "McIntosh's Crown Brand" Rolled Oats, etc.

CANADA FLAKES

10c.

"English" Canada Flakes

Larger than any 15c. package on the market.

Coupon for Silverware in every packet.

$2.85 per case.

25c.

"Household" Canada Flakes

Every package contains a piece of beautiful chinaware or tableware.

Most successful advertising scheme.

Brings you constant customers.

$5.00 per case. $4.90 in 5-case lot.

The most nutritious, crispiest, best toasted food made

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., Limited

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060.

Phone in your Orders at our expense.

MONEY IN IT FOR YOU

There is money for you, Mr. Grocer, in handling the very best brands of Flour that you can buy. You can't afford to handle poor Flour—it gives your store a bad reputation and spoils the sales of your other lines.

You can absolutely rely upon the uniform quality of

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Ground in an up-to-date mill from the best Manitoba hard wheat grown near the "Wheat City."

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our agents

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL

Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Profitable business bringing, trade holding lines.

Lines that will in themselves by their neat appearance, their self-evident quality command attention and entice enquiry from your customers.

These are the lines that are profitable to handle, as they carry the minimum of expenses in selling and so develop the maximum of profit. We have not been satisfied until we could say as we do to-day, that Ozo goods are as good as the best anyhow, anywhere, anytime. Each department is in charge of an expert, the best man we could find and we have been to England, France and the United States for men of experience and reputation in their line.

Our packages and labels are as wholesome, neat and attractive as it is possible to get them.

If you are not as yet handling a line of our products include an order for our goods next time you are buying from your wholesaler. Our guarantee protects you from losing and you will gain increased trade and better profits.

The OZO CO., Limited

MONTREAL

THAT TINNY TASTE
in some Jams
DRIVES CUSTOMERS AWAY

Not so with

WAGSTAFFE'S JAMS

because the tin pails are gold-lined, which prevents the jam coming in contact with the tin. : : : : : This "between the two" is your safeguard for sales, your customers' safeguard for health. : : : : : Don't sell tinny tasting jam — sell

WAGSTAFFE'S

pure, rich, beautiful color jam.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited

HAMILTON, ONT.

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

The name of

MOTT

On Your **Chocolate**

means more to you and your customers than an empty phrase

It signifies **ALL** that is Pure and Good.

Ask your jobber for

MOTT'S

"DIAMOND" and "ELITE" brands

All jobbers sell them

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

Larger Profits

as well as better satisfied customers will be yours if you sell Suchard's Cocoa this year, in preference to other brands.

Your customers will be better satisfied with it, because it has a distinctive, delicate, yet rich flavor, which no other cocoa can equal.

When you sell a pound of

SUCHARD'S COCOA

you make a larger profit, in cash, than you make on an ordinary, cheaper brand.

Thus you can please your customers better, and consequently sell more cocoa, at a better profit per pound, by making a leader of Suchard's.

Write for price list and full particulars. We will gladly send you a sample, so that you can test it for yourself.

Canadian Depot

FRANK L. BENEDICT & CO., Montreal

MITCHELL & SAUNDERSON, Winnipeg, Man.

continues active but export business is a little slow. The export price for Ontario flour is still about $2.75.

Pure winter wheat, per bbl in sacks	4 00	4 25
85 per cent. patents " "	3 70	3 80
Straight roller " "	3 65	3 70
Blended	3 80	3 90

CEREALS—Millers report a good export demand, and active domestic trade at unchanged prices.

Rolled wheat in boxes, 100 lbs.	nominal	2 25
" " 50 lbs.	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 25
" " " " in wood	"	4 50
" " for broken lots in wood	"	4 75
" " broken lots in bags	"	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 80
" " " in bags	"	4 55

NOTES

Two travelers now cover the Maritime Provinces for the Western Canada Flour Mills Co., R. W. Tilton in New Brunswick and Thos. Flannigan in Nova Scotia and Prince Edward Island. Both are doing a good business.

BROKERAGE CHANGE.

John A. Cheyne, manufacturers' agent, Winnipeg, has joined the firm of Buchannan & Gordon, of that city. Mr. Cheyne takes over to Buchannan & Gordon his strong line of agencies and is now busy pushing for business. He returned last week from a trip to Vancouver in the interests of his firm.

The stock of Wilbert Forshee, Dresden, has been sold.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canad

"WALKER BIN" COUNTERS

No. 2 COUNTER.

Our **No. 2 WALKER BIN COUNTER** has two rows of full glass display bins in front, 7 bins to row in 10 ft length. The rear is fitted with open spaces for the storage of goods that sell on the 'brand' and do not need to be displayed.

There is no better silent salesman for the Grocer

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representatives:

MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask.

High-Grade Japan Teas

In Pound Lead Packages

We have imported this year some of our famous

"OWL CHOP"

Japan Teas, packed in 1 lb. (air tight) lead packages, and a trial ORDER will convince you that there is nothing as good offered in CANADA.

OWL CHOP No. 1 H/C 80x1 lb. 36c. lb.
OWL CHOP No. 4 H/C 80x1 lb. 30c. lb.
OWL CHOP No. 50 H/C 80x1 lb. 26c. lb.
OWL CHOP No. 100 H/C 80x1 lb. 24c. lb.

TERMS—3% 30 DAYS.

We prepay the freight on 3 cases or over in Ontario and Quebec.

ASK FOR SAMPLES.

L. CHAPUT, FILS & CIE.

Tea Importers

2, 4, 6 and 8 DeBresoles Street, :: :: :: MONTREAL

When you buy

UPTON'S

Jams
Jellies *and*
Orange Marmalade

You buy something that is easy to sell again.

The consumer appreciates the quality of

UPTON'S GOODS

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

DUNN PORK FACTORY FOR SALE

Sealed tenders marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on Monday, 19th November, for the factory buildings, plant and premises and goodwill of the F. B. Dunn Packing Company, Limited, situated on the line of C.P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property; also a supply of ice now in store, sufficient for the ensuing season's operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Barnhill, Ewing & Sandford
Solicitors.

Dated at St. John, N.B., 5th September, 1906.

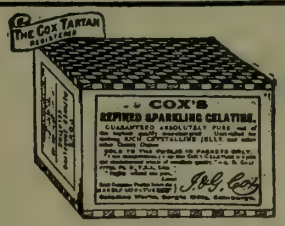
Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE

CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.



Known and Loved for SIXTY YEARS

COX'S GELATINE

needs no introduction.

It is one of the old institutions of all English-speaking lands.

PURITY and STRENGTH are the watch-words of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

"Handle With Care"

That should be labelled on every grocer's biscuit trade as well as on the biscuit cases.

A grocer who sells biscuits without being sure of their history tampers with customer's confidence and may lose all.

are as safe as the sun, as pure as the air, as profitable as a gold mine.

Take care to sell "**PERFECTIONS**" all the time.

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada.

OUR RECORD
is "Best Essence Makers"
ORDER
Shirriff's Flavoring Essences
and you get record goods.
Always sell ***Shirriff's.***

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

The English hall-mark of Quality—**Holbrook & Co.**

HOLBROOK'S
GENUINE Worcestershire
SAUCE

Has the Largest Sale in the World

HOLBROOK'S LIMITED, Canadian Branch, 28 Front St. East, **TORONTO**
MANAGER, H. GILBERT NOBBS

VINEGAR
PURE MALT

Unequalled for pickling or table use.

Supplied under contract to the British and Indian Governments.

VINEGAR
PURE MALT

A perfect product from a perfect plant.

Gives satisfaction wherever used.

Repeats always follow.

WHITE, COTTELL & CO., LONDON, ENG.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
18 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 18 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

J. H. GAITSKELL & CO.
PROVISION MERCHANTS, LIVERPOOL,
invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

OSWALD MURRAY & CO
Merchants and Manufacturers' Agents
53 Gracechurch Street, London, England
Are open for Agencies for Canadian produce (fruits, pulps, &c.) such as are used by Confectioners and Jelly makers, and are in touch with all these firms in the United Kingdom. First-class references.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

HAMILTON WICKES & CO.,
Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL.
Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

NOVA SCOTIA FRUIT PRODUCTS.

(Continued from last week.)

Results in England.

A cable from Northard & Lowe, of London, gives the prices realized at the sales of apples on Saturday last ex steamer Halifax City, from this port as follows: "Gravensteins, 14s. to 17s.; Ribstons, 15s. to 18s.; Blenheims, 1s. to 19s. Many Gravensteins, spotted, and in an unsatisfactory condition."

J. W. Bigelow, superintendent of the horticultural department at the recent Dominion Exhibition, said that the exhibit of fruit was the largest ever shown in Canada. He stated that there were 5,000 crates and jars on exhibition, of fruits from all over the Dominion. This Dominion-wide competition was a feature of this year's exhibition. Perhaps the lack of such competition in former years had led some people to the opinion that Nova Scotia stood alone in fruit raising capacity. Now this was dispelled and another good effect was secured, that of proving that the product was equal, and superior in many cases, to the productions from other parts of the Dominion.

Swept the Board.

It is gratifying to note in this respect that the main prize, the Canadian sweepstake, donated by the Dominion Government for competition among the different provinces, was carried off by Nova Scotia. There were but two entries, Nova Scotia and Ontario, and the value of the prize was $60. The Ontario exhibits, which were highly creditable to the great province whence they came, were in charge of J. F. Bunting, president of the Ontario Fruit Growers' Association. The Nova Scotia fruit shown was superior in color, if not quite as large, to the other competitors.

The Dominion Government display, which was in charge of Professor Macoun, of Ottawa, was very fine.

There was also in this building a splendid exhibit of the fruits gathered by the Nova Scotia Fruit Growers' Association, with a display of the medals won by members of that association during the last thirty years. In grapes and peaches the Province of Ontario took the lead, but this province was superior in all other respects.

Some of Canada's Wealth.

A word of praise is due the veteran superintendent, Mr. Bigelow, for the splendid and effective display made. Mr. Bigelow has been in charge of this branch since he has been a member of the Commission, and he brings to the discharge of his duties a strong practical knowledge. He had George F. Johnson, late Dominion statistician, prepare a table of facts and figures relative to the agricultural wealth of the Dominion. This table, in large print, was displayed in a most conspicuous portion of the building, and it conveyed to many information hitherto unknown of the marvellous resources of the Dominion. Some figures are appended:

Canada contains 3,613,819 square miles of land, and 125,755 square miles of water. The yield of apples yearly is 16,120,000 barrels, valued at $24,000,000; 600,000 bushels of plums, $1,000,000; 550,000 bushels of pears, $1,500,000; 25,000,000 pounds of grapes, $1,000,000; strawberries, etc. Bushels of wheat, 113,000,000, value $65,000,000; bushels of oats, 236,000,000, value $72,000,000; barley, 26,000,000 bushels, value $20,000,000; other grains, 57,000,000, value $30,000,000; 1,000,000 tons of hay, value $8,000,000; bushels of hay, value $8,000,000; bushels of potatoes, etc., 135,000,000, value $34,000,000.

An Expert's Views.

Professor Craig, of the New York State College of Agriculture, considered one of the best fruit judges in the world, did the judging. Mr. Craig is a Canadian, having for eight years been Dominion Horticulturalist at Ottawa. Of the exhibit at Halifax Mr. Craig said:

"It was my privilege to judge the fruits at the Provincial Exhibition six years ago, and I am free to say that if the same improvement has taken place in orcharding methods and in the packing of fruits, as is manifest here by this greatly improved exhibit over the display which I judged some years ago, then it certainly speaks volumes for the substantial development of the fruit industry of the province.

"Nowhere else in the Dominion," continued the professor, "can one find such fine, well-grown specimens of the high quality, good old-time varieties like Blenheim pippin, Ribston pippin and Gravensteins. These varieties ripen too early for the export trade when grown in the famous Niagara Peninsula, and Nova Scotia has a small part of British Columbia alone as competitor in the production of these high-class varieties so much in demand in the British market. These fruits are pre-eminently Nova Scotia products."

Mr. Craig deprecated the growing of the relatively low quality apples of the middle southwest. It seemed to him a perversion of the natural resources and possibilities of the climate and soil of Nova Scotia to attempt to compete with the orchards of Missouri and Arkansas in growing Ben Davis and the like, when the province was so admirably adapted for the production of a much finer grade of fruit which could not be successfully cultivated in the west. The color and finish of the apples and the fruits is unusually good this year, and should make an excellent impression upon European purchasers.

Professor Craig commended the attention which the fruit growers were paying to the very important question of packages and methods of packing. "At this juncture these problems are of paramount importance," he said. "The style of package and method of packing independent of grading, which is, of course, a fundamental proposition, are influencing the sale of our orchard products more and more each year. The samples of apples packed in boxes and barrels at the recent exhibition illustrated the rapid advancement made in this department in recent years. Nova Scotia fruit-growers are keeping up with the procession in these things and no part of the fruit exhibit has more of educative value than this feature in the present exhibition."

CHRISTMAS NOVELTIES.

Big Business Built Upon a Passing Sentiment.

Among the curious trades in the world is surely that in what for a better or more definite term are called Christmas novelties. There are five seasons for them, Christmas, Easter, Thanksgiving, Hallowe'en, St. Valentine Day, St. Patrick's Day. That, too, is about their order of importance. This applies chiefly to fillers for confectionery. They are infinite in their variety. Santa Claus has a proprietary interest in all toys, but they are scarcely novelties in the ordinary sense. The staple novelty if that be not too Irish, is crackers. A bit of sand paper a pinch of gun powder and a prize enclosed in a little barrel of paper with notched edges; simple enough, but they have trimmings and they cost anywhere from 15c. to $10 a dozen. Crackers are in demand all the year round.

Confectionery fillers are made almost entirely in Germany, and the raw material for most of them is paper mache and the form and coloring of pretty nearly everything in the heavens above the earth beneath and the waters under the earth is imitated with wonderful precision.

The Japanese, too, have a product that is popular in occidental markets. It is fibre boxes with hand painted silk covers. These are made in the homes of the people. The painting is wonderfully true in form and color and many of these covers if painted by local artists could be prized as art treasures. Yet the boxes wholesale here, are as low as 15c. Filled with candy they sell at a price—well the price of the candy.

Some biscuit makers put out a line of Christmas boxes or tins that are exceedingly attractive. Some of the things imitated are, a pile of Dresden plates, a globe, a small octagonial Syrian table or stand, a work basket, a letter box and boxes and caskets of many shapes.

CRANBERRIES
Stock Extra Fine
ALMERIA GRAPES
CALIFORNIA LEMONS
NEW DATES, FIGS, NUTS
SWEET POTATOES
ONIONS
Spanish and Domestic

LET US HAVE YOUR ORDERS

McWILLIAM
Mc. AND E.
EVERIST

Florida Oranges are turning out very fine, good color and sweet. Demand is excellent. Have cars arriving every few days.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

No Very Marked Changes in the Market This Week— The Apple Situation—Canadian Export Backward Waiting for Consumption of European Crop.

One of the Toronto wholesale fruit firms says this week: "Florida oranges are so far very poor, and we are selling Jamaicas in preference." The reason for this, it seems, is that first shipments of Floridas are usually sour, and it is yet early in the season. They are said to be improving rapidly, however. The Mexican crop, which always has a good sale here, will begin to arrive in another three weeks. Grape fruit shows good quality, and there appears to be lots of it. In this case it is the Florida article which is preferred, Jamaican grape fruit being poorly packed, and seldom arriving in as good condition as that from Florida. First shipments of Almeria grapes, from Liverpool, are said to be the finest in several years. Importations this year via New York are lessening, and those coming direct to Canadian ports, or via Liverpool, are steadily on the increase. Cranberries are still one of the main features of interest in the Toronto market, and although some dealers are adhering to old prices, it is simply for the sake of a temporary profit through large sales, and it is said that it will be impossible to sell next shipments at less than $9.75 per barrel.

In the apple export market, Fred Barker gives the following figures: Apples exported during week ending October 20, 1906, from Canadian ports, 38,593 barrels; from United States ports, 56,307 barrels, making a total of 94,900 barrels, compared with 104,668 barrels for the corresponding week of 1905. The season's total to October 20 amounts to 138,210 barrels, compared with 702,820 barrels for the same period last year. The apple crop in Great Britain and continental Europe is said to be one of the largest in years, and it is thought that Canadian and United States shippers are holding back in the hope of better prices when this product is exhausted. The world's available supply of apples is declared to be the largest yet produced.

MONTREAL MARKETS.

GREEN FRUITS — Active trade is passing in all lines of fruit at present. Prices are firm and upward in tendency, there being several changes to note this week. New figs are quoted as high as 14c. Cape Cod cranberries are considerably higher than they have been since the season opened. Anything between $10 and $12 is obtainable for barrels. The Canadian variety is quoted at $8. Apples are commanding the greatest attention in fruit circles. Export business is fair, but local trade is excellent. Prices run between $2.25 and $4 a barrel. Pears in boxes have been advanced to $3.25, while barrels are now quoted. the figure asked being from $5.50 to $9 according to quality.

Late Valencia oranges, per box		4 50
Dates, per lb		0 04½
Bananas, fine stalk		1 75
" jumbos	2 00	2 25
Cocoanuts, per bag of 100		3 75
Pineapples	5 75	6 00
Apples, bbl	2 25	4 00
Lemons		7 50
Limes, per hundred		1 25
Peaches, per box	2 00	2 25
Plums, "	1 25	1 75
Pears per box		3 25
Pears, bbl	5 50	9 00
Jamaica oranges, per bbl		5 00
New figs, per lb	0 09½	0 14
Cranberries, Cape Cod, per bbl	10 00	12 00
" Canadian, bbl		8 00
Florida grape fruit, box		3 50
Jamaica grape fruit, box		6 00
Canadian pears, per basket	0 60	0 75
" peaches "	0 80	1 00
" grapes, per basket	0 20	0 35
Almeira grapes, per bbl	4 50	5 50

VEGETABLES—Dealers are quite satisfied with the amount of business they are doing. Local account is good, while shipments to all the river ports between Montreal and Quebec are quite worthy of consideration. Red onions are now on the market, and are selling at $3.50 a barrel. Good business has been done in this line since it made its appearance on the market. Tomatoes in boxes are no longer offered. There is a scarcity at present, few lots except from the west being obtainable. Baskets are still offered at 75c., but the quality is not so good. Imported cucumbers are selling from $1 to $3 per dozen. The potato market this week is in a little better condition. Prices asked are from 75c. to 90c. a bag. Sweet potatoes are not enjoying very good sale, only fair trade being transacted. Corn is no longer obtainable.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Green peppers, per half bbl. basket		1 25
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 75
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		1 00
Spinach, per bbl		2 00
Spinach, box		0 35
Cucumbers, per doz	1 00	3 00
Celery, per doz		0 60
Potatoes, per bag	0 75	0 90
Jersey sweet potatoes basket		1 75
" barrel		3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate		2 50
" 56 lb cases		0 90
Red onions, bbl		3 50
Beets bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		3 00
Green beans, "		3 00

FISH—Dealers report excellent business. The present weather is conducive to active trade in this line. The feature of the market is the continued arrivals of kippers, bloaters and haddies, in smoked fish. Supplies are coming forward rapidly, but prices are firm. Dealers are well supplied with cod and haddock, prices for which are lower this week. Salmon are scarce and high, while there is very little halibut obtainable, and no price is quoted. Arrivals of green cod are not so large as anticipated, but supplies are adequate to fill all orders. Labrador salmon is now arriving in good quantities, which rather relieves the situation, for British Columbia salmon is scarce. Stormy weather has had the effect of sending up oyster (bulk)

prices. At present $1.50 is asked for standards. Malpeque and Buctouche oysters are firm in price, and may go higher. Stocks are fairly large.

Fresh haddock, express, per lb		0 04
Fresh steak cod " "		0 05
" halibut " "		....
Lake trout " "		0 08
Sea trout, " "		0 12
Flounders, " "		0 10
Grass pike, " "		0 07½
Dore, per lb. " "		0 10
Mackerel, large, " "		0 10
Small sturgeon, " "		0 08
Gaspe salmon, chilled, per lb		0 16
Fresh frozen fish—		
Dore, per lb		0 08
Smoked fish—		
New kippered herring, per box		1 18
Yarmouth bloaters, per box		1 25
St. John bloaters, "		1 10
New haddies, in 15-lb boxes, per lb		0 07
Smoked herring, in bundles, per box		0 12
Oysters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, per gal.		1 60
Oysters, barrels	6 00	9 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless cod, " Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Scotch cured herring, 25 lb. kits		1 00
Salt and pickled fish—		
Labrador herring, per bbl		5 50
" " No 1 N.S. herring, bbls		5 00
" " No. 2 " half bbls		2 75
" " per half bbl		3 00
" salmon—		
" " in bbls		12 50
" " in ½ bbls		6 75
Mackerel, per pail		1 75
No. 1 green cod, in bbls, per 200		7 00
Small. " " "		5 00

TORONTO.

FRUIT — Domestic grapes are still coming in, and prices remain the same as last week, with the exception of Rogers, which are advanced to 35c. Shipments of new Messina lemons are expected next week. Although cranberries remain the same per barrel, the price per crate shows some advance. Bananas are plentiful and prices are lower, while oranges are again higher.

Oranges, late Valencias, 96's, 126's, 250's, 288's, 324's	4 50	5 00
" Jamaicas, per barrel		5 50
" " box	3 00	3 50
" Florida, 126s-216s	3 50	3 75
Grape fruit, 54's, 64's 80's		5 00
Lemons, Verdillis, boxes	6 50	7 50
" Californias, boxes		10 00
Limes, per crate	1 00	1 25
Apples, Fall, per bbl.	2 00	2 50
" Fancy snows, per bbl	3 00	3 25
" Spies XXX, per bbl		....
" " XX, per bbl		....
" Baldwins, XXX, per bbl		....
" " XX, per bbl		....
" other Winter varieties XXX, per bbl		....
" " " XX, per bbl		....
" farmers', per bbl		....
Bananas, per bunch	1 65	2 35
Red bananas per bunch	2 20	2 50
Plums, Idaho, 4 basket crates		1 15
Peaches, per basket	0 65	1 00
Pears, per basket	0 40	0 75
Grapes, small baskets	0 25	0 35
" Almeria, per barrel		6 00
Chestnuts, per peck, $1.75, per bush.		6 50
Crabbs, per basket	0 30	0 40
Cranberries, per barrel		9 00
" crate	3 15	3 50

VEGETABLES—Ontario potatoes are still scarce, but are offered by some dealers at the same price of 75c. per bag. Canadian onions are a little more plentiful. Greenhouse lettuce, at 30c., is beginning to drive out the remnants of the garden-grown. Tomatoes are scarcer every day, but what do come in are of good quality. Supplies of cauliflowers are also lessening, and a rise is looked for.

Potatoes, Delawares, per bag		0 80
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks		2 50
" per basket		0 60
" 3 bushel		3 25
Onions, Spanish, per large case		2 50
" " small case	1 00	1 15
" Yellow Danvers, bags	1 00	1 15
" Canadian, per bag	1 00	1 15
Cabbage, new Canadian, per bbl		1 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 30
Radish, per doz	0 20	0 25

NEW LEMONS

Our first shipment of genuine New Messina Lemons consisting of **One Thousand Boxes** is **Due in Toronto Monday Morning.**

The Celebrated "Home Guard Brand" 300s and 360s

Nuts For Hallowe'en

We carry a full range, Pecans, Brazils, Walnuts, Peanuts, Chestnuts, Filberts, Almonds.

White & Co., Limited

Hamilton Toronto

THEY'RE SWEET --- FLORIDA ORANGES

This information is not for the benefit of Dealers who are already handling Floridas this season. They know they're just what is wanted. It's intended for you, "Mr. Dubious," who think that "SOUTHERN BELLE," "COON" and "GLOBE" are not yet mature and sweet enough. Take heed—try them—they're fine.

W. B. STRINGER & CO., Sole Agents - Toronto

HEADQUARTERS FOR FISH AND OYSTERS

Fresh, Frozen, Salted or Smoked

Write us for price list. We will put your name on our quotation list and keep you posted on prices each week.

THE F. T. JAMES COMPANY, Limited

Wholesale Fish and Oyster Distributors

76 Colborne Street, TORONTO

Malaga Grapes, New Figs, ETC.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

YOUR CONSIGNMENTS OF POULTRY (DEAD OR ALIVE), BUTTER AND EGGS SOLICITED

CALIFORNIA LATE VALENCIAS

FOR FANCY TRADE

The only Sweet Orange on the market at present.

Our last car **EXTRA FANCY "GOLDEN ORANGE."**

Brand **VALENCIAS** due now, very desirable sizes and prices reasonable.

Let us have your orders

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT,

I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG

Mushrooms, 1-lb. boxes, per lb	0 75	
Beans, white, prime, bush	1 60	
" " hand-picked, bush	1 75	
" Lima, per lb	0 07	0 07½
Tomatoes, Canadian, per basket	0 35	0 40
Watercress, per doz bunches		0 25
Egg plant per basket		0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 30
Mint, per doz	0 15	0 20
Cauliflower, per doz	0 75	1 25
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Spinach, per bushel		0 40
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Oyster plant, per doz bunches		0 40

FISH—Fresh caught haddock is reported to be scarce, owing to recent storms, and mackerel is none too plentiful, presumably for the same reason. Canadian lobster is no longer obtainable, which compels the importation of all supplies in this line, and a consequent rise in quotations. Brook trout are no longer quoted, the close season having begun.

Fresh halibut	0 13	0 15
Haddock, fresh caught, per lb	0 06	0 06½
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 08
" medium, per lb		0 04
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb		0 08
Oysters, per gal		1 75
Labrador herring, per half bbl		3 25

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

FINKLE & ACKERMAN

BELLEVILLE ONT. and BOWMANVILLE ONT.

DRIED APPLES

Highest Prices paid.

EVAPORATED APPLES

Chops, etc.
Quality Guaranteed
Correspondence Solicited.

COLLIER BROS., NAPANEE, ONT.

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.

LOBSTER PACKERS

HALIFAX, N.S.

Shippers of

Live, Boiled and Canned Lobsters and Dry and Pickled Fish

CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

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Page No. 92.
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WHICH ?

Every Grocer in Canada has the opportunity to choose between safely-guarded business and loosely-guarded business.

To buy JAMS and JELLIES without insisting they have the Purity Label is guarding business with a loose rein.

To buy JAMS and JELLIES insisting they have the Purity Label is guarding business with a tight rein.

I want grocers who are looking after their own interests, not mine, to write me.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smiht, Halifax, N.S.

E. D. Smith's Fruit Farms, *Winona, Ont.*

WINNIPEG.

GREEN FRUIT AND VEGETABLES—Local fruit houses are advising their customers that Niagara grapes will be off the market in a few days. Fancy Snow apples are now in stock. We quote :

Apples.	
J nathan Apples, in boxes, per box	2 00
Fancy famuse apples, per bbl	5 00
Snow apples, per bbl	4 50
Ontario fall apples and greenings, per bbl	3 50
Ten cents off 5 bbl. lots.	
California Oranges (Valencias), 25's 288s, per case	5 50
" lemons, 300s-360s, per case	10 00
Washington pears per case	3 00
Cranberries, Cape Cod, per bbl	10 00
Bananas, per bun	3 00
Ontario Basket Fruit.	
Ontario grapes, blue and green, per basket	0 30
Rogers' red and black, per basket	0 35
Tokay grapes, per case	3 00
Vegetables.	
Manitoba celery, per doz	0 40
Native onions, per lb	0 02½
Spanish onions, per crate	1 00
Sweet potatoes (Bell brand), per bbl	6 00

FROZEN FRESH SALMON.

Demand Good in England—Siberian Competition a Factor.

J. B. Jackson, Canadian commercial agent at Leeds, Eng., giving information about the frozen fresh salmon trade, says :

"Not only is there a large demand in this district for the canned salmon from British Columbia, but there is also a growing trade in frozen salmon from British Columbia, which has been arriving in England in excellent condition, and is quite as good as the best Scotch salmon, which readily brings 60 cents per pound.

"The development of this trade in frozen salmon has been so gratifying that competitors are now in the field, and two British steamers of large refrigerating capacity are being employed. These vessels were specially built for the Argentine frozen meat trade, but they are now in Nicolaivsk, a port at the entrance of the Amur River in Siberia, where the fish, immediately on being caught, will be placed in the ships' holds and kept in a frozen state until the cargo is completed.

"The Siberian salmon from the Amur is stated to be equal in size and quality to the British Columbia variety. The fish are to be brought to England whole, and if the venture realizes expectations, the number of steamers engaged will be increased."

ORDER EARLY—PACKING NOW

"DUFF'S" LABRADOR HERRING

ABSOLUTELY THE FINEST LABRADOR'S EVER SENT TO CANADIAN MARKET
PACKED IN SPECIAL BARRELS WITH

GALVANIZED HOOPS

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Labrador Herring Station, Bay of Islands, Nfld.

Selling Agents—A. H. Brittain & Co., Montreal. H. S. Connor, Winnipeg, Man,

DOMINION EXHIBITION

The exhibit that was awarded the Gold Medal given by the Canadian Bank of Commerce was that of the Halifax Cold Storage Co., Limited. The Package Fish in this exhibit were our **H. F. Co.**, **Scotia** and **Chebucto** brands. They are the best.

HALIFAX FISH CO.

LIMITED

Head Office: HALIFAX, CANADA

Works—DARTMOUTH, N.S.

Fishing Plant—Mutton Bay and Mecattina Island, Labrador.

SELLING AGENTS:

Pyke Bros., Halifax, N.S.
John A. Moir, Montreal, P.Q.
Anderson, Powis & Co., Toronto, Ont.
Robert Stewart, Quebec, P.Q.
F. Grierson, Ottawa, Ont.
Alfred Powis, Hamilton, Ont.
Wm. G. Coles & Co., London, Ont.

Traveling Agent: H.T. Graham, Montreal, P.Q.

See our nearest agent for prices, etc., or write us direct.

HERE AND THERE WITH THE TRADE.

(Continued from page 24.)

Herbert Stuckey, Orton, is advertising his business for sale.

Paul Ethier, Montreal, has assigned to Napoleon St. Amour.

R. Watson, general store, Birnie, Man., has sold to McKay & Denny.

J. T. Dawson has bought the general store of Paupst Bros., Francis, Sask.

J. A. McGuigan has bought the general store of John H. Campbell, Melbourne.

W. J. Hart, grocer and druggist, Newboro, is advertising his business for sale.

The mortgagee is in possession of D. J. Downey & Co.'s general store, Alliston.

A. E. Simpson & Co. have bought the general store of Edward Foulger, Cainsville.

Castile soap has advanced another ¼c. and indications point to still higher prices.

Stewart & Anderson, Maryfield, Sask., have been succeeded by Kennedy & Anderson.

Napoleon Hebert, Thetford Mines, has assigned. V. E. Paradis is provisional guardian.

Arthur Brown, Unionville, was in Toronto last week calling on the wholesale trade.

Walker & Hurlburt, of Thornbury, Ont., have offered to compromise at 50c. on the dollar.

A. P. Tippet & Co., Montreal, have a shipment of Spanish onions due to arrive on the Bellona.

W. E. Medland, Queen street east, Toronto, is spending a three week's holiday at Jersey City.

Allan Deans, of Deans & Walker, grocers, Galt, is building himself a very handsome residence.

Nineteen head of cattle were seized by the Winnipeg health authorities within three days last week.

V. E. Paradis has been appointed curator of the business of Napoleon Tremblay, Hebertville, Que.

J. F. Chapman & Co., Harlem, Ont., have disposed of their general store business to John W. Chant.

The general store of J. F. Cairns, Saskatoon, was damaged by fire. The loss was covered by insurance.

Some good values in teas and coffees are offered by the E. D. Marceau Company, Limited, of Montreal.

W. L. Gledden, grocer, Port Hope, is on a hunting expedition to Bear Lake. Here's wishing him good luck.

A. M. Cowling, Colborne, has sold his stock of groceries, crockery and wall paper to Bradd Bros., Colborne.

C. D. Cowles, representative for Canada of the St. Charles Condensing Company, was in Montreal this week.

Canada supplies 60 per cent. of the 265 million pounds of cheese imported annually by Great Britain and Ireland.

The Kent Canning Co. will establish a factory in Amherstburg if suitable terms can be secured from the town.

The retail grocers of Hamilton are considering the advisability of taking stock in the ice protective association.

Thousands of bushels of Fall apples in the vicinity of Harriston, Ont., are going to waste, owing to scarcity of help.

F. W. Tremblay, general store, Point a Pic, has assigned, and V. E. Paradis has been appointed provisional guardian.

Fire on October 9 did $2,000 damage to the premises of the Garlock Packing Co. and the Empire Soap Co., Hamilton.

McDonald & Regan have opened a grocery, fruit and confectionery store in the premises of the late H. A. Miller, Alexandria.

Harvey Allan has purchased from W. J. Cherney, Windsor, Ont., the stock and business of the Palace Grocery, Walkerville.

Lyons & Adelman, general merchants, Louise Bridge, Man., have dissolved partnership. Mr. Lyons will carry on the business.

The stock of G. & E. Couture, grocers and liquor dealers, Levis, was damaged by fire recently. The loss was covered by insurance.

Mr. Dobbins, traveler for Balfour, Smye & Co., Hamilton, was in Toronto, last week. He is one of the brightest men on the road.

P. H. McDonald, Listowell, is pleased with the way his trade is progresing and is anticipating further improvement in the nearby months.

C. L. Fisher and a syndicate have purchased large tracts of British Columbia fruit land, with the intention of placing it on sale in England.

The assets of the Liddle & Brown Co., general merchants, Cobalt and Latchford, Ont., were advertised for sale by auction on the 17th inst.

J. W. McIntosh, of Oxford, N.S., has disposed of his stock to merchants of that town. It is reported that Mr. McIntosh intends going west.

Maple Springs cheese factory, near Belleville, was badly wrecked on October 11 by charges of dynamite placed under the floor of the curing room.

A. Kinsman, Blackstock, is in the Northwest looking after his ranch near Calgary. He has been away two weeks and will be home in a fortnight.

J. C. Black, eastern manager for the H. J. Heinz Co., Pittsburg, was in Toronto last week. He called on H. P. Eckardt the company's Toronto agent.

The Moose Jaw Packing Co. is being organized, with a proposed capital of $150,000. W. J. Smith, formerly with Armour's, Chicago, will be the manager.

The marriage of A. Honess, of the West End Grocery Co., Victoria, to Miss Roland, of the same city, took place on October 9. They will reside in Victoria.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

...and HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL Cannot be Equalled

...ance Solicited. HALIFAX, Nova Scotia

Witnesses before the Dominion Grain Commission claim that refuse grain and noxious weeds are being used in mill feeds, and that hog raising is hampered as a consequence.

Robt. Miller, Grand Valley, has sold his grocery business to Thos. Watson. Mr. Miller will continue the bakery which he has been conducting in conjunction with the store.

At the St. John, N.B., exhibition, Club coffee, the brand put up by S. H. Ewing Company, Montreal, received an award. The St. Charles Condensing Company also received an award.

G. H. Hasenflug, Teeswater, who established a large grocery department in connection with his flourishing drygoods business about a year ago, says trade is increasing very satisfactorily in both lines.

The Brantford Starch Works suffered loss to the extent of more than $40,000 in a fire which broke out on October 12. The buildings are fully insured. About fifty hands are thrown out of employment.

G. T. Florey & Son, Amherstburg, have just completed an oak and plate glass front in their store on Dalhousie street, which, with the new metallic ceiling, makes it one of the neatest shops in the town.

H. Rae, Wroxeter, has returned from a trip through the west and is not as enthusiastic as many returned travelers over the life and opportunities of the prairie provinces. That's perhaps because he lives in Wroxeter.

The herring fishing season in Shetland, just brought to a close, has proved a disastrous failure. The islanders ascribe the cause to whale fishing by Norwegians near the islands and demand its prohibition.

About 1,000 nets, containing 10 barrels of herring each, having been left on the bottom last Winter, the waters around Bay of Islands, Nfld., have been polluted to such an extent that the fish may not appear there again for years. An inquiry is being urged.

The U. S. cruiser Morrell and the Canadian cruiser Vigilant have begun the work of setting buoys to mark the boundary line in Lake Erie, on the 8th inst. It is hoped that this will eliminate further cause of annoyance between the fishermen of the two countries.

Dr. Bell-Irving and Mr. Paul Swanson, two of the best-known fisheries men in British Columbia, who are largely interested in the salmon industry, have been at Nanaimo investigating conditions with a view to entering the herring industry.

The general store of J. A. Chicoine and the cheese factories of Ernest Gervain and Alphonse Jarret were destroyed in the destructive fire which recently visited St. Charles. The store was partially, and the cheese factories fully, covered by insurance.

The Department of Inland Revenue, as a result of recent analyses of canned meats, has found additions of cereal products in nearly all the samples tested. Unless the word "loaf" is used on the package, these additions can only be regarded as adulterations.

Geo. Ballard, grocer and boot and shoe merchant, Clinton, died a fortnight ago of typhoid fever. The stock is being offered for sale. Mr. Ballard was a young man, little past 30 and was doing a nice business. He was married but there was no family.

The citizens of Ranfurly, Alta., have organized a board of trade. The officers are: President, Dr. Steele; vice-president, Alfred Blais; secretary-treasurer, G. Elliott; corresponding secretary, A. E. Labelle; councillors, T. W. Thompson, J. Wood, R. Snowball, Al. Reid, E. E. Duplessis.

Mr. Shiells, of Hill & Shiells, Weston, has taken a very pleasant three week's trip to the west. The firm have a large trade and Mr. Shiells had earned his holiday by very close and persistent attention to duty. Both partners are hustlers and their business is increasing rapidly.

Frank Read, Bobcaygeon, has been partridge shooting lately and has had some excellent luck. In that country fortune favors the man who can shoot. Frank is a favorite with the travelers and some of them from Hamilton expect to bear him company in the woods Thanksgiving.

J. R. Scott & Co., general merchants, Mount Forest, have put a very handsome new plate glass front in their store. This firm has been in business in Mount Forest 30 years and their trade was never better than now and continues to increase. They anticipate a heavy Fall and Winter business and are ready for it.

J. E. McCall, Burnt River, is moving into his new store. He has been conducting a general store there five years, and is doing well. When he gets fixed up in his new place his business will be very comfortably housed. B. Miller, who owns the store formerly occupied by Mr. McCall, is opening in it a general store business.

Ramsay Bros., Grand Valley, are doing one of the best businesses in that part of Ontario. They were so busy last week that it took a tea traveler the better part of a day to get near enough to take their order Of course, it was worth waiting There are two brothers, both hustlers, and they started a business only twelve months ago.

George Read, proprietor of the general store at St. Felix de Valois, is dead.

The tornado that struck a corner of the town of Ayr a fortnight ago, removed the roof from the oatmeal mill there.

Chas. Rishor, until recently the representative of T. Kinnear & Co., Toronto, at Peterboro, has purchased the wholesale grocery business of Mr. Carton, of that city. It is his intention to make things hum. He will begin with two travelers on the road. Mr. Carton, who is a keen and shrewd business man, extracted a competency from the business.

J. T. Joyce, Owen Sound's grocer mayor, is just about handing over his business to that aggressive and increasingly popular North Ontario firm, John McQuaker & Co. Mr. Joyce has been one of the most successful grocers in the province. After many years' hard work of persistent attention to a large business, Mayor Joyce has decided to take things a little easier. Of course he won't be idle; that's impossible. He has long devoted much time to the too often ungrateful task of municipal improvement. His heart is still in it. Mr. Joyce will always hold a high place in the regard of the grocery travelers of his day and business generation. He knew how to use them.

Bradstreet's reports are usually to be relied upon implicitly, but once in a great while even so good a system as theirs slips a cog, and a mistake results. This happened last week when it was reported in their weekly sheet that S. M. Warriner, Stouffville, was offering his business for sale. Mr. Warriner has no intention of doing any thing of the kind, and when the announcement appeared in Bradstreet and then in The Canadian Grocer, he was naturally annoyed. Bradstreet's have apologized, and The Grocer can do no less. Mr. Warriner has been in business in Stouffville for 20 years and has one of the finest trades in that section of the province.

Not long ago Phil Brown one of John Sloan & Co's Toronto travelers, entertained his city confreres to a fowl supper at his pleasant home in Mimico. They had such an enjoyable time that they decided to return. Having accumulated a sufficient quantity of "prog" they unexpectedly swooped down upon the genial Phil last Friday night. There were R. H. Britt, W. H. Maxwell, J. Ormarod, G. Moodie, Fred Bone and Mr. Kerby. Everyone had all that was coming to him in the way of enjoyment and Phil Brown was moved to song. Before making haste to overtake the last car to the city, the company drank the toast "John Sloan & Co."

Attach Importance To What Is Important

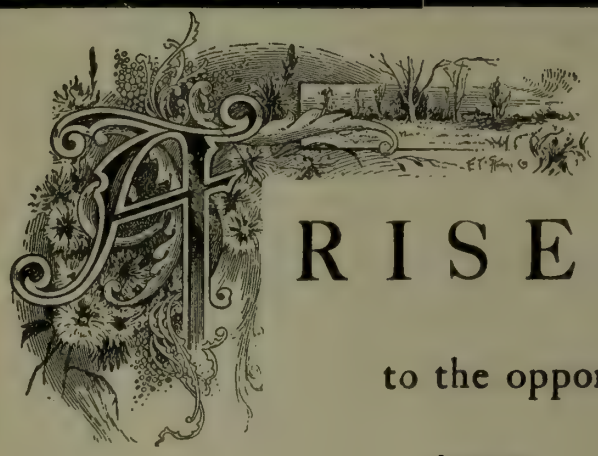
Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

Mail a postcard calling for Particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA



RISE

to the opportunities to become a successful seller of

T. & B.

Then the story you will relate will be

PROFITS + PROFITS PROFITS + PROFITS

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

BUILDING TOBACCO DEPARTMENT.

An idea is abroad among certain grocers that if they kept a fine cigar place, the average farmer who was running a big account with them would expect them to throw in a box of cigars every time he paid his bill, which might be at the end of every six months. That is certainly all nonsense. The average farmer, perhaps, would not like his thrifty wife to see marked down in his account "two boxes of cigars," etc. She would think they were on the high road to ruin. But the farmer and his sons could easily have the bill rendered to them personally or if necessary he could justify the expenditure and argue it out with his wife and daughters as compared with the perfume, fancy soap and immense quantities of fancy teas which the women usually champion. At any rate the grocer can easily be the architect of his own tobacco department.

Another good point for the general storekeeper to remember is that the antediluvian comforts which usually surround these stores must be crossed off the map. Get rid of that keg of nails on which the past two generations have been loafing on close by that old-fashioned stove all Winter long. The old yarn teller of the village would soon feel ill at ease if some nice, comfortable chairs were placed in the shop and some idea of cosiness added. The tobacco stores of the towns attract young men who have up-to-date ideas because they are up-to-date in equipment and management. A well-known preacher has said that as far as young men in the country are concerned, the general store can be frequently a source of great education to young men. Even taking for granted that he did not mean to apply this to the tobacco department, that is certainly one which has a most diverse variety of forces that would entertain and instruct.

A very strong plan for advertising tobaccos is the ash tray bearing on it your own name. Plenty of big manufacturers will make them for you and you may add to the inscription the line: "Blank's Leading Merchant," and then name the lines in which you are especially interested. All this could be done on a reasonably sized tray and the women at home would thank you a thousand times for supplying a repository for the husband and boy's burnt matches, pipe refuse and ashes. The great wealth distributors are the women and the way to boom up business generally is to please them.

Fine pipe cleaners are good ads, too, and should be kept in stock. They are usually sold at five cents a bunch and are invaluable to any home where the careless smoker usually tears strands out of the best broom in order to take the plugged tobacco out of the stem of the pipe.

There is as much ingenuity about making your tobacco department go as there is about the driving of the most strikingly utilitarian branch of the big grocer's or general merchant's business.

It seems especially discouraging to find manufacturers such as those who have their announcements running regularly in The Grocer see the amount of disregard which the grocer pays to his tobacco department. Be fair and make money.

SOLD CIGARETTES TO QUEENS.

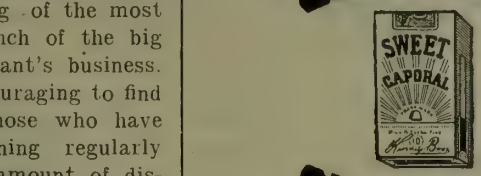
A Paris tobacconist, who was sued for advertising himself without authority as purveyor of cigarettes to former Queen Margherita of Italy, proved that he regularly supplied her majesty with cigarettes. He incidentally declared that the czarina was a devotee of tobacco, she frequently receiving from London consignments of perfumed cigarettes. The Queens of Portugal and Roumania and former Queen Christina of Spain were also, he said, confirmed smokers.

CARE OF CIGARS.

Havana cigars should be kept in the boxes till used, and if possible at a temperature of about 65 degrees above zero. A good Havana cigar is a delicate article. The leaves will take up moisture like a sponge and will absorb any impure air or bad smell.

J. McIntyre, late of Noch Hill, B.C., has opened a grocery and lumbermen's supply house in Revelstoke.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.
QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE ADVERTISING

Hints and Suggestions for the Writers of Ads—Some Top Lines—Timely Themes for the Ad Man—An Example of Grocery Advertising.

DIRECTORY OF ADVERTISING TERMS.

Ginger—The life in the ad.

Sellingness—The "draw me nearer."

Per agate line—The size of type most newspaper columns are measured by (14 agate lines to the inch).

Scoop—When your competitor gets out of bed first.

Wormwood—Dead expressions, covered with moss, that some grocers use after some thousand grocers have used.

Bell-wetherism—Following the conventional lead.

"30"—What a writer places at the end of his copy to show he is through writing.

Stick-at-it—The ad flower every retail grocer should wear.

Head Lines.

Ontario is still the banner province for retail grocery head-lines.

Of course there are more grocers advertising in Ontario. But observations show that the western grocer has a tendency to omit head-lines, while the Maritime Provinces man doesn't always display them properly.

Too often one comes across well written ads boasting the most mediocre of head-lines.

It looks as if in some cases the advertiser allowed printers to put the head-lines on his ads or that having written an announcement the advertiser just scribbled down the head-line.

Now, the head-line should tell something. It really ought to be the ad in miniature.

Observe first-class advertisers' talks in first-class newspapers and you'll notice the head-lines show considerable skill in word selection and arrangement.

Below will be found a few timely head-lines that may suggest something for your ads :

New Potatoes from New Brunswick.

Choice Baskets of Grapes— I Have Them.

We Have a New Stock of Prunes.

Dairy Butter Prices are High, but the Quality of My Butter is Higher.

Smokers Say They Get a Good Dime's Worth Out of My 10-Cent Cigars.

We Have a Brand of Toilet Soap We Wish You Would Try.

Taste the Tea and Coffee Sold in This Store—That's All We Ask.

Do You Make Your Own Bread ? I Can Supply the Flour.

What to be Thankful For.

The opportunity to advertise.

The opportunity to adopt new methods.

The opportunity to get more business.

The opportunity to study selling as well as buying.

The opportunity to keep an ad diary.

The opportunity to compare present and past results.

The opportunity to be systematic.

The opportunity to state facts on paper in a logical way.

The opportunity to teach advertising to clerks.

The opportunity to show people you are alive.

Bradley's Ad.

Bradley & Son, Niagara Falls, adopt an effective way of appealing to the consumer — invite comparisons where they are confident Bradley value will give a good account of itself.

Their ad is well laid out and shows an appropriate head and sub-head. The "prelude" is pointed but unfortunately is not stated to the best advantage.

The paragraph beginning "Bradley's" and ending with "We're doing it" might have been worded as follows :

"We have built up a business that today is superior to any other grocery business in the Niagara district. We ourselves are natives of the district and believe in its future. We have worked to build up a business here that you might be proud of and profit by. Our friends say we have succeeded."

A Catchy Card.

Joseph Brown & Sons, Montreal, mailed a very attractive card to grocers and fruit dealers in connection with Thanksgiving trade.

The wording is full of snap, yet to the point.

The card is printed in green and brown.

C. E. Yocum & Son, grocers, Dunnville, Ont., have sold to W. E. Werner. Mr. Yocum and his son, who has had some experience in the business, are opening an undertaking establishment in Port Colborne, Ont. Mr. Werner, who already has a store in Dunnville, first bought the Yocum property, then the stock.

BRADLEYS' "The Store that's talked about."

Friday, September 28, 1906.

Get Out Your Last Month's Grocery Bill and Compare the Prices with Bradley Prices

Note the saving—It'll average from 5 to 20 per cent. This would amount to a tidy sum in a year's time.

Bradleys have built up a business and an organization different and better than any other in this district. We are natives of this district, born and raised in this Niagara district. We believe in its future. We worked to build up a business that every citizen might be proud of and profit by. We're doing it.

You may just as well profit as your neighbor by letting Bradleys supply your groceries. We buy right and sell right.

We deliver in Thorold every Tuesday and Friday.

Icing Sugar, 3 lbs. for	20	Tillson's Rolled Oats, 9 lbs. for	25
Special Blend Coffee, per lb.	25	Wethey's Mince Meat, 3 pkgs for	25
Japan Tea, 5 lbs. for	1 00	Brooms, splendid value, each 20 and	25
Choice Salmon, per tin	10	Pearline, 6 packages for	25
Shamrock Salmon, deep red, per tin	15	Gillett's Lye, 3 tins for	25

BRADLEY & SON

Cor. Market Square and Huron street, Niagara Falls, Ont.

St. Paul street, St. Catharines, Ont.

Composition—Putting your words into type.

Display—The arrangement of the ad in type.

Follow-up—Throwing out more bait to the nibbling fish.

Cumulative results — More business, more business and more business.

Truth—What shouldn't be put into ads without having its clothes on.

Gumption—Knowing your store is "it" and saying so.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

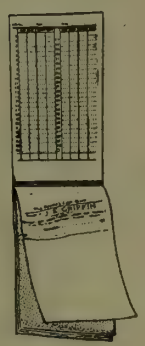
WE ARE HERE TO MAKE GOOD

Counter Check Books. Try the

Special Duplicating Counter Check Book

It has a host of friends. Sample free.

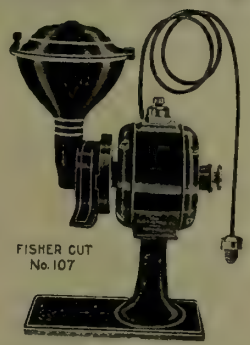
We make all kinds of Counter Check Books.



The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

Granulates 2 pounds and pulverizes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

Calgary Correspondent Wanted

The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

Pleasure and Profit

are combined when you sell Maconochie's Pickles, Marmalade, Sauces and Herrings. There is pleasure in satisfying people and the essential point about all Maconochie's goods is that they will satisfy the most fastidious taste, will be all that your most exacting customer could wish for.

Maconochie's goods are sure sellers and every bottle or tin of them shows you a sure good profit—no returns—no complaints—all risk in fact eliminated.

Just think it over, you have had your troubles handling cheap lines, why not try a sample order of Maconochie's ? Why not order to-day? Ask your jobbers for them, if he has not got them, write to any of our agents who will be pleased to put you in touch with first-class houses who will willingly supply you with any of our lines.

The goods that bear Maconochie's name are all high-grade, as high in quality as skill in preparation and the selection of the best raw material can make them.

Maconochie Bros., Limited

London, England

Agents in

Ontario, Quebec, Manitoba, N. W. Territories	MacLaren Imperial Cheese Co., Limited, -	Toronto
United States	MacLaren Imperial Cheese Co., - -	Detroit, Mich.
Nova Scotia	Seeton & Mitchell, - - - - -	Halifax
New Brunswick	J. Hunter White, - - - - -	St. John
British Columbia	Martin & Robertson, - - - -	Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 26, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 95
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes,	
" according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots.	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
Canada Flakes, "Jumbo" 5-case lots.	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 14

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	doz. to case	per doz.,	$ .90
1 "	4 " "	"	2.40
½ "	2 " "	"	4.75
1 "	1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

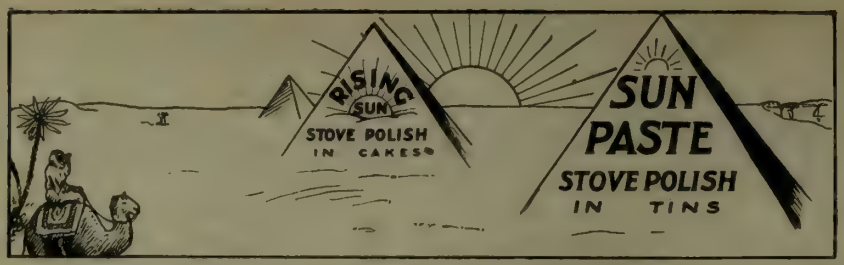
JAMES TURNER & CO.	Per
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

S. H. & A. S. EWING's.	Per lb
Mocha and Java coffee, in 1-lb tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb tins, 30-lb cases	29

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40



IT'S TIME TO SHINE THE HEATING STOVES

For they will soon be set up for fall use. Your clerks can sell a cake of RISING SUN Stove Polish or a tin of SUN PASTE Stove Polish, or perhaps both, to every family that uses heating stoves. It requires only a suggestion to your customers who will be pleased to be reminded that it is time to buy RISING SUN snd SUN PASTE.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Batger's Whole Fruit Strawberry Jam

Batger & Co., London, England, with over 150 years experience, together with the finest **Garden Strawberries** England can produce, are to-day manufacturing Strawberry Jam by the most modern methods, in a factory where cleanliness comes first. As a result we are offering you a first-class reliable article, a jam that every **Good Grocer** in Canada can sell to his customers, knowing that it will give the satisfaction that builds up trade.

ROSE & LAFLAMME

MONTREAL and TORONTO

DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND"

MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.

ROSE & LAFLAMME

AGENTS, MONTREAL.

(UNSWEETENED)

The greatest recommendation of the superiority of

BORDEN'S BRANDS

of CONDENSED MILK and EVAPORATED CREAM over all other makes is the freedom and increased ordering of our lines by the dealer. Remember to order

"Eagle" Brand Condensed Milk and "Peerless" Brand Evaporated Cream

ALL JOBBERS SELL IT

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

NEW SEASON'S TEAS

We are now carrying a full stock of NEW SEASON'S TEAS, and were never in a better position to execute orders for any grade or variety of Tea.

Our travellers are out with a full line of samples.

Special attention given to mail orders.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, o three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	1 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 11

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs	0 09½
Cases, 3-lb. tins	0 10¼
" 5-lb. "	0 10
" 10-lb. "	0 09½
20-lb. wooden pails	1 93
20-lb. tin pails	1 83

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 [illegible]
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 26

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. RORER'S SARATOGA CHIPS.

36 large size pkgs., per case	$5 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case or 1-lb. containing 60 packages pe box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb., and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	

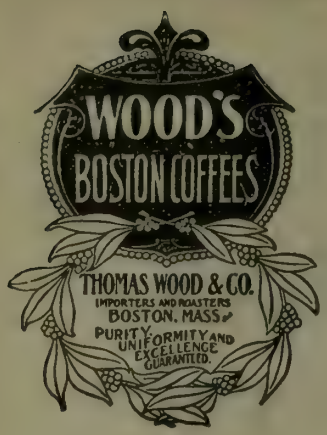
Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 cases.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
S andard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



"Right Down to Business"

Is the watchword of the merchant who takes advantage of the opening of the Fall trade to increase his sales.
To such a few words are better than many, and

WOOD'S COFFEES

require only the latter.
Their Uniformity attracts the Grocer;
Their Fragrant Aroma delights the purchaser;
Their Fine Body and Exhilarating Qualities proclaim their worth:
A combination that puts them in the front rank and holds them there.

CANADIAN FACTORY and SALESROOM:

No. 428 St. Paul Street - - MONTREAL,

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb	0 05½
" 3-lb. cartons, 36 lb	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

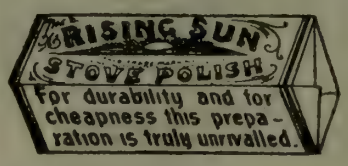
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 55
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 [illegible]
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½ $0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 7 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

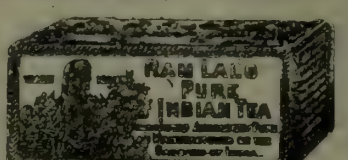
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	
" " 120 ½-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
" XX 80-lb. "	....
" XX 80-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 3s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Fetit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

A MATCH for Everybody

That's what we started out to make, and EVERYBODY who knows what a good match is, is using

Our Matches

We can convince you that, quality and price considered, it means money to you to write to us for price list.

Do It Now!

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND

BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Street
OR
Store-Front Lamps

The Belgian is the Best

Get Particulars

GOWANS, KENT & CO.
LIMITED
Toronto

When Sorting Up

kindly look up your stock of

WETHEY'S MINCE MEAT

(In Packages)

Now is the time to begin pushing this line.

Ask your jobber for it.

If he cannot supply you then write us direct.

J. H. WETHEY,
LIMITED
ST. CATHARINES, - - CANADA

CROSSE & BLACKWELL, Ltd.

London, England

Some of our new lines are :

C. & B. Chicken Breasts (in Jelly). Vacuum Glass Jars.
C. & B. French Sardines. In Oval Glass.
C. & B. Chicken and Tongue. In Vacuum Glass.
C. & B. Veal and Ham. In Vacuum Glass.
C. & B. Prawns in Aspic. In Vacuum Glass.
Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents : C. E. COLSON & SON, Montreal

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 2, 1906. NO. 44.

The Seasons have little to do with the selling of

Keen's Oxford Blue

THE wise and careful housekeeper buys it, week in, week out, month in, month out, for the reason that it always does the work right. Think of this fact when ordering Blue and let it be

Keen's Oxford Blue

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

We have been telling you for some time about the superior qualities of

"Crown" Brand Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

Just remember that **NOW** is the time your customers will be looking for syrup—the cold weather is coming on—Throw out a hint to your trade about trying a little syrup—and watch your business grow—Let it be "Crown" brand Table Syrup—It is the best.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

A Burning Question

Is your trade satisfied with the Matches you sell them?

And

Are you making as much money as you should on your matches?

You can satisfy both your customers and yourself by ordering

Our Matches

Will gladly mail you price list and samples

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S. SCUDDER M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

Instant Powdered

"THE SAME OLD PRICE"

—BUT—

Each Package will make ***Two Quarts*** of rich ***Gelatine***

FREE :—We will send free on application a perfect "Manual of Gelatine Cookery" containing over 175 receipts by "Oscar," of the Waldorf Astoria.

It dissolves **instantly** in hot water

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO., Montreal and
General Agents Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers.
Correspondence solicited. Address all communications to our head office.
26 Front St. East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(*Continued on page 4.*)

We have arriving this week—A CARLOAD

GREEN—RIO—COFFEE

Bought right
We are quoting
Special Prices—
For shipment upon arrival

There's no need to have your profits on your cigar trade cut down even though the manufacturers are advancing prices—

We are still selling our famous—— "ANCHOR" CIGAR at $35.00 per M.

You don't need to take our word for it, it's "the best 5c. straight on the market"—A trial will prove it.

For quick selling for ***this*** week—

7-crown Eleme Figs in 100-lb. boxes——the finest quality.

Just the thing for display purposes for Fall trade—We have only a limited quantity and are quoting special prices on this size.

A full stock of all seasonable lines in store.

The EBY, BLAIN CO., Limited

WHOLESALE GROCERS
TORONTO

Gratifying Results

In our advertisement in the Fall Grocer, we asked the all important question

Is YOUR Tea Business Satisfactory?

and pointed out the way to make it so. From the replies received, practically from all points of the Dominion, the question was undoubtedly an opportune one, and many were interested sufficiently to ask us for Samples of our

BLUE RIBBON TEA

which were promptly sent, and our request to test the sample personally brought forth one unanimous reply, all proclaiming "the finest Tea they ever drank," and they are now enthusiastic believers in the merits of BLUE RIBBON TEA. Are you one of them? If not, why not? We shall be pleased to mail you Samples.

THE BLUE RIBBON TEA CO., LIMITED, 12 FRONT STREET EAST, TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

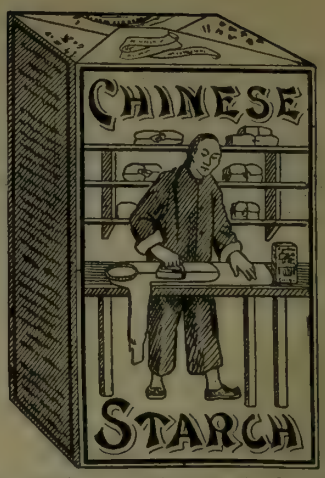
The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.



You need a good starch for your customers. Write us for samples and prices of

CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St. Montreal

Good Advice

Don't delay ordering your **full season's** requirements of **Fruits** and **Vegetables.**

Better Advice

Do it **now.**

Best Advice

Stick to the **best** brands, viz : **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose,"** etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

"As it Was in The Beginning"

The late Prof. Drummond tells us that prehistoric men sat in the sun and probably would have sat there and been burned to death if one chap, with a larger "thinker" than the others, had not discovered that when he got under cave-cover the heat cooled off a bit.

The story of prehistoric men, historic men and contemporary men, is after all, the same—brains and energy, counted at the beginning, count to-day.

1, 2, 3 years, from acorn to oak, from small manufacturers of maple syrup and maple sugar to the largest manufacturers of these products in the Dominion—**Sugars Limited,** Energy.

1, 2, 3 years from acorn to oak, from a handful of employees to a big concern with the most modern equipment and cleanest maple syrup and maple sugar factory in the Dominion—**Sugars Limited,** Brains.

N.B.—In those 1095 days you have the whole list of reasons why **"Diamond Brand"** is No. 1 on the Maple Syrup list, **"Twin Block"** No. 1 on the Maple Sugar list and why we have had to open branches all over Canada and in England.

Sugars Limited, - Montreal

There must be a reason why salesmen promise to match

TODHUNTER, MITCHELL & CO.'S

COFFEE

But they must make some awfully stiff statements to get your orders.

Then why take any risk when you can procure the old reliable blends that have stood the test of competition for over thirty years.

A String of Winners

The grocer who starts into the Fall trade with his shelves and storehouse well supplied with first quality canned goods will win out before Spring against his competitor who has been content with ordinary goods.

The housewife soon finds what brands she can depend on and tells her neighbors, and trade grows apace, not alone in canned goods, but in general lines as well.

That is **The Secret of Our Success**

We appreciated the rights of the consumer, and in our OLD HOMESTEAD BRAND have put on the market positively the finest canned goods ever offered the trade in Canada. The consumer did the rest. Here are a few leaders:

OLD HOMESTEAD CORN
OLD HOMESTEAD PEAS
OLD HOMESTEAD TOMATOES
OLD HOMESTEAD BEANS
OLD HOMESTEAD STRAWBERRIES
OLD HOMESTEAD RASPBERRIES

They're spic and span in every particular. Even the labels are enough to persuade a customer to try them. A trial always means a repeat order.

You should certainly put in stock the OLD HOMESTEAD BRAND. Ask your wholesaler to send you a few cases as a starter. If he can't supply you write us direct.

The Old Homestead Canning Co.

Cable Address:
"HOMESTEAD"
Codes, A.B.C., 4th edition

PICTON, ONTARIO.

Permanent Success in the Coffee Department

Depends upon Uniformity and Cup Quality

These are the prominent features in

CHASE & SANBORN'S HIGH-GRADE COFFEES

Chase & Sanborn,

The Importers, Montreal

The makers of

"Gillett's Goods"

started business 50 years ago in a modest way. ¶ To-day they operate the largest factory of its kind in the British Empire. Their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have attained such growth.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good goods with a reputation.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ Merchants should recommend food-products that are produced in clean factories.

MINCE MEAT

—LYTLE'S
—FAMOUS

The season for selling Mince Meat is right now.

Hardly anything more staple could be on the grocer's counter for next two months—

—Be particular to offer customers only the best. None better than Lytle's—

Made in Canada by

The T. A. LYTLE CO. Limited

TORONTO, CANADA

E. NICHOLSON

D H BAIN

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,
WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg November 2, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980,600	"
Flax	55,660	" "	690,184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

"RIVERDALE" BRAND CANNED GOODS

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

Cold Weather Coming on. Get in Your Winter Supply

OF

PICKLES

LIPTON'S
ROWAT'S
STERLING'S
DUCHESS
WHOLE CUCUMBERS 1200s

VINEGAR

WILSON'S
ALL SIZES

CATSUP

CANADA FIRST
SUNNYSIDE
CLUB HOUSE
SNIDER'S

FISH, No. 1 Pickled Cod. No. 1 Labrador Herrrings, Ivory Boneless Cod, Aberdeen Finnan Haddies.

Remember we save you freight. **T. A. Bourque & Co.,** Wholesale Grocers, Sherbrooke

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely. That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

In the long run

It always pays to sell the **best** teas—

JAPAN TEAS

Being absolutely the only genuine natural **Green** Tea, it will be only right and fair to your trade to sell them **Japan** Teas.

It Pays You.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Fook will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

What You Have Waited For

A soap that really looks like what it is.

A soap that really washes as they say it does.

A soap that really sells like a good soap ought to sell.

There you have

WELCOME SOAP

the cake the home can use with safety and surety.

On five case lots and over freight prepaid to any point.

Six cakes in box; eighteen boxes to case.

The Guelph Soap Co.
GUELPH, ONT.

Western Orders

for the new run of

Crystal Sugar

will be promptly filled from ***stock at either Winnipeg*** or ***Brandon***. We want to hold your trade and feel sure the goods we are now sending out will please you better than ever For full particulars and prices, write

MASON & HICKEY, WINNIPEG

The Wallaceburg Sugar Co., Ltd.

WALLACEBURG, ONTARIO

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada :
ROSE & LAFLAMME, Montreal

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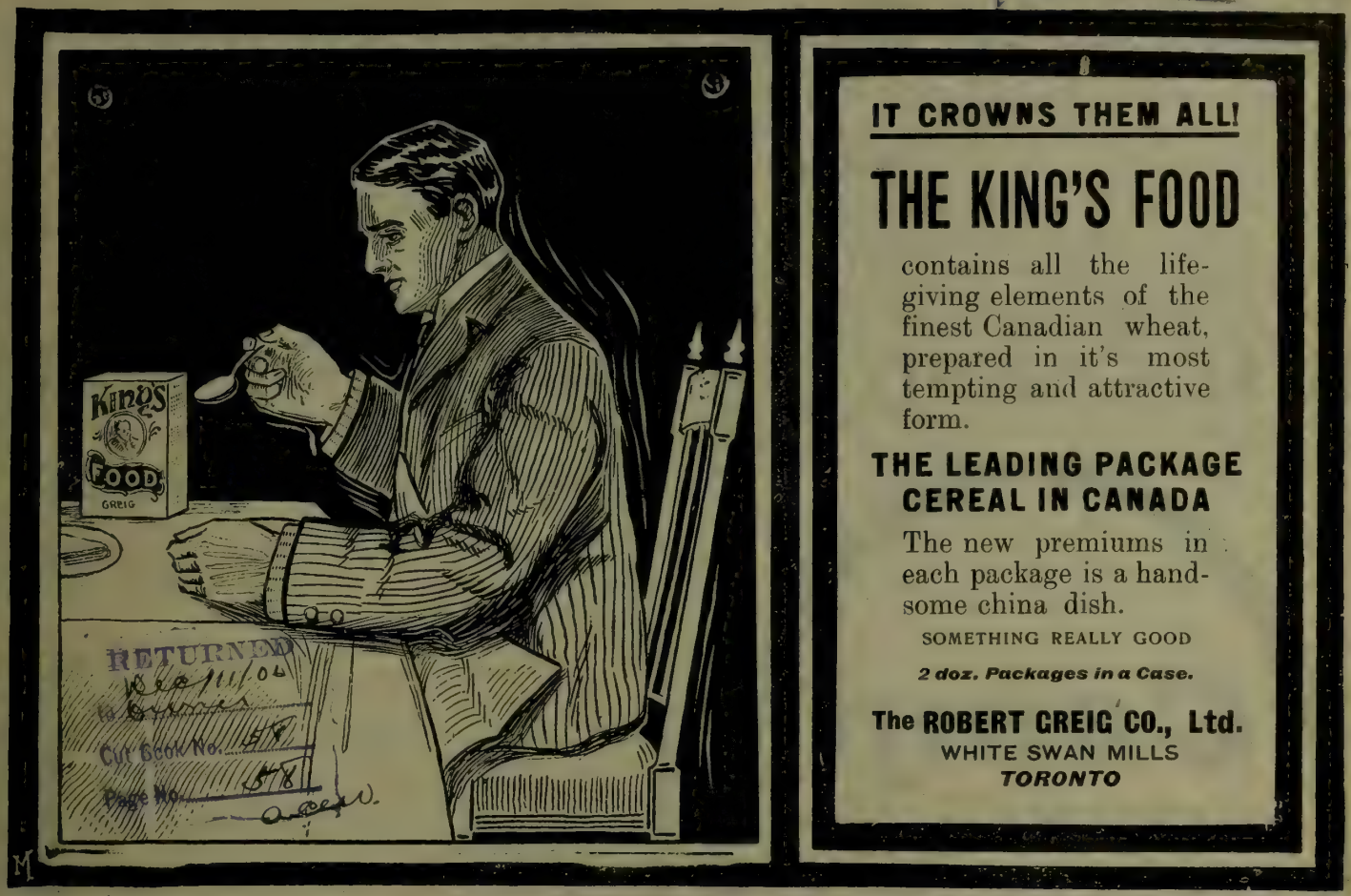

IT CROWNS THEM ALL!

THE KING'S FOOD

contains all the life-giving elements of the finest Canadian wheat, prepared in it's most tempting and attractive form.

THE LEADING PACKAGE CEREAL IN CANADA

The new premiums in each package is a handsome china dish.

SOMETHING REALLY GOOD

2 doz. Packages in a Case.

The ROBERT GREIG CO., Ltd.
WHITE SWAN MILLS
TORONTO

FROM GROWER TO TRADE DIRECT

FARMERS' BRAND
Peas, Corn, Tomatoes

grown in our own fields, packed in our own factory, and sold under our own guarantee.

A trial order will convince you that Farmers' Brand Canned Fruits and Vegetables are the finest on the Canadian market.

We can supply you with anything in canned fruits or vegetables you may require.

The FARMERS' CANNING COMPANY, Limited
BLOOMFIELD, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade**—**Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

EASY

Easy to buy and easy to sell—that's

'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

People Want Royal Crown Witch-Hazel Toilet Soap

—they have read our advertising

—and they've found our Soap all it is claimed to be—healing, beautifying, cleansing.

—once they buy it, they want it always.

It pays dealers to order early and largely.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal
Agents for Quebec and Lower Provinces.

22

NEW CURRANTS

Filliatra **Amalia** **Casalina** **Vostizza**

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

16

Tartan BRAND

SIGN OF PURITY

HEADQUARTERS

for all Mediterranean Fruits

Valencia Raisins, Malaga Raisins of all kinds, Sultanas, Table Figs, Cooking Figs

Also report new Dates, new Santa Clara Prunes, new Valencia Shelled Almonds, new Jordan Shelled Almonds

All of the above of finest quality, bought at lowest prices. It will pay you to see our travellers. Write or wire before placing your order.

Our Telephone is Free to Buyers, 596

BALFOUR, SMYE & CO., *Wholesale Grocers, HAMILTON*

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Extra Solid
Hand Packed

are the ***Tomatoes*** specially prepared for

LUCAS, STEELE & BRISTOL
Wholesale Grocers,
HAMILTON, - ONT.

BLACK JACK
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"ANTITIS PEPPER"
The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS
Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ Cross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

That Fellow "Pepsin" Is Important in Mince Meat

He makes the taste value of

NICHOLSON'S MINCE MEAT

exceedingly high because he is properly handled. What about the others? The less said on this point the better—for them.

Insist on getting: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Jams, Jellies, Marmalades

ALEX. CAIRNS & SONS, PAISLEY, SCOTLAND

This name on a jar, glass or pot of Jam, Jelly or Marmalade means that you are supplying your customers with the best that money and experience can produce. A trial order will convince you.

JAMS

1-lb Patent Glass Jars
Cases, 2 doz.

Plum	$1 80
Blackberry	1 90
Damson	1 90
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 10
Greengage	2 20
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 30
Strawberry, cases, 12/7-lb. tins	11 00
Raspberry, cases, 12/7-lb. tins	11 25

JELLIES

1-lb Porcelain Pots
Cases, 4 doz.

Apple	$1 90
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 00
DAMSON	2 00

1-lb Patent Glass Jars
Cases, 2 doz.

Black Currant	$2 80
Red Currant	2 80

MARMALADES

1-lb Patent Glass Jars
Cases, 2 doz.

Scotch Orange	$1 75
Home Made Orange	2 20
Tangerine	2 20
Apricot	2 30
Fig and Lemon	2 30
Ginger	2 30
Ginger and Pineapple	2 30
Green Fig	2 30
Green Fig and Ginger	2 30
Pineapple	2 30
Scotch Orange, in 7-lb tins, 12 tins in case	7 00

F.O.B. Montreal. **Net within 30 days.** **No discount.**

In lots of Five Cases or more, 5 per cent. off above prices

HUDON HEBERT & CO.

AGENTS LIMITED

MONTREAL

The Most Liberally Managed Firm in Canada

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

VINEGAR PERFECTION

To do one thing well ensures SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell LONDON, ENGLAND

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

THOS. BOYD & CO.,
38 KING ST., - LIVERPOOL,
are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

This space $15.00 per year.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

LONDON is the CAPITAL of the BRITISH EMPIRE, and will take any worthy productions of her children across the seas.
JAMES EVERETT & CO., Grocers' Agents, 38 Gt. Tower St., LONDON, E.C., ENG. do business with all the best buyers. Send them something to sell.

This space $15.00 per year.

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

GEORGE LITTLE LIMITED
Canadian Produce Importers,
MANCHESTER.
BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

DAVID SCOTT & CO.
Est. 1878. 10 North John St., LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

This space $15.00 per year.

GEO. RAMSAY WARD,
58 Limes Grove, Lewisham, England,
Solicits representation of Canadian shippers of Hams, Cheeses and Canned Goods, to canvas for orders from large English wholesale buyers. Extensive connection. Highest references and security.

James Methven, Son & Co., St. George's House, EASTCHEAP, LONDON, ENG
Large connection amongst best Wholesale Grocers and Bakers in Great Britain
We also ship several British lines to United States and Canada.
CORRESPONDENCE INVITED.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

In Store
1906 PACK SALMON

RED FEATHER
MAPLE LEAF
LOWE INLET
GOLDEN NET
CASCADE

OUR FIGURES WILL INTEREST YOU.

JAMES TURNER & CO. LIMITED
HAMILTON

WILLIAM GALBRAITH & SON
MONTREAL

OFFER THIS WEEK TO THE RETAIL TRADE

250 Hf.-Chests Uncolored Japan Tea, at 17½c. (the best value in the Dominion)
150 Chests New Pekoe Souchong Ceylon, at 11½c.
2,000 Boxes, 2, 3 and 4 Crown California Muscatel Raisins
500 Boxes, full pounds, Seeded, choice brands
250 Brls. Genuine Labrador Herrings
} All at bottom prices

Correspondence Solicited
It will pay you to try us

William Galbraith & Son
MONTREAL

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:
Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND
SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO., 25 Front St. East, TORONTO

DOORWAY TO NORTHERN PLAINS

New Wheat Area Past Edmonton—Lodestone of Opportunity Draws Population from all Corners of the Earth—A Retailing Firm that Guarantees the Quality of its Goods.

(Special Correspondence of The Canadian Grocer.)

All roads in the west lead to Edmonton and capitalist as well as clodhoppers are attracted by the siren Opportunity. This northern metropolis, situated on the borders of a vast productive plain stretching for hundreds of miles into the north, is destined to be the Eldorado of grain and live stock. The settlers fresh from the Old Country, the American, the Eastern Canadian, all these keen, hardworkers come this way, and the time is not far distant when the wheat lands of Northern Alberta will be the premier lands of Canada. Five years ago Edmonton was an almost unknown prairie town; to day no town in Canada is better known.

It is not easy to give all the reasons for this. One powerful agent in the development of Edmonton is its ideal climate. "Sunny Alberta" has become a catch word and if I am permitted, I might add "Edmonton the balmy."

The most important and lasting success must come as a result of agricultural progress. This has been the agent that was most powerful in the past and the future prosperity of Edmonton depends on agriculture. Nature has laid out vast stretches of unparalleled crop-raising land away to the north of us and the quarter section is day by day becoming a more important factor in this towns' commercial life. We are already the commercial headquarters for scores of villages and hamlets.

As a manufacturing site Edmonton offers abundant attractions. What are wanted are more men with money and enterprise.

* * *

In the absence in the north of Theodore Revillion, jr., a leading western business man, and the moving spirit of the enterprising firm, Revillion Bros., the writer had an interview with the very able manager, T. W. Rourke, regarding Edmonton's future.

"I am very optimistic about the commercial future of this town," said Mr. Rourke. "It is becoming the objective point of many railways and it is the key to the Great North, which is far more fertile and better adapted to farming pursuits than the south. Before many years have passed the territory within a 300 miles radius of Edmonton will be settled and this increased strength added to the town's present commercial prowess will result in the building of a city of power and wealth.

"Edmonton is destined to become a great manufacturing centre.. The present method of handling freight by train is better, of course, than the old teaming method, but the railway companies are more anxious to lay rails and procure business than give satisfaction. Whether the goods are handled satisfactorily or not seems to be a secondary consideration. The fact of the lines being new may in some way account for this."

Mr. Rourke was asked to account for the marked success of his firm. He replied:

"Buying at the lowest market price for cash; anticipating the wants of our customers and in doing everything in our power to please our friends. The fact that we have connections and agencies all over the globe helps us imsensely as thereby we are kept in constant touch with all primary markets.

"You stock only the highest class goods, but do you think this always pays?" asked the interviewer.

"It always does, To sell honest goods the house must not only buy honest merchandise, but place its own guarantee at the back of every purchase. Everything handled by us is guaranteed to be as we represent it; this we could not do with inferior or low grade goods."

Revillion Bros. have some hundreds of trading posts and fine stations in the far north.

* * *

The grocery market has been much the same for the past two weeks. Currants are, if anything, dearer with some scarcity on spot. Cheese shows signs of advancement while sugar remains steady with a normal demand. The sugar most largely used here are Raymond's and British Columbia manufacture. We get most of our cheese from Ontario; there is, of course, a slight augmentation from local sources, but nothing worth noticing. Butter remains steady with an inclination to rise. The creameries along the line are becoming more numerous and the wholesale houses are, as a result, handling less butter than formerly. Eggs are plentiful and fairly cheap. Salt is steady with a distinct inclination to get firmer.

DEAN OF SPECULATORS.

Small Beginning on Fish—Left $3,000,000—Strict Rules of Living.

Edward B. Wesley, known as the "dean of American speculators, died at his home near Port Chester, N.Y., on October 3rd, at the age of ninety-seven.

Mr. Wesley was born in Leicester, Mass. His first money he made when a boy of 13 by selling birch beer and cakes to a crowd which had gathered to see General Lafayette pass. In 1825 he set out for New York, and reached there only by walking a large part of the way, as his money had given out.

Only recently Mr. Wesley told some of his early experiences. "When I arrived in New York," he said, "I went to the City Hotel to see if I could find an uncle. The City Hotel adjoined Trinity Church, and was at that time the finest hostelry in the city. Greatly to my disappointment, I found that my uncle had gone to Buffalo. The proprietor of the place was very kind to me, however, and helped me to get a boarding place where I paid $2 a week, and got very good board, too. My first employment was at the old tavern, but I soon gave up the job and went to Albany, working my passage upon the old steamboat Jefferson, which was then known as Queen of the Hudson. I finally managed to get a job as office boy with the steamboat company. From the Albany office I was advanced to a position in the New York office at $8 a month. It was not long, however, before I saved enough out of my salary to begin to speculate and I have been speculating ever since.

"The reason that I could save was because I never drank, smoked nor went to theatres like the other young men in the office. My first deal was in fish. I kept watch on the outside market, and when fish were cheap in New York and dear in Albany I could buy and ship it up on our steamboat. After that I speculated in butter, eggs, vegetables, and, in fact, nearly everything in the market, and at the end of my first year I found that I was more than $1,000 ahead."

After that Mr. Wesley began trading in notes and money, which brought him in contact with Commodore Vanderbilt, Jay Gould, Russell Sage, Cyrus W. Field and many other noted financiers.

He became interested in Standard Oil, New Haven Railroad and copper stocks, besides real estate in Virginia and New York, and the value of his estate is said to total $3,000,000. He was a director of the Union Trust Co., New York, and for 50 years never missed the weekly meeting of the concern. In Wall Street is was said that no man could read the ticker better. Until recently, he had never been ill a day, which is perhaps mainly attributable to his strict rules of living.

A PRACTICAL SUGGESTION.

If you find time hanging heavily on your hands sit down and write to all the catalogue houses for their catalogues, suggests an exchange. Don't use your own stationery, however, as they may not want to favor a competitor with a price list. When you get the books go to work and compare the prices with yours, adding freight, postage, etc. Then use some of the results in your advertising. Give the particulars. Don't deal in generalities. Give the name of the mail order house, the page the article is listed and your price and theirs. Call attention to a few staple articles every week and see if it does not help your trade. Don't make any misrepresentations. If the catalogue house can fairly beat you on an article acknowledge it or else cut your price. Do not substitute something cheaper nor simply surmise that the article offered by the mail order house is "no good." These concerns are not all robbers, by any means. Some of them are as honest in their advertising as you could want them to be. You cannot make any headway against them by calling them "thieves" and "robbers" and "cutters."

HERRING CURING ON B.C. COAST

Scotch Methods Being Adopted to Utilize Big Run of Fish at Nanaimo—Dog Salmon Curing Industry—Grocery Markets—More Onions.

(Special Correspondence of The Canadian Grocer)

October 24.

Herring will be cured by approved Scottish methods in Nanaimo this winter. The Nanaimo Fisheries Co., which has been operating in the herring industry has sold out to Messrs. Bell-Irving & Co., the important cannery firm of Vancouver. The new owners of the herring plant will adopt the most approved old country methods of curing and will not confine their attention to herring, but will handle salmon and other fish.

A second company is now organized at Nanaimo, mainly composed of Vancouver people, also for the purpose of handling herring in the approaching run. A site for a plant has been purchased and a factory will be erected in time for the big run which begins in the early winter.

* * *

The phenomenal run of herring which sets into Nanaimo harbor for many weeks every winter has long been a remarkable occurence and one which has attracted a great deal of attention among those in the fishing industry. For long enough there was but little use made of the fish and millions were killed and used for fertilizer. Fishery regulations prevent the export of fish turned into fertilizer, and that line has been practically abandoned. With the growth of the halibut industry the herring were required in increasing quantities every year for bait, the hooks on the halibut lines being baited invariably with salt herring. The fish caught in the winter are salted down and barreled being put away for use all season.

* * *

For the past few years there has been considerable effort directed to turning the big herring run to account as a food product. Each year has seen some advance, and last season Mr. Cowie the government's Scotch expert, with some girls skilled in the industry in Scotland carried on practical work at Nanaimo with the object of initiating modern commercial methods of handling the herring. The fact that the quality of the herring caught at Nanaimo is equal to the best found in the old country waters, is sufficient inducement to those who are taking hold of the industry.

* * *

Dog salmon a variety whose flesh is of very inferior grade, are being caught and cured in large quantities every year for the Japanese trade. Several firms including one large Japanese concern, are engaged in the business, and hundreds of tons of the salted fish are each season caught and after being salted, shipped to Japan. The dog salmon is a distinct variety and runs later than the sockeye and cohoe runs. It was formerly not esteemed of any value at all, the Siwashes alone catching it and curing it for winter provision. The fact that the flesh is dry and rather coarse, and lacking the rich flavor of the better varieties has prevented it coming into favor for food for white people. Indeed it is doubtful if it will ever be so used, though the flesh is entirely wholesome.

* * *

The Crystal Glass Co., is a new concern which establishes a new industry, not only in New Westminster, where a site has been secured, but in the province, being the first of its kind. The company which is made of shareholders who are business men in the coast cities, with some few from Montreal and Winnipeg, propose to make bottles for various breweries in the province and as far east as Calgary, also for the B. C. Distillery. When once established other articles of glass will also be produced. The company has a subscribed stock of $38,000 and will begin operations as soon as the balance is secured. The site is admirably chosen, the old factory buildings of the Automatic Can Co., at New Westminster having been secured.

* * *

Following Thanksgiving, the poultry market at New Westminster was overloaded, an extra big display of fowl of all sorts being shown and buying being slack. Prices went down with a tumble. Pullets sold as low as $4 per doz., hens at $6 to $8, ducks at $10 per doz. and geese at $1.25 each. No turkeys were brought in at all, but that was the only exception on the market.

* * *

Flour instead of being up in price as anticipated by dealers some weeks ago, is actually down 20 c.i.f. the local markets, $5.40 per bbl. being the quotation for standard brands. Shorts, for dairy cattle feed, is also down $1.00 per ton, the quotation now being $24.00 per ton. Bran, $23.00, wheat feed, $30.00 to $35.00 ton; Oats, $25.00 ton; Hay, $12.00 ton.

* * *

Fruits are getting scarcer in variety, and quantity is not very great except in apples, of which there are plenty. The Okanagan apples are in the market this year earlier than usual. Prices for apples vary from 75 cts. and $1.00 for cooking fruit to $1.75 for choice table fruit. Lemons are scarcer and bringing as high as $8.50. Late Valencia oranges bring $5.50. Winter varieties of pears are quoted at $1.00 and $1.25 per box. Some Ontario Concord grapes are in, and quoted at 40 cts. per basket.

* * *

In groceries conditions are about as last week. New raisins are now in as stated, and price is away up, with chances of even higher quotations before Christmas.

In produce, butter is still scarce in good quality. Much of the creamery butter from the Northwest has not been up to the mark this season. Local creamery is getting scarcer, and local dairy is also in small compass. Wholesale local creamery is 30 cts. and eastern creamery 27cts.

Local fresh eggs are now 45 cts per dozen and likely to remain so till after the first of the year.

The quantities of onions being produced in the local ranching districts increase every year, so that importations at this season cease. Prices are low now, because a surplus stock has been placed on the market. $1.25 per sack is the prevailing price.

Local lower mainland potatoes sold down as low as $13.00 per ton this week. Ashcrofts are $20.00 per ton.

NEWFOUNDLAND WINDOW DRESSING.

W. F. Lake Gets Diploma From Grocers' Exhibition.

A diploma for window dressing has been awarded by the Grocers' International Exhibition, London, (Eng.), to F. W. Lake, St. John's, Nfld. Mr. Lake is an assistant in Hon. G. Knowling's East End stores. It is the first such award to go to the Ancient Colony and is highly prized by the trade as a body.

The St. John's Telegraph says: "Mr. Lake, who is a most unassuming gentleman, was induced by his friends to enter this year's competition, and having forwarded the latest photo of his work, was more than pleased on receipt of his success. According to the London Grocers' Journal, which publishes the list of awards, Mr. Lake's photo entered the special Colonial class from which the diploma was granted on merit. The distinction is certainly one to be proud of and we join in congratulations to Mr. Lake and Hon. G. Knowling. No doubt next years' exhibition will see many competitors from this country for the coveted diploma of the special colonial class."

SCARCITY OF BRIAR PIPES.

Judging from present indications there is likely to be, in the near future, a scarcity of the genuine briar pipes. The real article is made in France in the Saint Clause District, the only wood from which the briar pipe can be made being obtainable only in that country. Advices from France state that the workers in the factory have gone on strike for higher wages, and manufacturers are not in a position to accept any orders, feeling that they will have trouble in filling those they have already booked. Under the circumstances the dealer who carries a stock of real briar pipes should at once see to it that he has a good supply, unless he is desirous of buying at the advanced prices which are sure to be asked.

NEW MOOSE JAW COMMISSION FIRM.

A new commission and brokerage firm has been started this month in Moose Jaw, Sask., by J. A. Simington and W. G. Cotes. Simington & Cotes have already secured a number of good agencies and commence business with excellent prospects. Mr. Cotes was formerly editor of the Moose Jaw Signal.

FLOUR IN WESTERN CANADA

Milling, Jobbing and Retailing— Situation in the Prairie Provinces— Methods of Handling—The Industry on the Pacific Coast.

By Resident Correspondent of The Canadian Grocer

In Western Canada, as in Ontario and the east, a big proportion of the flour consumed is sold over the grocery counter. Perhaps the proportion handled in the grocery and general stores is larger in the west than in the east for the reason that in the west the practice of making home-made bread has not gone out of fashion. Owing to the scattered character of the population the town and village bakeshops cannot attempt to supply the country trade to any large extent. Moreover, the distances in the west are so great that the big central bread factory sending out supplies to a big surrounding constituency is practically unknown. The farmer's wife bakes her own bread and she gets her flour from the general store.

Where does the general store get its supplies? In many places from the small local mill, for there are in the west, as in the east, a great many small mills whose output is sold in the immediate locality. Local patriotism, the desire to support a local industry, is often a big factor in pushing the sale of this flour. In addition to this flour from local mills there is also a large sale in the west of several well advertised brands put on the market by larger milling companies. This flour is sold direct to the retail trade in large quantities or in small quantities indirectly through the wholesale houses. The most enterprising milling companies put up their flour in 24½ and 49 lb. sacks, that is in eighth and quarter barrels, convenient sizes for sale over the grocery counters.

The Export Phase.

But the west being the granary of Canada now and aspiring to be the granary of the Empire in the very near future, has much flour to export and to send to the eastern part of Canada. With the erection of new mills of large capacity this quantity is being largely increased every year and a larger proportion of the crop is being ground in the west where it is grown. The big western mills have, therefore, to find a market for their flour. The Calgary Milling Co. in Calgary have been experimenting with shipments to China and Japan, and it is expected that a large export trade with the Orient will be developed. But the bulk of the western flour goes in the other direction, Ontario, Quebec and the Maritime Provinces taking large quantities and big shipments being made to Great Britain.

IN THE PACIFIC PROVINCE.

Never will British Columbia be a wheat-producing country. But that will not hinder the manufacture of flour in the province, and it is in the range of possibility that a very large milling industry will be established and that in a few years. Already one firm has definitely announced its intention of building a flour mill at Vancouver. Another milling concern now established in the interior has had in view the proposition of building a mill at the coast. The first concern, the Hall Elevator Co., Limited, has the distinction of having erected the first elevator on the Canadian Pacific coast. Their mill is to be erected in the immediate future and is to have an ultimate capacity of 500 barrels daily, though plant will only be installed at first for half that capacity.

The mills of the future will of course grind flour from the prairie provinces of Northwest Canada, Alberta and Saskatchewan. The beginning of this is the movement toward the Pacific coast for an outlet for the grain produced on the Albertan ranges. The second factor is the demand for flour and wheat products in the big markets opening up in the Orient. There has been a growing export trade to China, Japan and other trans-Pacific countries, and a large part of the trade has been in the hands of the mills of Washington, Oregon and California. These three Pacific states grow large quantities of soft wheat, and the flour from this, though of inferior grade to the hard wheat flour from the Canadian Northwest, has suited the market of the Orient. The Winter wheat of Alberta, not the equal of Manitoba hard wheat in producing a white, quick-raising flour, but still of fine quality, offers a Canadian competitor, and the quantity is increasing very rapidly. Other grades of wheat are grown in Alberta also, and the flour from these will find ready market in the home consumption of British Columbia and the north. The building up of an export trade to England via the Pacific coast is also a possibility.

Present Sources of Supplies.

At the present time the bulk of the flour used in British Columbia and also that shipped into the Yukon is from the large mills of the northwest, the Ogilvie mills at Winnipeg and Fort William, the Lake of the Woods mill at Keewatin, and the Western Canada Flour Mill Co. at St. Boniface, being of course the best known, as being the largest. Every mill of any size, however, in Manitoba and the northwest has done some shipping to the coast. The only drawback that appears to affect the small mills is the keeping up of the grade they establish. Once a market is formed the mill is under compulsion to keep it supplied and to keep up the quality, or lose the trade, which has in some cases been the experience of mills which started on a campaign in the province, before they had the permanence of the supply secured or its quality fixed.

Of course the standard of quality is high. That is fixed by the big mills, which can produce practically a uniform article year in and year out, and the year round as well. The features which affect this uniformity are few but important. To begin with the supply of wheat of high quality must be assured. To do this requires capital and storage capacity for the wheat. These facilities the big mills have, and the smaller mills must equip in proportion to their size. Then no flour is ever put on the market by the big mills from new wheat or until it has been milled a sufficient length of time to get "age." Smaller mills have often made the mistake of getting into the market of British Columbia with a really fine flour, made from well-seasoned, aged wheat, and then following it up a few months later, as the next crop came in, perhaps, with flour from perfectly fresh wheat. The results have been disastrous every time. Any neophyte knows flour must get "age" either in the wheat or after being milled. The former is the preferable way, though with care in handling it is possible to give the flour the ripening process.

Conditions (and advertising) have given over the trade of the coast, which includes the big Yukon trade, to the two or three big mills of the Manitoba wheat country. There are several others, larger and smaller, which have worked up a considerable trade, and there are frequently times when the smaller mills ship a few consignments, but not many of them attempt the market systematically, realizing the difficulties of competing with the better known brands.

The Okanagan Mills.

There are two flouring mills in British Columbia, both located in the Okanagan district, on the branch railway running from Sicamous on the main line to the lake. These are located at Armstrong

and Enderby. The first is the mill of the Okanagan Flour Mills Co., the latter the Columbia Flouring Mill Co. Each is about 125 barrels capacity. The wheat used is largely imported from the northwest. There is some wheat grown in the district, especially close to the two towns where the mills are located, and the fact that there was wheat grown here originally led to the erection of these mills. Now, however, conditions have changed very materially. When the mills were first established there was only the small local trade to secure, and the use of the local wheat was quite sufficient. Now, however, there is market for very much larger quantities of flour than for merely local consumption. On the other hand for long enough the amount of wheat has been unequal to the capacity of the mills or the demands for flour. In addition to that the increasing demand for the land of the district for fruit purposes has altered the views of ranchers and the time is rapidly coming when little or no wheat will be grown, as the land is now too valuable for orchards to keep it longer in grain.

Selling Methods.

In selling flour in British Columbia all the mills, even the largest, have to adopt the direct appeal. Advertising by the larger mills and direct calls by a traveling salesman are the methods. There are some wholesale grain and feed warehouses and all the wholesale grocers handle flour, but the directing of public taste or inquiry is left entirely to the manufacturer. Those who are systematically building up a trade in the province have resident representatives here. A number of times the well known device of a "public demonstration" has been resorted to, especially at the New Westminster and Victoria exhibitions, to attract public attention to a special brand.

The retail grocery trade is visited regularly by the agents of the different milling companies, and the orders are placed as a rule with whatever jobbing house the retailer may choose. The whole supply of flour in this province almost is handled in the 50-lb. cotton sack. Even the carlots bought by large bakers are shipped in that form. For the upper country, where "packing" on horse-back is often the only means of transporting supplies into some lone mining or logging camp, for the up-coast trade, where supplies are dropped into a small rowboat or on a precarious landing by the weekly coasting steamer, and for shipment into the Yukon where there is much handling on and off steamers, the fifty-pound sack is much the most convenient form to handle the article. A hundred-pound sack would in many cases be very awkward and inconvenient, sometimes impossible, to handle.

While the larger cities of the province are mainly supplied with the "staff" from the big bakeries, the scattered nature of settlement, even along the line of railway, and the infrequent train service in many places, is a bar to a large wholesale trade in bread. But most of the small towns have their own bakeries. In the city trade much of the bread is sold over the grocery counter.

PECAN NUTS.

The pecan is a variety of the genus hicoria, or ordinary hickory tree, and its oblong, thin-shelled nut is one of the most delicious of all nuts. The tree itself is an ornamental one, being stately and symmetrical, and often attaining a height of 60 to 80 feet.

Although the hickory is common to all North America, the pecan has so far only been grown in the southern part of the United States. The increasing demand of the past few years, which is not nearly met by the available supply, has caused pecan culture to receive some attention, but it is as yet in its infancy. The main prejudice against it has been the impression that the tree required a generation to attain a profitable growth, and that it was delicate and hard to cultivate. In reality, it attains a nut-bearing age in from eight to ten years, and is quite hardy and tenaceous of life. It thrives in any except exceedingly sandy soil, and seems to have no preference between the lowland and the hills. It responds to cultivation, though it does not require much fertilization. In fact, the best plan has been found to be the planting of other crops, such as the common field pea, in the orchard until the trees reach a nut-bearing age. During the first year or two the tree goes more to root than top, hence its growth seems slow.

The trees are planted about forty-five feet apart, or from sixteen to twenty to the acre. Budded stock is the best, and Frotscher is one of the most popular varieties.

When eight or ten years old the trees bear from twenty to forty pounds of nuts. This amount increases yearly until the trees reach their full growth, when the average crop is one hundred and fifty pounds to the tree, and brings in a net profit of about $500 per acre.

The nuts ripen about the middle of October, and may be gathered from then until December. The smooth, hard burr in which the nut is enclosed cracks open and it is easy work to prepare the crop for market.

One of the few enemies of the pecan is the Fall web-worm. The much dreaded San Jose scale does not trouble the tree at all. The bark of very young trees is sometimes gnawed by rabbits, and in order to prevent this a handful of broom-sedge is tied around the bottom of the trunks.

WRITE YOUR OWN SIGNS.

There isn't any reason why merchants generally should not write their own signs. An entire outfit, including large and small letters, ink, rollers and everything needful for writing price cards or for writing show window cards, can be obtained at very low prices. With one of these combinations you can put price cards on everything in your stock, write show cards and call attention to many different articles. Price tickets are a great addition to window decoration. These combination sets are easily handled with good results, the only skill required on the part of the operator being the ability to draw a reasonably straight line and to stamp the figures or letters evenly.

EXPLANATIONS IN ORDER.

In a recent issue of the United States Consular Report, issued by the Bureau of Manufacturers, complaint was made by a Boston concern regarding delays in the delivery of goods shipped to Canada.

"The trouble is on the Canadian side," says the Consular Report. "A package shipped from Washington not long ago, with the charges prepaid to a point in Canada that could be reached in 16 hours, and where there is a custom house, was delayed one month in delivery without any explanation. In the same way American newspapers and magazines were two and three days behindhand in delivery at the same point. It looks as though it may be intentional to discourage purchases on this side."

PARTNER FOR STUART WATSON.

Stuart Watson, wholesale grocery broker, of Winnipeg, has taken into partnership with him A. Truesdale, who was formerly in the wholesale grocery business in Belfast, Ireland. Mr. Truesdale is calling on the retail trade, soliciting orders which are filled through the wholesale houses.

W. J. Carruthers, formerly teacher at Harwood, has purchased the store of W. Cochrane at Baltimore. Mr. Cochrane will continue his store at Burnly.

The Jeffrey Manufacturing Co., of Columbus, Ohio, have established a branch factory in Montreal, for the manufacture of canners' supplies.

SPICE AND COFFEE MERGER.

A. M. Piper & Co. Absorbed by Todhunter, Mitchell & Co.—Mr. Piper Goes Too.

A. M. Piper & Co., coffee, spices, etc., Jarvis street, Toronto, have disposed of their business to the old established firm of Todhunter, Mitchell & Co., Toronto, and Mr. Piper will shortly assume an important position in the management of the latter firm. Prior to his entering business on his own account, Mr. Piper was associated with Todhunter, Mitchell & Co. for about twenty years.

Mr. Piper grew up with the coffee and spice business. He served his apprenticeship with an American house, R. D. Van De Carr, of Rochester, and later conducted their branch in Canada, first at Niagara then at Hamilton, and later in Toronto. After ten years or so in charge of the Canadian business of this important firm Mr. Piper accepted a position with Todhunter, Mitchell & Co. as manager of their manufacturing department. A couple of years of that told

A. M. Piper, Toronto.

upon his health and he went on the road for the firm. In that capacity he continued for fifteen years with marked success.

Mr. Piper then decided to strike out for himself and in company with James Langskill, one of the most successful retail grocers in Toronto, now president of White & Co., established the spice and coffee firm of Piper & Langskill. After some years the business was sold to Todhunter, Mitchell & Co., and Mr. Piper resumed his position on the road. In January, 1905, Mr. Piper again established a business of his own, Piper & Co., which is now merged in the larger concern.

Mr. Piper is about to start on a business trip through the Maritime Provinces where he has a splendid connection and where few travelers are better known. He is sure of a hearty welcome for his old friends will be glad to see him again.

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

M. Macklin has succeeded A. C. Lawson, Cartwright, Man.

What appears to be an immense salt well was discovered while drilling for oil on the Longmore farm, near Chatham.

Fire caused $6,000 damage to the stock and buildings of O. Carignan & Fils, wholesale and retail grocers, Three Rivers.

G. P. Bolton, of St. John, who travels in the interests of the Sussex Mercantile Co., was recently married to Miss Isabel Roberts.

R. Williams has purchased the grocery and bakery of J. Van Every, Comber. E. Williams will be in charge of the store.

Mr. Dwyer, grocer, New Toronto, has typhoid fever. He is one of twenty-six citizens of the same village laid in with the disease.

The annual meeting and exhibition of the Nova Scotia Fruit Growers' Association will be held in Wolfville on December 12.

J. Marshall, Collingwood, has purchased the business of D. C. McLean, of that town. Mr. McLean has gone into insurance.

J. G. Pratt and Fred Mooney have gone into partnership and will open a grocery, fruit and confectionery store in Lacombe, Alta.

Williams & Purcell, Seaforth, successors to B. B. Gunn, are succeeding splendidly and are preparing for a very heavy Fall trade.

F. D. Cockburn, Montreal, and eastern representative of Comfort Soap Co., was a caller at the Toronto office of The Grocer last week.

Heck Graydon, son of Robert Graydon, Streetsville, has taken a position as grocery manager with H. W. Eaton Dundas street, Toronto.

The marriage is announced for November 5 of Henri Duclos, grocer, Montreal, to Miss Minette Begin, daughter of L. H. Begin, Quebec.

Wm. Trombley, of Trombley Bros., Bell Ewart, is about to open an up-to-date butcher and staple grocery business in Toronto Junction.

Mrs. S. A. Harris, a successful lady grocer of Peterboro, has built a very nice store and dwelling and opened in her new premises yesterday.

J. A. Porter, general merchant, of South Monaghan, has returned from an extensive trip through Manitoba. He is much improved in health.

A syndicate of United States capitalists has purchased the townsite of Pincher Station, and have begun the erection of a large general store.

J. E. Paddison, Stayner, has scarlet fever in his family. His residence is away from his place of business and he himself has to live at the store.

Mrs. J. H. McKee, general store, Lucan, has compromised at 75c. on the dollar, and the business will be continued by A. McCormick & Son, after December 1.

R. J. Gracey, Wellandport, has purchased the business of Harry Crawther Ottercliffe, and is getting settled. Mr. Crawther has gone to California to try farming.

W. E. Baker, Lindsay, has purchased a fine residence in that town. He is making a success of his grocery business. Baker's tea is a strong feature in his trade.

J. W. Brock, one of Thamesford's most prosperous business men, was married at Christ Church rectory, Milverton, to Miss Sarah Isabella Henderson, of Millbank, on Oct. 3.

Ted Alport, of Perry & Co., Orillia, is away on his usual two weeks deer hunting trip in the north country Ted generally makes a good showing and here's wishing him luck this season.

The new vinegar works at Canning, N.B., have commenced operations. It is expected that 1,800 barrels of cider vinegar will be produced this year, and that this will be increased to 3,000 barrels next year.

L. A. Primeau, Lindsay, has a new clerk. He arrived about a week ago and is making good in great shape. He's somewhat given to drink and inclined to sleep on the job, but L. A. has no thought of firing him.

The death of W. B. Reynolds, up to fifteen years ago senior partner in the hardware firm of W. B. Reynolds & Co., Halifax, but recently in the commission business alone, removes one of the best known merchants in the eastern provinces.

Gerald W. Power, of Robert Ward & Co., Victoria, has been promoted to the position of accountant at the Vancouver office. Before leaving, he was tendered a banquet by his friends in Victoria, and presented with a handsome pair of military hair brushes.

Tom Haywood has returned from his annual autumn outing. He takes a horse and rig and disappears into the north country. He fishes, hunts, fraternizes with the lumbermen and enjoys the painted landscape to his soul's content and comes back feeling fit as a fiddle.

P. H. Copeland, Huttonville, has purchased the business of his opposition, Fred Wurtz. Mr. Copeland proposes to build a fine new store on his present premises. The present building will be removed and while building operations are in progress Mr. Copeland will occupy the Wurtz store.

(Additional notes on page 57.)

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Benedict, F. L., & Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picton.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co, Ottawa.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Emond & Cote, Quebec, Que.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Geo., Quebec.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Lunenburg, N.S
Connors Bros., Black's Harbor, N.B.
Halifax Cold Storage Co., Halifax, N.S.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, T. F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Little, Geo., Manchester, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.

Fruits—Dried, Green, and Nuts.
Brown Bros. & Sons, Montreal.
Collier Bros., Napanee.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Finkle & Ackerman, Belleville, Ont.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd Brandon.
Battle Creek Health Food Co., Battle Creek Mich.
Canadian Shredded Wheat Co., Niagara Falls Centre, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McIntosh, P., & Son Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Stevens & Miller, Montreal.
Tanguay, Alf. F., & Co. Quebec.
Tanquay, Geo., Quebec, Que.
Taylor, T. H., Co., Ltd., Chatham.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton
Bourque, T. A., & Co, Sherbrooke, Que.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Me al Shingle & Siding Co., Preston, Ont.
Walker Bin & Store Fixture Co., Berlin.

Jams. Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens, H. J., Montreal.
Tanquay, Alf., & Co, Quebec.
Taylor, W. A., Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Baine s System Ltd., Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co, Ottawa.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Crown Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Hudon, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal.
Purnell, Webb & Co, Bristol, Eng.
Sutton, G. F., Sons & Coondon, Eng

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.

Soap.
Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Stock Food.
International Stock Food Co., Toronto

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
St. Lawrence Sugar Refining Co, Montreal.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co. Montreal.
Wallaceburg Sugar Co, Wallaceburg.

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Codville-Georgson Co., Winnipeg
Crown Mfg Co., Toronto
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
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Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh Scot.
Truro Condensed Milk Co., Truro, N.S.
Todhunter, Mitchell & Co, Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

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White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Woods, Walter, & Co., Hamilton.

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Graham Bros., Kinmount, Ont.

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Limited.

JOHN BAYNE MACLEAN - - *President*

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A SHORTAGE OF CARS.

There is everywhere a great shortage of cars at present. The manufacturer, the wholesaler, the contractor and all who have use for the railways of the country to move freight are calling for cars to relieve the present acute situation. A string of empty cars behind a powerful engine is something eagerly sought after by all firms which have need of transportation. With the advent of the holiday shipping, the demand for cars will be very largely increased, and at present there seems no prospect of more cars being placed at the disposal of shippers. The different railway companies are doing their very best to keep up with the demand, but apparently it is impossible for them to do so. Every car they possess which is fit for use is now on the road, while new cars are being turned out from the car shops every day. But still the shortage continues.

There are many reasons for the scarcity. One of the principal is that there is a rush from all parts of the country of goods to port centres. Business houses are anxious to have their goods for export reach the Canadian ports before the close of navigation, and the railway companies are doing all they can to help business in their endeavor. Then the grain business calls for cars by the thousand, while the railways themselves have use for many trains for construction work. In all parts of the Dominion railroad construction is going on more or less actively, and supply trains and engines for work in the neighborhood are much required. It is hoped that there will be a little breathing spell immediately upon the close of navigation, and the present situation will probably experience some improvement, but is seems that a shortage of cars, and the consequent lack of good transportation facilities is something which must accompany the wonderful prosperity of the country. At any rate the railway companies do not seem able to keep pace with the rapid development now going on.

CRANBERRIES.

Cranberries prices are climbing rapidly because of greatly increased consumption and a shorter crop than was originally estimated. A few cranberries are gathered in the Maritime Provinces but they never get west of Montreal. The principal sources of supply for America are Cape Cod, in the east, and Michigan, Wisconsin, Minnesota and Iowa in the west. Ontario draws its supplies exclusively from Cape Cod.

The garnishing of the American Thanksgiving turkey is said to have created a demand which aided the upward tendency of prices. An attempt early in the season to corner the Cape Cod crop, it is reported, failed badly. Some years ago Hiram Walker, the distiller, attempted on a rather large scale the cultivation of cranberries on artificially prepared land.

The American crop averages about 1,000,000 bushels, and of those 400,000 bushels are said to be required for Thanksgiving.

Originally, the cranberry grew wild and took its name from a resemblance its flower just expanding into perfection bears to the neck, head and bill of a crane. From "craneberry" to "cranberry" was an easy transition.

It was at Cape Cod that the cranberry was first cultivated, and soon came the discovery that in flavor the cultivated cranberry was far superior to its wild brother.

Sand and peaty ground form the real soil for the cranberry, and instead of fertilizing, the grower is obliged to give the vines or bushes liberal coatings of sand.

The place where the cranberry grows is variously known as the marsh or the bog, from the fact that it must be low land arranged with a system of sluices similar to those used for the irrigation of arid land in the west.

It costs not less than $300, and as high as $500 an acre, to get the bog ready. Then five years must elapse before there is any crop sufficient to give a return. But after this it is all profit, for the shrubs live and bear endlessly, getting better all the time.

Nothing could be simpler than planting cranberry bushes. A small handful of twigs is twisted together, and thrust deeply into the sand. They need no tending, but take root at once, and within a year send out runners. The planting is done in rows eight or ten inches apart. Gradually the space between the rows fills up, and soon the whole bog is one field of growing cranberries.

Flooding the bog answers the dual purpose of giving the cranberries the moisture which is an essential part of its life and protecting it from the frosts of early Autumn.

The old method of packing by hand is being superseded by the rocker scoops, with which one man can do the work of twenty-five.

The berries are cleaned and graded by machinery. At the end of their course there is a drop, and the sound, hard berries rebound into their bins while the soft and wormy ones, lacking the necessary resilience go to the waste box.

With careful weeding and watering, an acre will yield more than one hundred barrels of cranberries, and it has been calculated that in eight years an acre ought to pay back in full the entire cost, leaving all that follows as clear profit.

The earliest cranberries come from Cape Cod. Their picking begins early in September and lasts till severe frost sets in. In the Middle States and the west the crop is not so early.

POTATOES.

New Brunswick potatoes are getting a firm hold upon the trade in Ontario. There are large dealers in Toronto who handle no Ontario potatoes at all. The principal factor in the recent fluctuations in price has been the car shortage. Last Spring the American market was short and New York bought heavily in New Brunswick, creating high prices. This year the American crop is said to be sufficient for requirements south of the line. Last year, however, Quebec had potatoes to sell; this year it is buying. The yield in the Maritime Provinces is said to be altogether satisfactory, but there is a considerably increased area. The outlook appears to be that when freight moves freely again there will be plenty of potatoes and that the supply will be sufficient throughout the entire season.

OTTAWA'S SOCIAL GROCERS

First of a Series of Entertainments by the Grocers' Association of the Capital—Address by President Walters of the Retail Merchants —Cards and Refreshments.

A large number of Ottawa Retail Grocers enjoyed themselves on Monday evening last at the first social evening of the season in their rooms Royal Albert Hall. Appropriate songs were rendered and good speeches, readings and recitations filled up the excellent programme provided. The members of the Association were congratulated on the success of the event.

Henry Waters, president of the head branch Retail Merchant's Association, gave an able address emphasizing the importance of organization, and explained to the merchants the ammendments to the Criminal Code, which were being asked for by the association at the next session of the Dominion House and urged upon them the necessity of united action in having this matter carried to a successful issue. He also referred to many other important objects that could be obtained by all being interested.

Pleasing addresses were given by Ald. Ross and ex-Ald. Shouldis, President Forde and Tresurer Provost, of the grocers.

Ed. Wilton presided at the piano, as well as rendering an instrumental solo. Solos were given by Mr. Hickman, Stuart de la Ronde, P. Lamoureaux, Harry Duford, and a banjo solo by N. H. King.

Informal games of euchre were enjoyed by the card lovers, and light refreshments were served by Caterer Nixon, which added greatly to the hospitality of the evening. President Forde announced that almost sufficient names had been secured in favor of early closing and that the lists would soon be ready for presentation to the city council, also that the next meeting a month hence would take the form of a lecture on business system suitable to the retail grocery trade, part to be taken by an expert accountant, and part by an old experienced and successful grocer. He impressed on the members the advantage of attending regularly

WINNIPEG GROCERS WORKING.

Protecting Early Closing By-law—Pure Food Agitation.

The Winnipeg Grocers' Association, through its secretary, W. A. Coulson, has started a campaign against those who dodge the early closing by-law and those who import impure foodstuffs. Tuesday evening of last week, in company with a police official, a representative of the association visited fifteen or sixteen restaurants and fruit stores where groceries were sold after six o'clock. Informations were laid against the proprietors for prosecution in the police court.

Mr. Coulson says that most of the small restaurants carry a side line of groceries which they retail after six o'clock, thereby defeating the ends of the early closing by-law and cutting into the legitimate business of the grocers. The grocers, he says, do not mind any person selling groceries during legal hours, but it is unfair to them for restaurants to carry on a grocery trade after six p.m.

The association is also interesting itself in the pure food question and is starting a campaign against the importation of impure meats, fruit and fowl, as well as adulterated food of all lines. It has made application for a pure food law and has been promised the desired legislation. Large quantities of food stuffs, unfit for human consumption, it is said, have been shipped into the city of late and sold. Most of it came from American points and has been partially traced. Fowl which had been dead for a year and over, preserved by chemicals which were practically embalming fluids, it is claimed, have been received in Winnipeg, and last week one department store refused a large shipment of it.

Peddlers and transient traders have been watched and forced to take out licenses.

A Montreal firm which occupied sample rooms in a business block and were carrying on a retail traders' business, has been forced to take out a retail traders' license.

WINDOW DRESSING COMPETITION

Entries are coming in for the Canadian Grocer's monthly window competition, but we want more. It is simple —a photograph and a description of how the trim is done.

This is a chance for the clerk. The clerk who can trim a window well has a future in the business. There is plenty of latent talent in the trade that needs but a little stimulus to bring it out. That is what these competitions are for.

THINKS MR. LAWSON WRONG.

A traveller writing from Hamilton this week objects to A. H. Lawson's advocacy in his article on increasing trade in the Special Fall Number of The Grocer, of grocers putting up their own package goods. The writer says:—

Editor Canadian Grocer:—

I am surprised to find a correspondent in your excellent Fall Number advocating special packages as a help to grocers. The subject is not new and the older it grows the more the outlook for the special package. The writer has for some years been in close touch with the package Tea business both standard and special brands, and in very few instances has it appeared that the special was of any real benefit to the grocer's tea trade. Against this it may not be out of place to draw your attention to the marked success at times by certain standard brands, which have, through skilful blending and good advertising become very popular and easy to sell—trade builders in fact. A great number of instances can be shown where a well known and popular article has been put up under a special label, but in place of increasing the grocer's sales has actually lost business for him. Any attempt to substitute the often "fearfully and wonderfully made" blend and package for the well advertised and proved brand will often arouse in the customer's mind suspicions and direct trade to a small store.

Yours,

R. P.

GROCERS DID THEIR BEST.

Newspaper View of the Tournament at London.

An English paper describing the competitions at the recent Grocers' National Exhibition in London, says:

The tournament of the grocery world recently held at the Agricultural Hall, London, was a most interesting affair, and competitors, in a frenzy of emulation were to be seen wrapping sugar, roasting coffee, weighing butter, applying by letter for imaginary situations, and writing essays for the £1,500 worth of prizes offered.

The most sporting events, and those which drew the largest crowds, were the sugar weighing and wrapping competitions. Out of a bin of sugar fifty 1-lb. packets had to be weighed, wrapped, and stacked. Very severe tests were made by the judges. It was useless for a competitor to make a neat, square, artistic packet of sugar, if it leaked when shaken, and faulty "technique" of this sort blasted the hopes of more than one promising competitor.

To see the artistic temperament at its best, one had to visit the coffee-roasting competitors. There was a rapt, almost devotional, look on their faces as they ground their roasting apparatus to the murmur of the falling berries.

An expert explained the reason for the expression. "They are listening for the snapping of the berries to cease," he said. "When the berry is swelling with the heat and arriving at the point of perfection, a little cracking sound goes on. The moment this ceases the coffee is correctly roasted. Fifteen or thirty seconds too long means the begining of a burning process, which ruins the flavor."

The same expert, commenting on the coffee-blending competition, said: "Were we to give up chicory at once, half our public would cease drinking coffee. Pure Mocha would be nauseting to the majority of people."

J. H. Christie, one of the oldest and best known travelers in the Ottawa section, is seriously ill. Mr. Christie was associated with the late firm of Carter, Galbraith & Co. for many years, and cast in his lot with William Galbraith & Son on the dissolution of the old firm in January last. He has always been a good friend of the grocers.

Will Turpen, formerly Toronto traveler for the E. W. Gillett Co., Limited, and now in the Niagara Peninsula, is doing some special advertising work for the company and has not taken the place of J. F. Holden, as might be concluded from an item which appeared in The Grocer last week.

Markets and Market Notes

QUEBEC MARKETS.

POINTRRS—
Fish—Revised.
Sugar—Declined 10c.
Raisins—Advanced.
Currants—Advanced 1c. to 2c.
Dates—Advanced 1c.
Maple Products—Decline.
Honey—Advanced 1c.

Montreal, Nov. 1, 1906.

The situation in the grocery trade is a healthy one. The fall trade has now set in and brisk business is being done on all sides. The scarcity of cars interferes considerably with the successful carrying on of trade, making it difficult for the jobber to ship the retailer's orders. But, when everything is considered, it must be admitted that a good average fall trade is being transacted. There are two markets of particular interest to the grocer this week. These are the sugar market and the dried fruit market. Sugar has experienced a decline of 10 cents since last report. In dried fruits interest centres on raisins and currants, but particularly on the latter. It is now said that a ten-cent market for currants is something quite probable. Prices this week are higher, as will be seen by the quotations. Valencia raisins are a little weaker in the primary market, but stocks here being very small, the price is firm. There is little new in canned goods. The tea market is one which is one of interest at present. Japan teas are before the eye of the trade very much. Indications point to still higher prices than at present rule. Molasses is very quiet, while trade in coffee and spices is fair to good. Evaporated apples are firm, and higher prices may soon be realized, but prices are unchanged. Maple products are also easier, while there is a firmer feeling in honey, which is very scarce.

Collections are good.

CANNED GOODS—This week there is little news for the grocer regarding canned goods. Some jobbers are still shipping orders booked some time ago, while other wholesalers say that they cannot obtain sufficient goods from the canners, owing to shortage of cars. On the whole, the situation is a fairly satisfactory one. Indications point to a scarcity of plums and blueberries later in the season, the canners apparently not having put up a great lot of either. Strawberries will, of course, also be short, none being obtainable even now. Tomatoes are unchanged.

SUGAR—Tuesday afternoon the local market declined ten cents. The decline effects all sugars. In the early part of the week, advices received were to the effect that the beet market was weaker. One of the large New York refineries lowered their prices on Monday. It is thought that there will be considerably more business at the lower prices, since it seems that a good many were waiting, in expectation of lower prices to buy.

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

SYRUP & MOLASSES—The molasses market is quite without interest at present. Practically no transactions are being made on any side. Syrups are moving fairly well, but the brisk fall trade has not yet commenced.

Barbadoes, in puncheons		0 30
" in barrels		0 32½
" in half-barrels		0 33½
New Orleans	0 22	0 35
Antigua		0 [illegible]
Porto Rico		0 40
Corn syrups, bbls.		0 02½
" ½-bbls.		0 03
" ¼-bbls.		0 03½
" 38½-lb. pails		1 40
" 25-lb. pails		1 00
Cases, 2-lb. tins, 2 doz. per case		1 95
" 5-lb. " 1 doz. "		2 40
" 10-lb. " ½ doz. "		2 35
" 20-lb. " ¼ doz. "		2 25

TEA—There has been more inquiry for Japans during the past week, owing possibly, to the fact that fourth crop tea had been purchased for export to Manchuria, and all fannings and siftings having been made up into brick tea for export to this country. The price of low grade Japan teas has been advanced about a cent a pound. There are no lots af new tea held, all stock pisible in Montreal being old. Very common teas are selling around 14½c, while very low grades, which formerly were obtainable for 10c, when anybody would take them, are now bringing 13½c. Few Japan siftings and fannings are obtainable and higher prices are likely to rule. Lately there have been a couple of large invoices of Japans, Pingsueys and Gunpowders and Young Hysons change hands. Taking into consideration the present existing conditions, it is generally thought that considerable of an advance will shortly be made in all kinds of low grade greens. There is some demand noticeable for Ceylon blacks in London. These have showed some sign of improvement. Ceylon greens are scarce, few lots being offered. There is noticeable a little better inquiry for low and medium grade blacks. There have been recently, quite a few inquiries from the West for low grade China greens.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Orange Pekoe	0 20	0 36
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—The situation this week is quite unchanged. The market is without feature of any kind. Prices are steady.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—The feature of the market this week is the interest taken in currants. From present indications there will be a 10c. market and that at no very distant date. At present Filiatras are selling as high as 9c, dealers asking 8c, 8½c and 9c, according to quality. There are certain rumors around the trade to the effect that a large house in Greeece has failed. The Grocer learns from reliable sources, however, that up to the time of writing this firm has been filling local contracts in a satisfactory manner. The matter, as it stands now, seems to be simply that orders were sent to this house from New York and the low prices which prevailed a few months back. These orders were not confirmed, it is said, and now this concern cannot ship the goods owing to conditions existing in Greece. It was probably from this trouble, that the rumor of the failure arose. Local contracts, as stated, have been filled by this firm. Valencia raisins are a little easier this week. The market in Spain is somewhat weaker, quotations being from 1s. to 1-6 lower. It is too late, however, that the market begins to be on a reasonable basis, for much trade for the holiday season cannot now be done. It is true that even now Valencias could be imported, but there would be only a little over a week in which the jobber might dispose of them. Californian fruits are beginning to arrive in good quantities, although supplies are not yet as large as might be wished. Dates, the first of the season, are now quoted by some houses at 6c. The supply of the regular steamer ought to be here sometime next week. Orders for goods via the second steamer are being taken at advanced prices. Few dealers wish to give out a price list while the dried fruit market is in its present condition. They cannot count on prices remaining steady, and consequently there is a great deal of hand to mouth business being done.

Valencia Raisins—		
Fine off-stalk, per lb		0 09
Selected, per lb		0 10
Layers, "		0 10
Dates—		
Dates, Hallowees, per lb	0 05	0 06
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 11
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " " boxes		3 50
Excelsior Window Clusters,"		4 50
" " " ½s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10	0 10½
" " choice seeded, in 1-lb. pkgs.	0 09½	0 10
" " 2 crown	0 08	0 08½
" " 3 crown	0 08½	0 09
" " 4 crown		0 10
Prunes—		Per lb.
30-40s	0 09½	0 09½
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels	0 08	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08½	0 09
" " in 1-lb. cartons	0 09	0 10

Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 08	0 12
" " 1-lb. carton	....	0 10
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	....	0 15
Four crown, fancy, 10-lb. boxes	....	0 09
Three crown	....	0 08
Glove boxes, fine quality, per box	....	0 10
Fancy washed figs, in baskets, per basket	....	0 20
" pulled figs, in boxes, per box	....	0 22
" stuffed figs, " "	....	0 28
12-oz. boxes	0 06½	0 07

SPICES—Business is fairly good at the moment, but there is no special call for any one line. Improved trade is anticipated once the holiday season gets well under way.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES—Evaporat- apples are quite firm this week. The price asked remains just about the same, 8c, but it would not be surprising if a better figure than this were shortly obtainable.

PEELS—There is nothing new to report in the peel situation. Peels are high and scarce, especially citron.

Citron peel per lb	0 19	0 21
Lemon peel, per lb	0 10½	0 11
Orange peel, per lb	0 10½	0 11

BEANS—Spot stock is firm, but there is an easier feeling in beans this week. The market remains unchanged as to price.

Choice prime beans	1 55	1 60

MAPLE PRODUCTS—There is a little easier feeling in maple products this week. Business continues active, some good orders being taken by dealers during the past week.

Maple syrup, bulk, per lb	0 07	0 08
Pure Townships sugar, per lb	0 07	0 08
Pure Beauce County, per lb	....	0 09

RICE AND TAPIOCA—Little business is passing in tapioca at the high price asked. But demand is limited, few grocers being in a position to do much business at the figure which now rules, and as a consequence the situation is not so bad as it would be if tapioca were a more staple line. Rice is unchanged.

B rice, in 10 bag lots	....	3 25
B rice, less than 10 bags	....	3 35
C O rice, in 10 bag lots	....	3 15
C O rice in less than 10 bag lots	....	3 25
Tapioca, medium pearl	0 07½	0 08

ONTARIO MARKETS.

POINTERS—

Sugar—Down 10c. and weak.

Dried Fruit—Quotations revised and higher.

Tapioca—Lower on the primary market.

Molasses—Firmer.

Toronto, Nov. 1, '06.

Business in the grocery trade is first-rate but the shortage of cars is causing some inconvenience, delaying shipments to both wholesalers and retailers. There is really nothing new in regard to dried fruit but the situation grows more interesting as the season advances. Goods bought now by wholesalers could not possibly arrive for the Christmas trade, so that both wholesale and retail trade are sized of the situation. The decline in sugar was not unexpected, and as the heavy consumptive demand of the preserving season is past will not incommode anyone. The market is weak even at the lower level.

CANNED GOODS—The situation is unchanged and the feeling is firm. The Canadian Canners are said to have packed tomatoes to fill only 80 per cent. of their orders at the end of July, and to be now buying tomatoes where they can get them. This is not intended as advice to load up with tomatoes. What the pack by factories outside the Canadian Canners has been is not yet known, but it is understood to be larger than last year.

Quotations are unchanged and are omitted this week.

VEGETABLES.

Asparagus, California—		
2½'s	....	3 90
2's, Canadian	....	2 75
Beets—		
2's, sliced, sugar and blood red	....	1 00
2's, whole, " "	....	90
3's, sliced, " "	....	1 20
3's, whole, " "	....	1 10
Beans—		
Fancy brands	....	....
2's, golden wax	0 85	0 82½
3's " "	1 30	1 27½
Gals. " "	....	3 75
2's, refugee or Valentine (green)	0 85	0 82½
3's (green)	1 30	1 27½
Gals.	....	....
2's, crystal wax	0 95	0 92½
Red Kidney, 2's	1 02½	1 00
Lima, 2's	1 27½	1 25
Corn—		
2's	0 92½	0 90
Gal., on cob	4 52½	4 50

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 1, 1906.

BUTTER—Local demand keeps good. Steady market rules.

CHEESE—Improvement continues. Prices unchanged.

EGGS—Market firm under good demand.

PROVISIONS—Little change in situation. Pork unchanged. Pressed hogs, abattoir, quoted $9.00 to $9.25 per 100 lbs.

Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4	....	3 75
Pumpkins, 3's	0 92½	0 90
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals.	5 02½	5 00
Squash, 3's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 17½	1 15
Gals., all kinds	3 52½	3 50

SAUCE, ETC.

Tomato sauce, 1's	....	0 50
" " 2's	....	0 80
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal.	....	4 50
" jugs	7 70	12 00

FISH.

Lobster, tall	....	3 75
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Northern River Sockeyes	1 70	1 67½
Cohoes, per doz	....	....
Humpbacks, "	....	....
Sardines, French ¼'s	....	0 14
" ½s	....	0 23
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼'s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic	....	1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz	....	1 40
" 2s, "	....	2 50
" 6s, "	....	7 50
" 14s. "	....	17 50

	Per dozen tins.	
Chicken, 1's, boneless	3 90	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	....	3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

SUGAR—Prices declined 10c. on all lines Tuesday. It is believed that this is a natural recession from the advance in raws occasioned by the possibility od damage to the Cuban crop as a result of the recent revolution. That trouble was spoiled by United States intervention. Then the busy season is past. But the dominant influence was the European beet crop. Willett & Gray said of raws toward the close of last week:

"The feature of the week under review is the steady and persistent decline of the European markets. The highest price of the week for beet sugars was 9s. 5¼d., on the 19th, from which point there was a daily decline to 8s. 10½d at the close. Futures also declined correspondingly.

"The change was most speculative on the exchange. The influences at work causing it were various, but especially the disappointment caused by the high beet crop estimates put out by experts and the statistical figures resulting showing a plentiful supply of sugar for the demands of the new campaign year October 1, 1906, to October 1, 1907.

"Also an important influence is the expectation of a full crop of sugar in Cuba."

The decline in beet continued this week to 8s. 9d. At the end of last week the world's visible supply was 1,050,953 tons against 1,069,149 tons a year ago.

Paris lumps, in 50-lb. boxes	....	5 03
" in 100-lb. "	....	4 93
St. Lawrence granulated, barrels	....	4 28
Redpath's granulated	....	4 38
Acadia granulated	....	4 33
Berlin granulated	....	4 28
Phoenix	....	4 33
Bright coffee	....	4 18
Bright yellow	....	4 23
No. 3 yellow	....	4 13
No. 2 "	....	4 08
No. 1 "	....	3 98
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUP AND MOLASSES—The market for New Orleans molasses is firmer and some grades are difficult to obtain:

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb	....	0 0[illegible]
" ½-bbls "	....	0 03
" kegs "	....	0 03½
" 3 gal. pails, each	....	1 40
" 2 gal. " "	....	1 00
" 2-lb. tins (in 2 doz. case) per case	....	1 95
" 5-lb. " (in 1 ") "	....	2 40
" 10-lb. " (in ½ ") "	....	2 35
" 20-lb. " (in ¼ ") "	....	2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95
5-gal. cans, per gal	....	1 00
Barrels, per gal	....	0 75

5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

TEA—The market continues firm.

COFFEE—The situation locally is unchanged. The valorization scheme is going forward and the prospects for the next crop have not improved. Willett & Gray assert "an advance is inevitable."

DRIED FRUITS—Most of the quotations have been adjusted to the upward tendency of the market. There is little practically new in the situation. Valencias have been offered to the trade this week at several shillings less than the market price. The offering is said to be rain damaged, but in any case the fruit could not be delivered for consumption before the middle of December or Christmas week, and the trade is well over by that. Quotations on prunes, citron peel, figs, currants and raisins are altered. Second arrivals of Tapnet figs are cheaper. Shipments of dates to arrive in a week or so will be lower than present quotations.

Prunes Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07
80-90s "	0 05¾ 0 06	50-60s "	0 07½ 0 08
70-80s "	0 06½ 0 07	40-50s 25-lb "	0 08½ 0 09
		30-40s "	0 09½ 0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 10 0 11½	Citron	0 21 0 22
Orange	0 10½ 0 12		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 [illegible]		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 08½ 0 [illegible]
Patras	0 07½ 0 08		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 12
" Fancy			0 10 0 14
" Extra fancy			0 18
Valencias, selected			0 09½ 0 10
Seeded, 1-lb packets, fancy			0 10
" 16 oz. packets, choice			0 09½
" 12 oz. " "			0 08
Dates—			
Hallowees	0 05½ 0 06	Fards choicest	
Sairs		" choice	
Domestic evaporated apples			0 07½

NUTS—Quotations are unchanged.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 31 0 32
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 09½ 0 10½
Pecans, per lb	0 14 0 17
New Brazils, per lb	0 14½ 0 [illegible]
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—The market is steady with unchanged prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 [illegible]
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Tapioca is lower at Singapore, and probably by the middle of December will be ½c. lower here.

	Per lb.	
Rice, stand. B	0 03½	0 [illegible]
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

SEEDS—The situation is practically unchanged with some slight modifications of quotations.

ALSIKE—		
Fancy lots, per bush	6 50	6 75
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10
RED CLOVER—		
Fancy	7 35	7 50
No. 1	7 00	7 25
No 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

TIMOTHY—		
Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 00	2 35

Lots containing seeds bring from 1½c. to 2¼c. a lb.

BEANS—The situation has clarified somewhat since a week ago. The buyers have had to give the farmers a little more and thereby have got sufficient for immediate requirements. The car shortage is, however, making delivery difficult, and here and there is occasioning inconvenience. Quotations are unchanged.

Beans, hand picked, per bush	1 75
" prime, No. 1 "	1 60 1 65
" lima, per lb	0 06½ 0 07

HIDES, WOOL AND FURS—

Hides, inspected, steers, No. 1	0 12½
" " No. 2	0 11½
" " cows, No. 1	0 12½
" " No. 2	0 11½
Country hides, flat, per lb., cured	0 10½
Calf skins, No. 1, city	0 [illegible]
" " No. 1, country	0 12
Lamb skins	0 85
Horse hides, No. 1	3 15 3 [illegible]
Rendered tallow, per lb	0 05 0 05½
Pulled wools, super, per lb	0 25
" " extra	0 27
Wool, unwashed fleece	0 15 0 16
" washed fleece	0 25

The fur season is just opening and prices here are based upon those obtained at the recent London auction. There are generally three of these sales in the year—October, January and March—sometimes four. Following are the total offerings at the recent London October sale and that of a year ago, with a percentage indication of the prices obtained :

TOTAL OFFERINGS.

	1905	1906	Price obtained
Raccoon	9,986	4,000	Same as in March.
Muskrat	22,675	38,000	Same to 10 per cent. higher than in Jan.
Skunk	15,234	21,100	25 per cent. lower than in March.
Mink	6,930	29,625	Same as in March.
Martin	5,409	10,203	5 per cent lower than in March.
Red fox	1,480	5,150	15 per cent. lower than in March.
Lynx	3,531	7,500	7½ per cent. lower than in March.
Ermine	1,070	5,100	10 per cent higher than in March.

It is known that besides the number given the Hudson Bay Co. sold many thousand lynx.

The prices made here for No. 1 prime are as follows :

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 50
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short striped		0 90
" " long striped		0 50
Marten	3 50	20 00
Muskrat, fall		0 16
" winter		0 20
" spring		0 23
" western	0 [illegible]	0 15

N. B. MARKETS.

St. John, N.B. Oct. 26, 1906.

These are very busy days for the Grocer. Markets are generally, and particularly in seasonable goods, in their favor. In staple lines values show little change. Arrangements for handling winter port business are being pushed rapidly forward. We hope this winter to see St. John used as a mail port, believing the West can be better served in the matter of mails via St. John than any other Canadian port. We expect to see the "Over Seas" mails come via St. John. This matter of sending eastern mails, which the C.P.R. has shown can be done so successfully via Canada, should be a matter of pride to the whole Dominion.

LEONARD'S FISH

Pickled and Salt Fish

Smoked and Prepared Fish

Fresh and Frozen Fish

All Kinds in Season

LEONARD BROS.,

20, 22, 24 and 26 Youville Square, MONTREAL

Montreal, St. John, N.B., Grand River Caspe, P.O. Box 639, Long Distance Phone

A Summer Across the Seas

BLACK—GREEN—MIXED

A man of some experience and reputation in the Tea trade, who has spent the greater portion of the summer in Europe, devoting much of his time in the London Tea centres, gave us the following unsolicited testimonial to "SALADA" Tea:

"I can unhesitatingly say, after close enquiry, experience and observation, "that I consider 'SALADA' Tea is, by long odds, the best value of any Tea I "have come in contact with, and it is little wonder that the sale is so great."

Can we send you an assorted sample case? We will be glad to do so. Yes, and guarantee the sale, too.

ANNUAL SALE 15,000,000 PACKETS

Address: "SALADA," Toronto—Montreal

OWL CHOP JAPAN TEAS

(In Packages)

HAVE PLEASED THE CONSUMER

Says "MR. GROCER"

HOW MANY WILL WE SHIP THIS TIME?

OWL CHOP No. 1	H/c	80 x 1 lb.	36c. lb.
OWL CHOP No. 4	H/c	80 x 1 lb.	30c. lb.
OWL CHOP No. 50	H/c	80 x 1 lb.	26c. lb.
OWL CHOP No. 100	H/c	80 x 1 lb.	24c. lb.

3 PER CENT. 30 DAYS

FREIGHT PAID IN ONTARIO AND QUEBEC ON 3-CASE LOTS OR MORE

NO TROUBLE TO SELL — NO LOSS IN WEIGHT — TRY A SHIPMENT AT ONCE

L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS AND TEA IMPORTERS

2, 4, 6 and 8 DeBresoles Street, - - MONTREAL

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Wednesday, Oct. 31, 1906.)

Business continues very active in all general lines with few quotable changes of importance. Christmas trade is commencing and is reported to be opening out very favorably.

CANNED GOODS—Prices are quoted as follows:

	Group No. 1.	Group No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
" gallons, "		2 15
Goodwillie's Goods.		
Strawberries, per case		3 10
Red rasnberries, per case		2 60
Red cherries, "		2 60
Red currants "		2 60
Black currants "		2 60
Lawtonberries "		2 60
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 98
refugee, "	1 93	1 98
" crystal wax	2 13	2 18
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2
(No. 2) 2's sweet wrinkle	2 23	2
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 58
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 34
Spinach—		
2's, per doz.	3 08	3 13
3's "	4 04	4 09
gallon, per doz.		11 10
Asparagus per doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
FISH.		
Salmon, Fraser River sockeye, per case		7 25
" Skeena River, " "		7 10
" Rivers Inlet, " "		6 85
" Red Spring, " "		6 30
" humpback, "		4 00
" cohoes, "		5 50
(Prices are for delivery in October-November.)		
Lobsters (new), ½-lb. flats, per case		16 50
" " ½-lb. talls, per case		10 50
" " 1-lb. talls, per case		15 00
" " " flats, per case		15 50
MEATS.		
Pork and beans 1's, per doz.		1 25
" 2's, "		1 90
" 3's, "		2 60
Clark's 1 lb. plain, per case		2 30
" 2 " "		1 85
" 3 " "		2 40
" 1 " tomato sauce, per case		2 30
" 2 " "		1 85
" 3 " "		2 40
" 1 " Chili "		2 25
" 2 " "		1 95
" 3 " "		2 35
Soups, per doz.		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey " "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's "		2 80
" " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz.		0 55
Veal loaf ½ lb., per doz.		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "	3 00	3 43
Sliced smoked beef ½-lb. tins, per doz.		1 80
" 1-lb. tins, "		3 10
" 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25
Corned beef 1-lb. tins, per doz.		1 50
" 2-lb. " "		2 65

SUGAR—Prices continue as last week.

Montreal granulated, in bbls.	5 00
" " in sacks	4 95
" yellow, in bbls.	4 60
" " in sacks	4 55
Wallaceburg, in bbls.	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 90
" " sacks	4 85
Icing sugar in bbls.	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls.	5 40
" " in boxes	5 60
" " in small quantities	5 85
Lump, hard, in bbls.	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Prices are quoted as follows:

Whole green Rio, per lb.	0 11½ 0 12
" roasted " per lb.	0 16½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—There is a good demand for mince meat at unchanged quotations.

Mince meat, 7 lb. pails, per lb.	0 09½
" 28 " "	0 08½
" 12 oz pkgs, per doz.	1 06

FOREIGN DRIED FRUITS—New California raisins are expected on the local market in a few days. Prices are very firm. We quote:

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95

California raisins for November delivery.

California raisins, muscatels, 2 crown, per lb.	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09½
" " fancy seeded, 1-lb. packages, per package	0 09½

California raisins, spot shipment.

California raisins, muscatels, 2 crown, per lb.	0 08
" " " 3 "	0 09½
" " " 4 "	0 09½
" " choice seeded in ½-lb packages per package	0 07½
" " fancy seeded in ½-lb. packages per package	0 08
" " choice seeded in 1-lb packages per package	0 0.½
" " fancy seeded, 1-lb. packages per package	0 09½

Prunes, October delivery.

Prunes 100-120 per lb.	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 09½
Prunes 60-70 "	0 [illegible]
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filatras, per lb.	0 07½
" wet cleaned, per lb.	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08
Hallowee dates, new per lb.	0 05½
Figs, cooking, in toppets, per lb.	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb.	0 15
Apricots, standard in 25-lb. boxes, per lb.	0 17
Peaches, choice, per lb.	0 17½
Apricots, choice (new delivery about August 1), per lb.	0 22
Apricots, standard (new delivery about August 1) per lb.	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb.	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb.	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz.	2 10

NUTS—There is a good demand now for Christmas trade. Almonds are firmly held at the recent advances. We quote:

Almonds, per lb.	0 15
" (shelled), per lb.	0 33
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb	0 [illegible]
" white, " 5 "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70
WHOLE SPICES.	
Black pepper, per lb	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb.	0 [illegible]
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 [illegible]
" " 4-oz. packets, per doz.	0 75

HONEY—Honey is scarce this Fall and the price is now 15 1-2c. to 16c. per lb. in 5 and 10 pound tins.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each	insertion, 1 year	$30 00
"	"	" 6 months	17 00
"	"	" 3 months	10 00
50	"	" 1 year	17 00
"	"	" 6 months	10 00
52	"	" 1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

TWO experienced salesmen wanted on a commission basis; will be given exclusive territory. A first-class contract will be made with salesmen of good address and character who can sell high-grade specialties. Address, Toledo Computing Scale Company, Hamilton, Ont.

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

GENTLEMAN with established trade in Maritime Provinces, Magdalen Islands and Newfoundland, wants agency for wholesale grocery firm; also open to represent reliable feed, mill and grain exporters; address box 126 CANADIAN GROCER, Toronto or Montreal. (45)

TRAVELER WANTED.

WANTED for 1st of January, by a leading spice and coffee house, first-class salesman for Manitoba, Alberta and Saskatchewan. Must be thoroughly experienced and furnish best of references. Preference given to a man with present active connection. Good contract is waiting for the right man. Applications treated confidentially if desired. State full details of experiences with references to Box F.A.I., CANADIAN GROCER, Toronto. (44)

SITUATIONS VACANT.

FRUIT, etc.—Wholesale or Retail—Wanted by smart experienced man, willing to take any berth; highest references. C. W., 130 Shuter St., Toronto. (46)

BUCKWHEAT—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05¾
Rangoon rice, per lb.	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt.	7 50 7 75
Sago, per lb.	0 04½

POT AND PEARL BARLEY—

Pot barley, per sack	2 50
Pearl barley, per half sack (49 lbs)	1 75
" " sack	3 50

BEANS—White beans, hand picked are quoted at $2.05 per bushel, the 3-lb. picked at $1.80 and the 5-lb. picked at $1.75.

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	2 10
" 40 " "	1 03
" 20 " "	0 53
" 8 " "	0 24
Granulated oatmeal, per sack	2 35
Standard, per sack	2 35
Cornmeal "	1 70

LIPTON PROFITS LESS.

A London cable says: Lipton, Limited, has declared a semi-annual dividend at the rate of 5 per cent. per annum, as compared with 6 per cent. for the corresponding period of 1905-6. This does not indicate that the decline in earnings last year has been stopped. Profits this year were the smallest in the company's history, showing a falling off of 15 per cent. from 1904-05.

For the first three years of the company, its dividend rate was 10 per cent. for two years 8 per cent., then 6 per cent.. now it is 5 per cent.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Give an impetus to your coffee trade by stocking

Gold Standard Java and Mocha

"THE CHAFFLESS COFFEE"

A delightfully rich, fragrant and aromatic blend of the choicest coffees.

By removing the "chaff" (the little, bitter-tasting inner skin of the coffee berry) we remove all trace of bitterness. Result: the smoothest drinking and most richly flavored coffee sold.

Write for samples and prices to

The Codville-Georgeson Co.
Limited
WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

J. N. WARMINTON

207 St. James St., MONTREAL

Strapping for Binding Cases

CLUTCH NAILS

for repairing or strengthening Cases and for holding several small Boxes together.

ANNOUNCEMENT

Dear Sirs :—

We beg to advise you that we have decided to discontinue handling all Packet Teas.

Briefly, our reasons are that we know we can serve the interests of our customers to far better advantage by paying special attention to our own Tea department, and it is only logical to conclude that if you save the enormous amount of money that is now being spent to advertise packet Teas, that both we and yourselves can give far better value to our customers.

The great success that we have achieved with our three brands

"PEERLESS" Ceylon, Flowery Orange Pekoe
"MAYBELL" Ceylon, Orange Pekoe
"MYRTLE" Ceylon, Green Pekoe

has encouraged us to eliminate Packet Tea altogether, and in these days of such tremendously keen competition the sole object of the merchant must be to reach the consumer at the least possible expense, and put the value in the Tea itself instead of diverting it into other channels.

Our Tea business has now developed to such an extent, and more especially on our "MAYBELL" Brand, that in most of the larger towns and cities we are making importations direct to our customers from country of growth. In this way you are getting fresh sweet Teas direct from the garden and in addition saving the local freight, which in itself would amount to a considerable sum in the course of a year.

These Teas are purchased by us in Ceylon from men at the fountain head of the business, and when you order any of our brands of bulk Tea you can rest assured that you will always receive

EXACTLY THE SAME QUALITY

In reaching the above conclusion we do not desire in any way to inconvenience our customers, and should you want to order any of the brands of Packet Teas, we will be only too glad to handle these for you as an enclosure.

We are,

Yours very truly,

CANADA BROKERAGE CO., LIMITED

9 Front St. E.,
TORONTO

Phones,
Main 2282
" 870

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The weakness of cheese at country markets has further developed during the last week, when a substantial decline from the previous week's prices was accepted by country salesmen at the lower prices. However, the market shows considerable steadiness and it is now generally believed that prices will go no lower on finest quality; so-called "tail ends," or very late made foddery cheese, which are of very poor quality may, of course, have to be sold at lower prices, or according to their value as compared with finest Fall made cheese.

The local cheese market is still quiet and featureless owing to a continued light demand from Great Britain, it is, however, considered safe to buy and hold goods for a future demand at present prices. Many factories have already closed for the season, and many more will close this week, the supply of milk being insufficient to warrant a continuation of making cheese. Stocks of cheese in all Canada are very light and from our standpoint the situation is perfectly healthy and when the demand comes on again there is no question or doubt that prices will again advance.

Receipts in Montreal were last week 68,052 boxes of cheese and 7,949 packages of butter, against 71,655 boxes of cheese and 11,668 packages of butter for the same week of last year, or a total since May 1 of 2,101,220 boxes of cheese and 552,611 packages of butter, as compared with 2,061,483 boxes of cheese and 701,841 packages of butter for the corresponding period of last year.

Shipments from Montreal were last week 491,190 boxes of cheese and 4,791 packages of butter, against 53,155 boxes of cheese and 4,928 packages of butter for the same week of last year, or a total since May 1 of 1,979,521 boxes of cheese and 348,250 packages of butter, as compared with 1,873,045 boxes of cheese and 539,274 packages of butter for the corresponding period of last year.

We find therefore an increase in the receipts of cheese of 39,737 boxes and an increase in the exports of 106,476 boxes, leaving 66,739 boxes less in stock in Montreal than at the same time last year; in butter we find a decrease in the receipts of 149,230 packages and a decrease in the exports of 181,024 packages, apparently leaving a surplus of 31,794 packages in stock over last year.

The situation on butter is rather a remarkable one this year while there should be an apparent surplus of 31,794 packages, our available supplies are really short, prices have been good for the farmers and they have shipped everything they could into Montreal, leaving other places unsupplied and causing an outside demand for butter here. Recently an almost unknown transaction occurred here when a quantity of western dairy butter was sold in Montreal for shipment to Toronto.

A further illustration of the existing peculiar situation is that a quantity of western dairy butter was re-purchased in England and is now coming back to Montreal, all of which shows that butter is wanted here and that in spite of statistics there is no surplus here.

Regarding future prices, however, there is at present grave doubt whether there will be an advance, to some extent at least the production of butter will continue for some time to come. The extent of this is as yet an "unknown quantity," but, while this production is on, it is hardly possible to expect an advance in prices. Present prices are generally considered high and only, if an actual shortage is discovered, can we look for a substantial advance; meanwhile, we look for steady markets without much change in prices.

OUR OLD COUNTRY LETTER.

83 Fleet Street. London, E.C.
October 22, 1906.

There is always an element of delightful uncertainty in the tone of the London butter market; and it not infrequently happens that both buyers and sellers close down their week's transactions with expectations for the coming week, which are destined to be disappointed. This has proved the case during the past few days. At the time of our last report, the scant supplies of butter from almost all quarters was sufficient to justify holders in assuming a fighting attitude. And yet, although arrivals continue on a moderate scale, the amount of business transacted within the week has been comparatively small, and sellers have had to do a good deal of coaxing to bring their customers round to the point. Prices have weakened in consequence. As far as Canadian butter is concerned, the position of the market is one of decided quietude. Importers, in spite of the fact that cable offers are neither plentiful nor favorable, are not experiencing anything like a brisk demand, so that the price for "Choicest" parcels has gone down a shilling or two, the very best realizing at most 114s. This leaves a mighty small margin of profit for them.

As to the cheese market, the speculative element is very strong, due to the fact that the close of navigation in Canada is advancing and heavy supplies of cheese have come to hand. Of course, sellers are preaching a good deal to their customers about higher prices to come, but it must be confessed that buyers are showing no undue haste in believing what they are told. The volume of trade passing is certainly very fair, but to describe it as anything out of the ordinary would be absurd.

The state of the bacon market, as far as Candian hogs are concerned, remains pretty well unaltered. Supplies are short; demand is about on a par with the supply; quality fair, with room for considerable improvement.

With regard to bacon, it is interesting to note that a law has recently been passed in Denmark whereby the Danish Minister of Agriculture has forbidden the Danish exporters to employ any other preservative than common salt in the cure of bacon the use of borax being strictly forbidden. The enterprising minister, who was recently in England, evidently knows what is wanted over here, and it certainly would not be out of place for many Canadian curing firms to take the tip to heart.

WHAT CANADIAN PACKERS USE.

Saltpetre the Only Addition to Common Salt—Quite Harmless.

Inquiry was made by The Canadian Grocer as to what besides salt was used for curing by Canadian pork packers. F. J. Smale, manager of the Wm. Davies Co., said, "The only thing we use in addition to salt is saltpetre. That has been used as far back as the history of the curing of pork goes, and its healthfulness has never been called in question. Commissions inquiring into the question of preservatives have always dismissed the use of saltpetre as harmless. A very small quantity of saltpetre is used on a side of bacon. That is the only thing we use in addition to common salt and, so far as I know, all any Canadian packer uses."

The only use of the saltpetre is to restore the cherry red color to the thick parts of the side of bacon. The Grocer representative was taken by Mr. Smale to the curing cellars and shown how the saltpetre was used. The workman used a scoop sieve something like a housewife uses for sifting flour, only smaller, and with that a little pulverized saltpetre was dusted on the thick parts of the side of bacon. Naturally the thick parts of the side require more curing and on these the salt is piled quite thickly. This free use of salt tends to withdraw the color and it is restored by the saltpetre.

The first process in the curing of a side of bacon is to pump pickle into the thick parts with a huge hypodermic. The solution injected contains a trace of saltpetre also because it is largely what has drained off the sides already in the process of curing. Altogether, however, the amount of saltpetre used for a side of bacon about 60 lbs. is almost infinitismal if reduced to the amount a consumer would get in eating, say, half a pound.

Mr. Smale thought the Danes must have been using borax and boracic acid, a common practice by American packers.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

WILSON'S Fly Pads

Every country store should stock them, because every housekeeper wants them.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries
Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

PROVISION AND DAIRY MARKETS.

MONTREAL.

PROVISIONS—Compound lard has experienced an advance of a quarter of a cent since last report. Business is reported very good in both this and the pure lard. Pork is very firm, but an advance is not looked for at the moment, although there were indications that higher prices would prevail. Dressed hogs will soon be coming forward, while supplies of this nature will be obtainable locally in good quantities in a week or so. Export business is good, there being a rush in a small way, on account of the close of navigation which is not far off now.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood (10½)	0 12½ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb		0 09½
" "	½-bbl., per lb	0 09½
" "	tubs	0 09½
Cases, 20 3-lb. tins, per lb		0 10½
" 12 5-lb. tins		0 10½
" 6 10-lb. tins "		0 10½
20-lb. wood pails, each		1 98
20-lb. tin pails, each		1 88
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		$22 50 $23 00
American short cut clear		22 00 22 50
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15
Hams		0 14½ 0 15
Extra plate beef, per bbl		12 50 13 00

BUTTER—There is no export demand for butter at present, the home trade controlling the situation. Consumption locally is very heavy, and a feature of the situation is the large quantity of butter that is going to different country points. Even dairy, after being received here from the west, is being shipped back to the west. The make is decreasing, and the situation may be summed up by saying that the home trade has the market pretty well in hand.

Choicest creamery, salt	0 23½	0 23½
Medium creamery	0 23	0 23½
Western dairy	0 19½	0 20½

CHEESE—The market has been a little brighter during the past few days. At the reduced cost there is a little more inquiry from England, but this call for export cannot by any means be said to be active. Prices were rushed to a level which was too high a month ago, and we are now experiencing the expected reaction. Prices will not likely decline further, and much of an advance is not expected before the close of navigation. Shipments during the past two weeks have been on the light side, but stocks in the Old Country are still very large—hence the quietness.

Ontarios, September make	0 13	0 13½
" October make	0 12½	0 12½
Townships, September make	0 12½	0 13
" October make	0 12½	0 12½
Quebecs, September make		0 12½
" October make	0 12½	0 12½

EGGS— Arrivals of fresh eggs have now practically ceased, and to supply the demand which exists dealers are compelled to take eggs from storage. The call is for an egg around 20c. and to meet this demand the poorer grades are being sold. These will soon be exhausted, however, the higher prices will have to be paid for better goods. There are a few fresh selects, for which fancy prices are obtainable, 26c. to 27c. being the figure demanded. Storage No. 1 are offering at 20c. to 21c. There are a few No. 2 eggs available, so that the No. 1 are about the cheapest obtainable.

Fresh selects, doz	0 26	9 27
Storage " "		0 23
Fresh No. 1 "	0 20	0 21
Storage, No. 1, doz	0 20	0 21

HONEY—The scarcity of honey is still the feature of the market. White clover comb honey is now one cent higher, as much as 16c. being asked.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 10	0 10½
Buckwheat		0 09

TORONTO.

PROVISIONS—Lard is very firm at last week's quotations. Stocks of cured meats have not yet felt the effect of the increased run of hogs and prices continue as they were. Some packers are even asking an advance of 1-4c. on long clear because of the heavy northern demand. Beef prices have altered considerably in keeping with the market's usual course at this season. Hindquarters are cheaper and front somewhat advanced.

Long clear bacon, per lb	0 12½	0 12½
Smoked breakfast bacon, per lb		0 13
Roll bacon, per lb	0 12½	
Small hams, per lb		0 16
Medium hams, per lb		0 16
Large hams per lb	0 14	0 15
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 17
" pea meal	0 17	0 18
Heavy mess pork, per bbl	22 00	22 50
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 11½	0 11½
" tubs "		0 12
" pails "	0 12½	0 12½
" compounds, per lb		0 09

The name "Clark" on Canned Meats is a guarantee of Quality and reliable methods of Manufacture.

Every Tin Guaranteed

When a Maker Offers You
"Backed up by a Guarantee"

Mince Meat

Your duty is clear.

All mince meat is eatable.
But all mince meat is not digestible.

Wagstaffe's FINE OLD ENGLISH MINCE MEAT

is digestible because it is made from a faultless recipe from select fruit and spices and put up in a clean factory.

In England, everybody is delighted with

WAGSTAFFE'S MINCE MEAT

In Canada, you'll soon be able to say the same.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited
HAMILTON, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

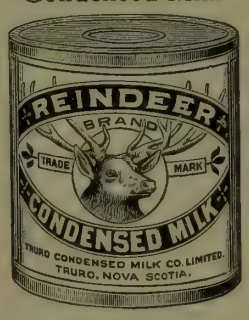
SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY
Galloway & Parnell, VANCOUVER

TRURO HIGH GRADE GOODS

JERSEY
Sterilized Cream

REINDEER
Condensed Milk



REINDEER COFFEE MILK and SUGAR

COMBINED Ready to use.

Good quality for the Consumer.
Good profits for the Dealer.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

HAM

put up in our **Oval Wood Dishes** makes a safer and neater parcel than if merely wrapped in paper, because :

1st. Our **Oval Wood Dishes** being clean and strong preserve the ham from "handling."

2nd. Our **Oval Wood Dishes**, being unleakable, the parcel of ham can be laid beside other parcels without soiling them.

We manufacture these **Oval Wood Dishes** in five sizes and now have an assortment of **18,000** ready for shipment.

Just the article you need for parcelling up Lard, Butter, Mince Meat, Sausage, Sliced Meat, Comb Honey, Beefsteak, Pickles, etc.

Write or wire for prices.

GRAHAM BROS., Kinmount, Ont.

Agent – Maritime Provinces
W. S. CLAWSON & CO., 11-12 South Wharf St., St. John, N.B.
Quebec, W. J. EYRE, 60 Queen St., Ottawa,
Ontario, McEACHERN & McPHERSON, 23 Scott St., Toronto.
Winnipeg, A. E. ROY, 159 Portage Ave. East, Winnipeg.

Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	6 50	7 50
" front quarters	3 50	4 00
" choice carcases	6 50	7 00
" common	4 00	5 50
Mutton	0 07½	0 08½
Lamb	0 10½	0 11½
Hogs, street lots	8 50	9 00
Veal	0 07	0 10

BUTTER—The market is firm at practically last week's prices, but there are higher quotations here and there. For instance, 26c. is with some the bottom of the market on creamery prints and 24c. is demanded for dairy prints. Baker's butter is firmer with an advance of 1-2c. to a cent.

	Per lb.	
Creamery prints	0 25	0 27
" solids, fresh	0 23½	0 24½
Dairy prints, choice	0 22	0 23
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

EGGS—The egg market promises well for the commission men who stored the product at high prices last April, May and June. The week shows a distinct advance and the situation is very firm. As high as 30c. is quoted for fancy lots of strictly new laid.

Eggs (strictly new laid)	0 25	0 26
" fresh	0 22	0 23
" pickled		0 21
" splits	0 17	0 18

CHEESE—Prices are unchanged.

	Per lb.
Cheese, large	0 13½
" " twins	0 14

FOWL—Quotations vary considerably. Some dealers report a slack demand, others say it is good. The general quality of receipts is still unsatisfactory and real nice birds are snapped up quickly. The general quality is lower than usual at this time of year.

Live Weight.

Old fowl	0 05	0 08
Ducks	0 08	0 09
Young chickens	0 08	0 10

Dressed weight.

Old fowl	0 07	0 08
Ducks	0 10	0 12
Young chickens	0 10	0 11
Geese	0 10	0 12
Turkeys, young	0 15	0 16
" old	0 13	0 14

HONEY—Quotations are unchanged.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins		0 11
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

WINNIPEG MARKETS.

BUTTER—Creamery is likely to be advanced in a few days. We quote:

Fancy fresh creamery, in 1 lb. bricks		0 27
Choice " " in 1-lb. bricks		0 25
Fancy creamery, solids, 56's, 28's, 14's		0 25

CHEESE—

Finest Manitoba, large		0 14½
" Ontario, large		0 15
" " twins		0 15½

LARD—

Tierces basis, per lb	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20 lb tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 17½
Bacon, " " "	0 21½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 16½
" medium 14 to 16 average	0 16½
" heavy 20 to 30 for slicing	0 16
" heavy skinned 2 to 20 for slicing	0 17
Picnic hams light choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear bellies, light 8 to 10	17½
" " clear bellies 12 to 14	17
Clear backs, bacon light	16
" bacon 12 to 14	15½
Spiced rolls, long if in stock	0 17
" short	0 14
Dried beef ham sets	0 12
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 14½
" " " boneless backs	0 13½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" " hocks, " "			0 05

EGGS— Produce houses are paying 18c. per dozen f.o.b. country stations.

GREEN FRUITS—

Apples.

Jonathan Apples, in boxes, per box	2 00
Fancy famuse apples, per bbl	5 00
Snow apples, per bbl	4 50
Ontario fal apples and greenings, per bbl	3 50
Ten cents off 5 bbl. lots	
California Oranges (Valencias), 25 s 288s, per case	5 50
" lemons, 300s-360s, per case	10 00
Washington pears per case	3 00
Cranberries Cape Cod, per bbl	10 00
Bananas, per bun	3 00

Ontario Basket Fruit.

Ontario grapes, blue and green, per basket	0 30
Rogers' red and black, per basket	0 35
Tokay grapes, per case	3 00

Vegetables.

Manitoba celery, per doz	0 40
Native onions, per lb	0 02½
Spanish onions per crate	1 00
Sweet potatoes (Bell brand), per bbl	6 00

ST. JOHN, N.B.

Barrel pork is not largely held, prices rather higher and market firm. Small quantities of domestic mess continue to be offered. Barrel beef is scarce and few if any packers will offer for prompt fair sales. Pure lard is scarce and high, even in refined compound market is almost bare. Price unchanged. Fresh beef, domestic, is quite low, particularly light stock. Western unchanged. Lamb in good supply. Very little mutton or veal. Pork is high. About the only poultry offered is chickens.

Mess pork, per bbl	$23 00	$23 50
Clear pork, "	20 00	22 00
Plate beef, "	13 00	14 25
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05	0 06½
Veal, "	0 07	0 08
Lamb, "	0 09	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12	0 14
Lard, pure, tubs, "	0 13	0 13
" pails, "	0 13½	0 13½
Refined lard, tubs	0 09½	0 10½
" " pails	0 10½	0 10½

BUTTER — Stocks are light. Full prices asked. It is difficult to get right quality.

Creamery butter	0 25	0 28
Best dairy butter	0 22	0 25
Good dairy tubs	0 21	0 22

EGGS—At this season buyers have to be careful in regard to quality. Prices quite high and firmly held.

Eggs, strictly fresh	0 25	0 30
" fresh	0 20	0 21

CHEESE—Stocks are light. Only twins in demand. The market is firm at the high prices.

Cheese, per lb	0 14½ 0 15

POTATOES—In New Brunswick, more interest is being taken this season than usual in potatoes. While there was a large crop it has largely gone into consumption, large quantities having been shipped to Ontario. Prices are already higher and further advances expected. We consider our potatoes the best grown in Canada, being much better than those grown in Nova Scotia, and, for shipping west, better than even those from Prince Edward Island. The Delewares command the best prices. There is a fine future for this line of our produce if our farmers will take advantage of it.

PROVISION SITUATION.

Domestic stocks of hog products continue light and prices still hold up. Lard is very firm and the situation has enabled the distribution in Canada of larger than usual quantities of American. long clear for the northern trade is said by some to be a short supply, but this cannot last long in the face of the increased receipts of hogs.

The Old Country market, on the contrary, is weak and declining. A cable received on Monday stated that Danish bacon was selling at 56s. and 57s., which is 7-8s. lower than last week, and packers look for a heavy and sharp decline in Canadian immediately.

This is not good for the live hog market. Prices were lower this week to a basis of $5.75 f.o.b. country points, which means $5.60 to the farmer. Next week the price to the farmer will be $5.50. The situation this week has been a little unsettled. There have been some deliveries on contract and prices, it is said, have been as high as $6.10, but it is expected that next week there will be a settled price. There was a good steady run of hogs last week. Deliveries the first part of this week were light owing to the weather, but they were expected to pull up towards the end.

PRODUCE FAILURE.

L. N. St. Arnaud, doing business as a produce and provision firm, under the name of St. Arnaud & Clement, has gone into liquidation in Montreal. The liabilities amount to about $28,000, while the amount which will be realized on the assets is not yet known. The chief creditors are Montreal firms. The Bank of Hochelage with $20,000 secured and J. Meldrum & Co., with $4,000 secured are among those interested most heavily. Other firms which are creditors are: The Whyte Packing Co., $812; Geo. Moore & Co., $230; Gunn Langlois & Co., $154; Gould Cold Storage, $143; James Strachan, $133 and Joseph Ward, $128. For rent there is the estate Stephens, $425, and another item is Paul Dufresne, $500.

SALT { Don't delay ordering—getting late and cars already scarce. FULL STOCKS } SALT
Verret, Stewart & Co., Ltd., Montreal

PROMISES
and
PERFORMANCE

The situation that has developed in Dried Fruits, notably **Currants, Sultana and Valencia Raisins** is an extraordinary one. Short crops, short deliveries and late shipments are adding to the anxieties of importers who have sold "futures." Our sales of these and other fruits have been exceptionally heavy, due no doubt to the splendid quality that we have always delivered, coupled with attractive prices and the certainty of full and prompt delivery. We of course have heard in some instances of lower "quotations," still the business seems to have come our way. Why ?

Notwithstanding the adverse conditions referred to we shall adhere to the policy we have always followed, and every pound of Currants, Sultana and Valencia Raisins sold by us will be delivered in full, and in ample time for your Fall requirements.

We invite buyers to carefully compare the **quality** of our Dried Fruit shipments with others at equal or higher figures.

THE

DAVIDSON & HAY

LIMITED

Wholesale Grocers TORONTO

CEREALS AND CONFECTIONERY

Grain Markets Very Quiet and Lower—New Estimate of Northwest Crop—Flour Quieter with Little Export Demand.

The car shortage continues a principal factor in the grain situation and the week has been exceedingly dull everywhere. Because of scarcity of cars and difficulty experienced in getting shipments forward some Ontario mills have had to shut down for want of wheat. Light primary receipts of wheat have somewhat encouraged the mill interests, but boding has been professional and confined within narrow limits. The world's visible supply of wheat at beginning of present week was 37,076,000 bush. against 28,339,000 bush. same date last year and 26,495,000 bush. in 1904. Last week the visible supply in Canada and the States decreased 89,000 bush. against an increase of 1,556,000 bush. last year.

The North West Grain Dealers Association have issued an estimate of the crop in the three prairie provinces as follows: wheat, 4,495,000 acres, 19.2 bush. per acre, 86,304,000 bush.; oats, 1,838,00 acres, at 41 bush. per acre, 75,358,000 bush.; barley, 546,000 bush.; 31.8 bush. per acre, 17,362,000 bush.; flax, 55,660 acres at 11.3 bush. per acre, 628,958 bush.

Statement of the wheat marketed to Oct. 15 is given as follows: 13,801 cars inspected, 14,905,080 bush; 1,725,000 bush. in transit not inspected; 16,650,000 bush. in store at country points; 100,000 bush. shipped out by G. N. R.; total 33,380,080 bush. The amount marketed at the same time last year 27,234,000 bush. Total storage capacity of country elevators, 36,117,000 bush.

MONTREAL.

GRAIN—No changes are noticeable this week. Oats is firmer, but unchanged as to price. There is not much trade passing in peas, corn or barley, all of which are about steady.

No. 4 barley, store	0 52½
Feed barley, store	0 51½
No. 2 white oats "	0 41
No. 3 white oats "	0 40
No. 4 white oats "	0 39
No. 3 yellow corn "	0 67
No. 2 peas, basis 78 per cent. points	0 77½

FLOUR—There has been practically no change in the flour situation since last week. The market is reported firm. Prices are unchanged. Good demand continues, local business being excellent. Millers are not giving a great deal of attention to export trade, the wants of their home customers, being such as to keep them busy.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 80
" strong bakers		4 10
Buckwheat flour	2 00	2 10
Five Roses		4 [illegible]

ROLLED OATS—Rolled oats is slightly higher this week, $2.32½c. per 90 lb. bag being asked. The market is rather firm. Farmers are holding their oats, and, short deliveries being the natural result, the consequence is firmness in the market. Corn meal scored an advance last week and is now being quoted at $1.72.

Fine oatmeal, bags	2 30	2 40
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 30	2 40
Gold dust cornmeal, 98 lb bags		1 32
Rolled oats, 90-lb. bags		2 32½
" 80-lb. bags		2 07½
" bbls.		4 90
Choice boiling peas	1 00	1 10

WANTED

Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.

STEVENS & MILLER,
126 Board of Trade, Montreal.
Mill Feed always wanted.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

A BIG ADVERTISING CAMPAIGN

has brought the "Battle Creek Idea" before consumers. Our goods are the original health foods.

We Manufacture

Life Chips
Granose Biscuits
Granose Flakes
Granola
Caramel Cereal Coffee

Are *you* stocked?

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

Flour, Grain, Hay, Pork, Smoked Meats, Fish, Etc.

SEEDS A SPECIALTY.

GEO. TANGUAY

Office: 48 St. Paul St.
Warehouses: 33-35, 34-36 St. Andrew St.
QUEBEC

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

BETTER FLOUR

means a better trade for the grocer.

Anchor Brand

Flours are the better kind. A trial order will convince you.

Mixed cars if you want them.

LEITCH BROS.
OAK LAKE, MANITOBA

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE BANKRUPT WOLF never comes to the grocery door where there is a permanent stock
OF OUR
POT AND PEARL BARLEY
GET PRICES
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

NO HUSKS BULK ONLY

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

When People Think of Cereals They Think of McIntosh

They have reason to. P. McIntosh & Son are known and always will be known by their "full value" policy.

Swiss Food is as good to-day as the first day it was offered for sale. The grocer's profits are as big, too.

Beaver Oats is taking greater than ever because its reputation is spreading. (Specify the new premium package 776.)

McIntosh's Crown Brand Rolled Oats gets the order every time bulk oats is wanted. Reason, the brand itself.

THE PROFITABLE THREE—HOLD FAST TO THEM

P. McINTOSH & SON - TORONTO, CAN.

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household Use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense

MONEY IN IT FOR YOU

There is money for you, Mr. Grocer, in handling the very best brands of Flour that you can buy. You can't afford to handle poor Flour—it gives your store a bad reputation and spoils the sales of your other lines.

You can absolutely rely upon the uniform quality of

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Ground in an up-to-date mill from the best Manitoba hard wheat grown near the "Wheat City."

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

Order direct or from our agents

THE ALEXANDER MILLING CO LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

FEED—Feed is as firm as ever. Supplies continue short, and orders for prompt shipment are now no nearer being shipped. The shortage of cars has been the means of causing much trouble in the shipping of what little there is obtainable.

Ontario bran	19 00 20 00
Ontario shorts	22 00 22 50
Manitoba shorts	21 50 22 00
" bran	19 00 19 50
Mouillie, milled	24 00
" straight grained	25 00 28 00
Feed flour	1 25 1 30

HAY—Locally the hay situation remains about the same as it was last week. Reports from the Old Country do not contain anything of particular interest. Latest quotations from Liverpool are around 72s. c.i.f.

No. 1	12 00 12 50
" 2	11 50
Clover mixed	10 50 11 00
Clover, pure	10 00 10 50

TORONTO.

GRAIN—Wheat is quiet and lower than a week ago but trade has been very quiet. Most sales of Western here have been on basis of 80c. for No. 1 Northern, 3c. less for No. 2 and 82c. for No. 1 Hard. Very little of No. 1 Hard is being traded in. Millers have not been buying freely as they are still looking for a break and the demand for flour has fallen off. Ontario wheat is scaled down ½c. Barley and oats are unchanged.

(F.o.b. Georgian Bay points.

No. 1 hard	0 82½
Manitoba wheat, Northern No. 1	0 80½
" " " No. 2	0 78
" " " No. 3, nominal	0 76
Red, " per bushel, 78 per cent. points	0 70 0 71
White, " " " "	0 71 0 71½
Mixed, " " " "	0 70 0 71
Spring, nominal " " "	....
Goose, " "	0 65
Barley, No. 1, "	....
" No 2, "	0 49 0 50
" No. 3x, "	.... 0 47½
" No. 3, "	.... 0 45½
Oats, white "	0 35½ 0 36
" mixed "	0 34½ 0 35

FLOUR—Trade is considerably quieter. Little or no export business is passing and the domestic demand of the eastern provinces has slackened off. The export price is down to $2.70. Prices on the domestic trade are practically unchanged.

Pure Manitoba wheat, per bbl in sacks	4 00 4 30
85 per cent patents " "	3 70 3 80
Straight roller " "	3 40 3 70
Blended	3 80 3 90

CEREALS—Trade continues active both for domestic and export demand. One large miller reported yesterday he was sold for two months ahead. Prices are unchanged.

Rolled wheat in boxes, 100 lbs. nominal	2 25
" 50 lbs. "	1 25
Rolled oats, carlots, per bbl., in bags "	4 25
" " " " in wood "	4 50
" " for broken lots in wood "	4 75
" " broken lots in bags "	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl "	4 80
" " " in bags "	4 55

BRITISH FLOUR PRICES.

Effect of American Competition—Larger Canadian Shipments.

A fortunate circumstance it is for the British consumer says the London "Grocer" that at the present time with another winter approaching, flour is undeniably cheap. Low as were prices in Mark Lane last October, they are now even from 1s to 5s per sack lower than then; and when the comparison is extended to the same period of 1904, the reduction in quotations is made to appear much greater, say to the extent of 1s 6d to 4s 6d on English makes, and from 5s to 10s per sack on American sorts. This severe depreciation in the value of United States flour is the natural outcome of the prolonged and repeated falls in market prices that have been going on within the last two years and dates from a time when American flour, up to 32s to 34s for best "Patents," enjoyed almost a monopoly in our metropolitan and provincial markets. Soon after that point was reached, a new spirit of rivalry seemed to be infused into our native millers, who determined to combat the encroachments of the foreign producers, and dispute their right to a permanent footing in the home trade of the United Kingdom. After a brief contest the British millers proved successful, and the importations of American flour in the first three quarters of the year fell from over 7,000,000 cwts. in 1904 to 2,835,700 cwts. in 1905. Lately, however, as a result of fresh energy being thrown into the flour industry in the United States, a marked recovery of lost ground has become apparent. Supplies of flour from America this year to September 30 have, consequently been immensely augmented, reaching 6,860,400 cwts., or more than double the quantity that came in 1905, and, as a matter of course, prices for what are termed

$3,000.00

in China, free to you customers

MR. GROCER :—

With business modesty we beg to convey to you our new idea. Think it over please. Here it is.

We were spending about $3,000.00 a year in newspaper advertising. This cash went to the pockets of a few individuals, while the public got a notion about

Canada Flakes

True it was a good notion. We were pleased with it. But we concluded that better results would follow if we paid this money direct to the housewife—the buyer—and still produce this same good "notion" regarding Canada Flakes.

Therefore we bought at half the best retail value, fine china tableware and placed a piece in every package of "Household" the 25c. size. Thus every "Household" package of Canada Flakes contains the full value of food and the tangible value of the advertising as well. How does this idea strike you? Will you buy a case of "Household" now and test our sanity by its sale? Thank you.

THE PETERBOROUGH CEREAL CO. LIMITED

Lowney's Cocoa does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterations.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

Your Discriminating Customers

are the ones for whom you should stock Suchard's Cocoa. Its distinctive and delicious flavor, and its remarkable smoothness and solubility, will quickly make it a prime favorite with your best trade. You can safely recommend

SUCHARD'S COCOA

because it stands the test every time. In solubility, strength and flavor it leads all other cocoas, as you can easily prove for yourself by tryng a tin.

Write for quotations to

Canadian Depot

FRANK L. BENEDICT & CO., Montreal

MITCHELL & SAUNDERSON, Winnipeg, Man.

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Do you know that your customers can get better results from

MOTT'S Chocolate

than any other brand on this market? Your two best staples in the Chocolate line are

MOTT'S "DIAMOND" and "ELITE"

Every jobber can sell them to you.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. R. HUXLEY, Winnipeg

WEBB'S

CHOCOLATES

High-class goods for High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

"first" Patents have gradually fallen to 23s to 24s per sack. The arrivals of flour from Canada have also vastly increased during the past nine months, being 1,520,000 cwts., in contrast with 847,000 cwts, in the corresponding period last year.

COCOA SITUATION.

Cocoa has been advancing. The following mail advice from Trinidad explains the situation in that largely producing district: "The scarcity of supplies still continues, and on this account, although there is an active inquiry from all directions, no business worthy of note has been transacted since last mail. The weather has been extremely variable, heavy rains being followed by long intervals of sorching sunshine which has caused a general change of leaves and consequent large loss of young fruit. The crop in general is unusually backward, with prospects even less favorable than previously indicated, and under any circumstances the general opinion meantime is that it will be well into the New Year before deliveries on anything like an important scale can be forthcoming. In this position with such scant supplies in sight and the situation firm both in European and American markets prices locally are expected to rule higher than for a long time past."

NOTES.

James Hewer & Son, Guelph have sold their seed and grain store to G. T. Hannant, Milton.

New flour mills are being erected at Whitewood, Heward and Arcola, Sask., and at Pincher Creek and near Claresholm, Alta.

A. Waddell has returned to Toronto, after a trip through the west in connection with the establishment of an oatmeal mill in that part of the country.

George L. Hamilton, of Archibald Hamilton & Sons, grain, oatmeal, flour and seed merchants, Glasgow, is investigating Western Canada as a source of supply for the firm's business.

Up to October 20 receipts of wheat at points along the Canadian Pacific and Canadian Northern Railways amounted to 30,000,000 bushels, compared with 23,000,000 bushels at the same date last year.

A record grain cargo was carried by the new steel steamer William Snyder, which left Fort William on Oct. 21 with 380,000 bushels of wheat. This is as much grain as arrives by rail at both Fort William and Port Arthur in 24 hours, and as much as could be carried by ten trains of 38 cars each. The cargo was worth more than a quarter of a million, and for transporting it the vesselowners received $9,500. The Snyder is 550 feet long, has 56 foot beam, and a displacement of 11,000 tons. The steamer was completed a month or so ago by the Detroit Engineering works.

The Mooney Biscuit & Candy Co., of Stratford, have opened a branch in Sydney, N.S., which has been placed in charge of Fred. D. Lockey, their agent in Cape Breton.

The final report of the assignee in the liquidation of the Canada Biscuit Co., Toronto, shows that 51 per cent. has been paid to the creditors on their claims.

Medicine Hat will soon have a biscuit and confectionery factory. W. H. Doty is in the city now, making final arrangements for its establishment.

The Planters' Cigar Co. have leased the old opera house, Peterborough, which it will convert into an up-to-date cigar factory.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

CROWN BRAND CATSUP
In Pints and Quarts
GUARANTEED FINEST IN CANADA
Write for quotations before purchasing elsewhere
CROWN MANUFACTURING COMPANY, LIMITED
9 and 11 Francis Street, TORONTO, ONT.

When you buy

UPTON'S

Jams
Jellies *and*
Orange Marmalade

You buy something that is easy to sell again.

The consumer appreciates the quality of

UPTO'NS GOODS

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

DUNN PORK FACTORY FOR SALE

Sealed tenders marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on Monday, 19th November, for the factory buildings, plant and premises and goodwill of the F. B. Dunn Packing Company, Limited, situated on the line of C.P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property; also a supply of ice now in store, sufficient for the ensuing season's operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Barnhill, Ewing & Sandford
Solicitors.

Dated at St. John, N.B., 5th September, 1906.

IT'S A MONEY MAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

AFTER SIXTY YEARS

A New Form of
COX'S GELATINE *is*

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

"Past and Present"

THE PAST HISTORY OF

was Excellent.

THE PRESENT HISTORY OF

PERFECTION CREAM SODAS

is Better.

3lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada.

A BUSINESS SUGGESTION

Place on your Shelves

Shirriff's Flavoring Essences

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

THE ATLANTIC FISH COMPANY.

The Maritime Merchant in an article descriptive of the Atlantic Fish Co's exhibit at the Dominion Exhibition, says: "The towering lighthouse of the Fish Co. was the most sweeping object which met the eye of the visitor at the Fisheries Building. Grouped at its base in various forms of package are specimens of the ninety-six varieties of food fishes prepared at the company's several plants. The Merchant feels quite safe in saying that there is no other company in Canada, that puts up for market as many varieties of fish as here shown. In fact, the writer with a fair knowledge of the general fish trades, knows of no other company in the world that compares with the Atlantic Fish Co's in variety of output. With the Halifax, Acadia, Atlantic, Bluenose and Dominion brands of boneless and shredded codfish, the consumers of Canada are fairly familiar, these having been widely advertised and sold throughout the Dominion. Several other products of the company are not so generally known, and it may surprise a good many people to know that the company prepares for market such a very long list of fish foods, including finnan haddies, kippered herring, mackerel, clams, lobsters, Digby chickens, bloaters, flitched halibut, Duff's Scotch cured and boneless herring, Labrador herring, pickled haddock, alewives and many others, of which space fails to admit the enumeration. The "Aberdeen Awa" brand of finnan haddies have an extensive local sale and have a prominent place in the exhibit. One feature of the display is that all the packages are shown open, so that the interested public can inspect the contents, the qualities o fwhich, being such that the co.-pany court investigation. While the contents of the packages on exhibit are of the highest quality, and in this respect fully represent the goods everyday shipped the trade, the casual observer cannot fail to note the neatness of the packages themselves, many of which are of a character that might well be given prominence in the store, being rather ornamental than otherwise.

Atlantic Fish Company's Exhibit at Halifax.

The curing and packing plants are situated at La Have, Lunenburg, Canso and Bay of Islands, Newfoundland. These various establishments are always open to visitors, and should the reader at any time chance to be in the neighborhood of one of them, he is invited to call and inspect the methods of fish curing. The company's fishing stations are located at Campobello, Digby Neck, St. Margaret's Bay, New Harbor, Drum Head, Arichat, L'Ardoise, Cape George,

(Continued on page 57.)

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged the Premier Sauce of the world

Holbrooks Limited

Canadian Branch:

28 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

Profitable business bringing, trade holding lines.

Lines that will in themselves by their neat appearance, their self-evident quality command attention and entice enquiry from your customers.

These are the lines that are profitable to handle, as they carry the minimum of expenses in selling and so develop the maximum of profit. We have not been satisfied until we could say as we do to-day, that Ozo goods are as good as the best anyhow, anywhere, anytime. Each department is in charge of an expert, the best man we could find and we have been to England, France and the United States for men of experience and reputation in their line.

Our packages and labels are as wholesome, neat and attractive as it is possible to get them.

If you are not as yet handling a line of our products include an order for our goods next time you are buying from your wholesaler. Our guarantee protects you from losing and you will gain increased trade and better profits.

The OZO CO., Limited

MONTREAL

ALMERIA GRAPES

Our selections are turning out extra fancy assure you that it will be to your advantage to place your order with us.

Cranberries—Stock extra fine and prices still on the advance. Be sure you order at once.

Florida Oranges and Grape Fruit (sweet and good color), New Messina Lemons, Nuts, Figs, Dates, Sweet Potatoes, White Beans, Lima Beans, Spanish and Domestic Onions. All at right prices.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Several Changes in this Week's Fruit Market—Vegetables Little Altered—Quotations for Frozen Fish.

Fruit this week shows several changes. Late Valencia oranges and Verdilli lemons are practically off the market, while Canadian peaches are in the same condition. Canadian grapes are becoming scarce, and although prices are much the same as last week, the quality shown is nothing like as good. In fact supplies of all domestic fruits are lessening, and the Christmas imports of new lines are beginning. Messina lemons are now in. A trial shipment of 10 barrels of Dominican oranges will reach one of the large Toronto importers within a week. The Dominican is a new orange on the Toronto market, but is said to be something good. Florida oranges are improving rapidly, and there is a large range of Almeria grapes.

Cranberries have reached $10 a barrel, and prices in the near future, it is said, will range between $12 and $14.

Thanksgiving day, which will be observed this year throughout the United States on Nov. 24th., will of course mean increased demand, and with Christmas then less than a month away, advances are natural.

Arrivals of limes are very heavy for the demand, and first holders are prepared to sell at much less than the wholesaler's prices, which we quote. Limes have a good sale in Canada during the summer months, but at this time of the year, they move very slowly. This is probably owing to the fact that people are not yet educated to their use. Even during the lemon shortage last year there was a failure to make use of limes, although in most cases they would have answered the purpose.

In vegetables there is very little change. In the fish market frozen shipments are quoted this week.

MONTREAL.

GREEN FRUITS—There is considerable activity in fruit circles at the moment. Apples are arriving in large quantities every day and are being shipped in small or large lots all the time. Prices rule fairly steady, the different varieties being obtainable all the way from $2.75 to $5 a barrel. The supply of bananas is large, owing to increased arrivals in New York. The prices, in consequence, are very good for buyers. The finest stock is now obtainable for $1.75. New dates are quoted, for the first time this season, at 6c. a pound. Malaga grapes are on the market and dealers are asking $4.25 to $7 a keg, according to quality. Limes, peaches and plums are off the market.

Late Valencia oranges, per box	....	3 50
New dates, per lb	....	0 06
Bananas, fine stalk	1 00	1 50
" jumbos	....	1 75
Cocoanuts, per bag of 100	....	4 25
Pineapples	4 00	6 00
Egg plant, doz	....	3 00
Apples, bbl	2 75	5 00
New lemons	....	4 50
Pears, per box	....	3 25
Pears, bbl	5 50	9 00
Jamaica oranges, per bbl	....	4 75
Jamaica oranges, per box	....	2 75
New figs, per lb	0 09½	0 14
Cranberries, Cape Cod, per bbl	....	9 00
" Canadian, bbl	....	8 00
Florida grape fruit, box	....	5 50
Jamaica grape fruit, box	4 50	5 00
Almeira grapes, per bbl	4 50	5 50
Malaga grapes per keg	4 25	7 00
Canadian grapes, small basket	0 27½	0 30
Canadian pears, per basket	0 50	0 60

VEGETABLES—Trade in vegetables is on the quiet side at present, which is not unusual at this season. All dealers are doing more or less trade, but large transactions are few and far between. Quotations this week are practically unchanged, beans being the only line quoted at a price different to last week. It is not now possible to obtain either wax or green at old figures, $6 a basket being asked. The Norfolk beans are now finished, and arrivals at present come from Charleston. Tomatoes are in good demand, but supplies are limited.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Green peppers, per half-bbl. basket	....	1 25
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket	....	0 75
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	....	1 00
Spinach, per bbl	....	2 00
Spinach, box	....	0 32
Cucumbers, per doz	1 00	3 05
Celery, per doz	....	0 50
Potatoes, per bag	0 75	0 90
Jersey sweet potatoes basket	....	1 70
" barrel	....	3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate	....	2 50
" 56 lb cases	....	0 95
Red onions, bbl	....	3 50
Beets bag	....	0 75
Carrots, bag	0 90	1 00
Wax beans, per basket	....	6 00
Green beans, "	....	6 00

FISH—Some good orders have been shipped during the past few days by fish merchants. A brisk trade in most lines is the order of the day. Oysters are being shipped freely to all parts of the country. During the past couple of weeks the bulk oysters have been in short supply. Weather conditions are responsible, some bad storms having been experienced. Prospects are for a more liberal supply. Steak cod is very scarce, but halibut and salmon are in good supply, and prices are lower. Pike, dore and lake trout are being received daily. Dressed bullheads are now quoted, 9c. being asked. There is a good demand for bloaters, kippers and haddies at prices which hold firm. Lower prices would not be a surprise in the case of herring, which are plentiful. Shipments of green cod from Nova Scotian and Gulf ports are now being received.

Fresh haddock, express, per lb	....	0 04
" halibut " "	....	0 10
Lake trout " "	....	0 08

Sea trout, " "		0 12
Flounders, " "		0 10
Grass pike, " "		0 07½
Dressed bullheads " "		0 09
Dore, per lb. " "		0 10
Mackerel, large, " "		0 12
Small sturgeon, " "		0 08
B. C. salmon " "		0 10
Gaspe salmon, chilled, per lb		0 16
Fresh frozen fish—		
Dore, per lb		0 08
Smoked fish—		
New Rippered herring, per box		1 10
Yarmouth bloaters, per box		1 25
St. John bloaters, "		1 10
New haddies, in 15-lb boxes, per lb		0 07
Smoked herring, in bundles, per box		0 12
Oysters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, per gal.		1 60
Oysters, barrels	6 00	8 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless cod, "Favorite," 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, large, per case		5 50
Salt and pickled fish—		
Labrador herring, per bbl		5 50
" " No. 1 N.S. herring, bbls		5 00
" " No. 2 " half bbls		2 75
" " per half bbl		3 00
" salmon—		
" " in bbls		12 50
" " in ½ bbls		6 75
Mackerel, per pail		1 75
No. 1 green cod, in bb's, of 200 lbs		7 00
Small. "		5 00
Large dry cod, 112 lb bundles		6 50
No. 1 salt eels, per lb		0 07

TORONTO.

FRUIT—This week's quotations show changes in almost every line. Late Valencia oranges, Verdilli lemons and domestic peaches are practically unobtainable.

Oranges, Jamaicas, per barrel	5 00	5 50
" " box	2 75	3 00
" Florida, 126s-216s	3 50	3 75
Grape fruit, 54's, 64's 80's, 96's	4 50	4 75
Lemons, Californias, boxes		10 00
" Messinas, 300's-360's	4 50	5 50
Limes, per crate		1 25
Apples, Fall, per bbl.	2 50	3 00
" Fancy snows, per bbl	3 00	3 25
" Spies XXX, per bbl		
" " XX, per bbl		
" Baldwins, XXX, per bbl		
" " XX, per bbl		
" other Winter varieties, XXX, per bbl		
" " XX, per bbl		
" farmers', per bbl		
Bananas, per bunch	1 50	2 35
Red bananas per bunch	2 20	2 50
Plums, Idaho, 4 basket crates		1 25
Pears, per basket	0 30	0 75
Grapes, small baskets	0 25	0 35
" Almeria, per barrel	5 50	7 00
Chestnuts, per peck, $1.65, per bush.		6 50
Crabbs, per basket	0 30	0 40
Cranberries, per barrel		10 00
" " crate	3 35	3 75

VEGETABLES — Vegetables show practically no change from last week. Sweet potatoes are a trifle lower, as also Lima beans. Potato quotations are given the same as last week, although one dealer reports sales of Delawares as high as 90c. and Canadians as low as 70c.

Cauliflowers shown this week are excellent, but the supply may cease at any time.

Potatoes, Delawares, per bag		0 80
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 50
" per basket		0 60
Extra fancy, double heads, per bbl	3 50	4 00
Onions, Spanish, per large case		2 50
" " small case		1 10
" Yellow Danvers bags		1 10
" Canadian, per bag	1 00	1 15
Cabbage, new Canadian, per bbl		1 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 30
Radish, per doz	0 20	0 25
Mushrooms, 1-lb. boxes, per lb		0 75
Beans, white, prime, bush		1 60
" " hand-picked, bush		1 75
" Lima, per lb		0 06½
Tomatoes, Canadian, per basket	0 35	0 40
Watercress, per doz. bunches		0 25
Egg plant per basket		0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 30
Mint, per doz	0 15	0 20
Cauliflower, per doz	0 75	1 25
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25

Fish and Oysters

A more complete assortment of Fish could not be found.

SPECIAL—Car ***Duff Brand Genuine Labrador Herrings***
Barrels and Hf.-bbls.. Iron Hoop bbls.

Shredded Codfish, Halifax and Acadia Codfish in pkgs.

Digby Herring, Flitched Cod, Bloaters and Fresh Fish of all kinds.

Syda & Cousins "Finnan Haddie"

Long Island Native Oysters

They have a reputation. Why—Try and see for yourself. Place your Oyster account with us and assure yourself of ***regular supply*** of ***choicest Oysters.***

White & Co., Limited
Toronto and Hamilton

BLOE meaning **Best Lemons On Earth**
"ST. NICHOLAS" "HOME GUARD," "KICKING" AND "PUCK"
10,500 BOXES
is the total of our sales to date to Ontario Wholesalers for October and November shipment, 1906. Ask your dealer for them.
W. B. STRINGER & CO., Sole Agents - Toronto

Florida Oranges, Cranberries, New Dates and Figs,
New Lemons, 300s, $5.00 per box.
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
YOUR CONSIGNMENTS OF POULTRY (DEAD OR ALIVE), BUTTER AND EGGS SOLICITED

CALIFORNIA LATE VALENCIAS
FOR FANCY TRADE
The only Sweet Orange on the market at present.
Our last car **EXTRA FANCY "GOLDEN ORANGE."**
Brand **VALENCIAS** due now, very desirable sizes and prices reasonable.
Let us have your orders
HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

EVAPORATED APPLES
Chops, etc.
Quality Guaranteed
Correspondence Solicited.
COLLIER BROS., NAPANEE, ONT.

Pumpkins, per doz	0 75	1 00
Citrons per doz	0 75	1 25
Spinach, per bushel	....	0 40
Parsnips per bushel	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40

FISH—Frozen fish are added to this week's list. Quotations in other lines remain the same as last week with the exception of finnan haddie, which is somewhat lower at 7 1-2c. to 8c. per lb.

Fresh halibut	0 13	0 15
Haddock, fresh caught, per lb	0 06	0 08½
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 25
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 08
" medium, per lb	....	0 04
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	0 07½	0 08
Oysters, per gal	....	1 75
Labrador herring, per half bbl	....	3 25
" " bbl	....	5 75
Frozen.		
Halibut, per lb	....	0 10
Pink Salmon, per lb	....	0 09
Red "	....	0 10
Fancy Manitoba white fish, per lb	....	0 10

GOOD APPLE CROP IN FRANCE.

Mail advices from France state that apple growers do not expect to have to compete with Canadian shippers this year. It will be remembered that in 1905 considerable shipments of Canadian apples were made to France, owing to the crop in that country being small. This is not the case this season, a good large crop being reported in France, as well as in Italy, so that the French market is sure to be well supplied.

EVAPORATED APPLES.

Impression that They Will be Short—Conditions Point Other Way.

There appears to be apprehension in some quarters that evaporated apples will be a short pack this season, but this idea has doubtless originated because of shortages in other dried fruits such as currants and raisins.

It would be rather strange that there should be any shortage of evaporated apples in a season such as this when it is quite apparent that there are large quantities of inferior apples which are suitable only for drying and evaporating. The dryers should with favorable weather, be in operation for about six weeks yet in which time a large pack should result.

Owing to the much lower prices of American evaporated apples there is no opportunity to export Canadian goods this season and this will doubtless ensure sufficient supplies for home consumption.

Germany has in the past been Canada's best customer for dried and evaporated apples but on 1st of March last when the new German tariff went into effect imposing a duty of about 2½ cts. per lb. on Canadian goods as against 1 ct. per lb. on American. Against this great handicap Canadian exporters cannot compete.

NEW FISHING ENTERPRISE.

Perch by the Ton Going from Goderich to Buffalo.

Something unusual is the catch of perch that has been made during the last week or so at Goderich. Perch-fishing has not hitherto been carried on, commercially there, and was commenced as an experiment, by J. R. Bruce, who sells to the Buffalo Fish Co. One express shipment consisted of thirty barrels,—over two and a half tons of the fish, and more or less heavy shipments are made each day. The fish are shipped as caught, packed in ordinary flour-barrels, with nearly 100 lbs of ice in each barrel. The net weight of fish to a bbl. is about 175 lbs. At Buffalo they are cleaned and the skin removed, and the edible portion re-shipped to many points, commanding, it is said, about 22cts. a lb, about five times what the original catch brings.

SOME GOOD HERRINGS.

The F. T. James Co., Toronto, have just received three carloads of choice Labrador herring in barrels and half barrels. They are an extra fine sample and will please the trade.

Collier Brothers' apple evaporator at Napanee was completely destroyed by fire on Oct. 20. The loss will be over $4,000.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

FINKLE & ACKERMAN

BELLEVILLE ONT. and BOWMANVILLE ONT.

DRIED APPLES

Highest Prices paid.

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Cable Address; "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.

LOBSTER PACKERS

HALIFAX, N.S.

Shippers of

Live, Boiled and Canned Lobsters and Dry and Pickled Fish

CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

TURNIP PULP

has been found in Jams made in Canada. No grocer with any pretensions to honesty will sell jam knowing that it contains turnip pulp and knowing that the people don't know that fact.

A Grocer hasn't time to study the case all through and he hasn't the analytical ability to examine the stuff.

What, then, should he do to protect himself. **Make the maker place a guarantee label on every bottle.** E. D. Smith does this and backs up the guarantee.

Look for the "E.D.S." Brand Jams and Jellies

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, *Winona, Ont.*

ORDER EARLY—PACKING NOW

"DUFF'S"
LABRADOR HERRING

ABSOLUTELY THE FINEST LABRADOR'S EVER SENT TO CANADIAN MARKET
PACKED IN SPECIAL BARRELS WITH

GALVANIZED HOOPS

Sold in bbls., ½-bbls. and 20-lb. Pails. Sold by leading Wholesale Grocers and Fish Dealers.

PUT UP ONLY BY

THE ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Labrador Herring Station, Bay of Islands, Nfld.

Selling Agents—A. H. Brittain & Co., Montreal. H. S. Connor, Winnipeg, Man,

BONELESS CODFISH

H. F. Co. and SCOTIA BRANDS

The Best on the Market

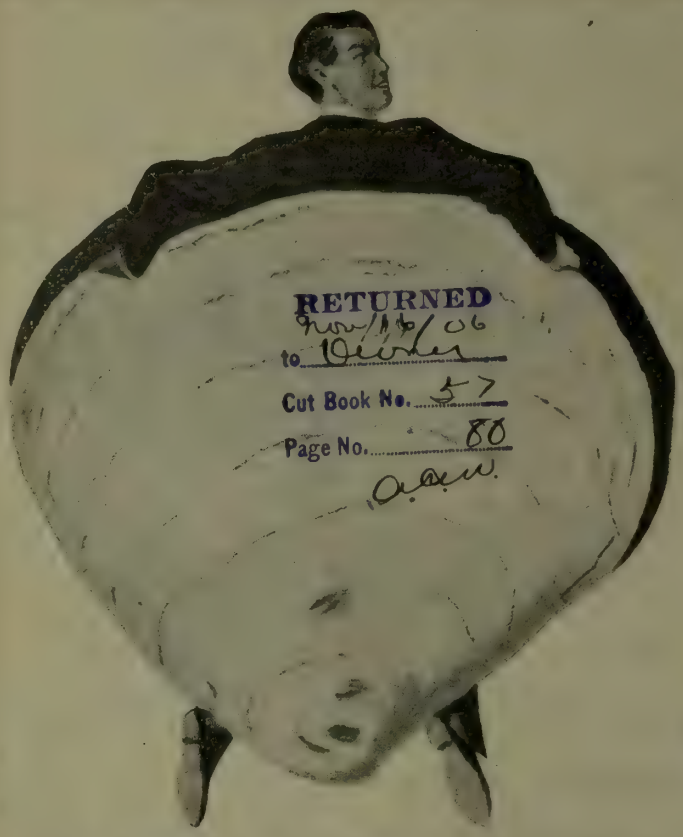
These are the brands that all the leading dealers of Canada are stocking for the season of 1906-1907. Have you looked into the question of your own stock? If not, do so at once. The demand will be there for these goods because every one who handles them knows that they are guaranteed to contain the BEST ATLANTIC CODFISH and also to be ABSOLUTELY BONELESS.

SOLE MANUFACTURERS

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.



It is a pleasure for us to answer correspondence
Get our Quotation Card each week

Get Out of the Shell

Many Merchants are "pinched" and held back because they do not keep in touch with up-to-date firms on the different lines they handle.

For Information on

FISH and OYSTERS

Write

THE
F. T. JAMES CO., LIMITED
76 Colborne Street, Toronto

Shipments Now Arriving

NEW PACK
Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons
Victoria, B.C.
PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"
KIPPERED HERRING
ALSO
FINNAN HADDIES
PACKED BY
Connors Bros., Limited
Black's Harbour, N. B.

White Haven, Petit de Grat and other places in Nova Scotia. Only the best Atlantic Fish are used, and in the preparation of the several brands of absolutely boneless and shredded codfish, the fish are taken fresh from the ocean, carefully cleaned and washed, salted in pickle then washed again before being skinned, boned and packed under the several brands. The natural qualities are fully preserved, and every ounce sent to the consumer as near as possible in possession of the properties they contained when taken from the depths of the ocean. Only the best of fish are used by this concern and wherever the trade mark of the company is found in connection with any article, the consumer has the assurance that the contents are the best of its kind that it is possible for human skill to secure. The sphere of the company's operations have been greatly extended during the past season, and a very useful work is being done in the development of the Atlantic fisheries and the extension of markets for the same. The influence of the corporation has already had a beneficial effect upon the industry.

HERE AND THERE WITH THE TRADE.

(Continued from page 26.)

The assets of Paul Ethier, Montreal, have been sold.

W. R. Smith, Seaforth, reports business very good.

Fred Curtis, Port Hope, was in Toronto Friday.

J. A. Younge, of J. A. Younge & Sons, Glencoe, is dead.

The assets of E. Desrochers, Montreal, have been sold.

Hemp has been successfully grown in British Columbia.

A. Meloche, Montreal, is succeeded by L. H. Trempe.

M. S. Hocken, wholesale grocer, Chatham, N.B., is dead.

R. Flanagan, Montreal, has assigned to Alex. Desmarteau.

D. R. Ross, Embro, was in Toronto, during the past week.

Brooks & Brooks, Brandon, have sold to Martin & Johnston.

S. F. Brown, of Renfrew, has opened a grocery in Almonte.

H. Stuckey, general merchant, Orton, was in Toronto Saturday.

Wellington Daly, Blytheswood, has assigned to James F. Smith.

Jacob Anton, Winnipeg Beach, is advertising his business for sale.

Frank Stewart, Newmarket, has joined the hunters in the north.

Marcel Agarand, general merchant, Forget, Sask., is giving up business.

Carson & Kirkpatrick, Debec, N.B., have registered as general storekeepers.

Bishop Bros., Niagara, recently suffered a loss by the burning of their stables.

Joseph Pedlow, Alvinston, has sold his general store to Soper & Livingstone.

George Banghart, Cairo, Ont., is advertising his general store business for sale.

F. W. Read, Bobcaygeon, and D. J. Hartle, Minden, went deer hunting this week.

H. D. Cameron, general store, Cumberland, Ont., is succeeded by A. N. Dunning.

Jones & Freed, Hamilton, have dissolved. J. W. Jones will continue the business.

Wm. McLellan and his son, Will, of Niagara-on-the-Lake, were in Toronto last week.

T. M. Leggatt & Co. have purchased the general store of Wm. Busch, Langenburg, Sask.

P. Schnattner's new grocery in Edmonton is nearing completion. It is costing $8,000.

J. F. Fumerton & Co., general storekeepers, Glenboro', Man., have sold to Cairns & Naylor.

H. J. Cummer & Co. have purchased the grocery business of the H. W. Echlin Co., Keewatin.

The Beverly McDonald Co. opened a new grocery in the Norman Block, Picton, on October 24.

J. D. Wismer, Humberstone, is about to take a vacation and will go west as far as Sarnia returning by way of Toronto.

J. L. Forrest, of Winnipeg, has purchased Ramsay's stock of general merchandise at Plumas.

F. Moser, of Waterloo, will open a store in the premises lately occupied by W. D. Ludwig, Elmira.

Mr. Summerfeldt, of Summerfeldt & Stiver, Unionville, was in Toronto Thursday, of last week.

R. Cullis, Camborne, who has been ill for some time is better again and able to attend to business.

Ulric, Alfred and Achille Rousseau have registered as Rousseau Freres, general storekeepers, Cookshire.

The assignee is advertising the stock belonging to the estate of J. F. Kirby, Drayton, for sale by tender.

Edmond Hebert and Gedeon Vermette, Thetford Mines, Que., have registered as Hebert & Vermette, grocers.

C. C. Lynch, of John Lynch & Sons, grocers, Windsor, N.S., was married on Oct. 9 to Miss Mary Agnes Kelly.

E. J. Ecclestone, London, representative of Comfort Soap in Western Ontario, was in Toronto on Saturday.

A. H. Brittain, Montreal agent for the Atlantic Fish Co., paid a flying visit to the Maritime Provinces recently.

W. W. Walker has opened an up-to-date grocery on the corner of Euston and Olebar streets, Charlottetown.

J. D. McIntosh has purchased the grocery business of W. J. Ruse, Cobourg. Mr. Ruse has gone to Chicago.

Cosgrove Brothers, general merchants, Haileybury, have assigned to Frederick A. Day, of the same town.

Donald McMurchy, general merchant at Kintail for eighteen years, will retire from business and move to Goderich.

The Kent Canning Co. will establish a factory in Amherstburg, if suitable terms can be secured from the town.

J. H. Small, representing the Bovril Co., has gone to Calgary, where he will have charge of the firm's western business.

F. W. Rogers, of Adams & Rogers, grocers, Cardinal, who underwent an operation for appendicitis a short time ago, is progressing favorably.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. **HALIFAX, Nova Scotia**

Are You Alive To What Is Going On?

R.S.V.P.

¶ Do you know that 50% more grocers are retailing cigars this year than last year?

¶ Do you know these grocers are 50% better off?

¶ Do you know my "500" offer has given a great number of grocers the necessary start?

¶ Do you know that all my cigar experience and cigar counsel are at your service—free?

¶ Do you know I can start Pebble and Pharaoh cigars "going" in your store?

¶ Do you know you can buy cigars from me without risking one cent?

Decide you will know!

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

alert. Time is fleeting. Consider profit-getting this day, this hour.

Smokers are in your neighborhood. 10c. packages of ***T. & B.*** will catch their eye.

Get in a "Test" Supply

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

IN THE ANCIENT COLONY

Newfoundland Trade Notes—New Stores and New Business Indicate Substantial Prosperity in the Island —New Lines in Cod Fish.

St. John's, Nfld., Oct. 25, 1906.

Congratulations are in order. Jas. Urquhart, the popular manufacturers' agent of St. John's, was recently married to a daughter of the Hon. George Knowling.

John A. Lake & Son, of Fortune Cove, recently erected a $20,000 furniture factory, which will give employment to a large number of hands. This is one of the enterprising firms of the colony.

A double wedding took place at Clark's Beach recently, when two daughters of Frank Noseworthy were wedded on the same day. F. Hue, manager of the Hue Mattress Co., was one of the fortunate bridegrooms.

C. D. Chetwynd, manager of the tea department of Harvey & Co., has recently got out some very attractive wrappers for package teas. Mr. Chetwynd is a thorough tea man and understands the tea needs of this country.

Geo. Barlett, a prosperous merchant of Burin, has recently erected a fine residence. Mr. Barlett is one of our young successful merchants and is very popular.

Condensed codfish put up by Clement & Co., Channel, has been selling very well recently. Shipments were made to United States, Jersey, Germany and Canada and good reports received. This will be a very successful business. The price of the staple codfish is very good. As high as $6.75 has been paid for good merchantable. The catch is not up to the average.

Thos. Smyth Co. have taken an agency for a French candle match and are selling large quantities. The Company handle also large quantities of fruit, etc., and their business this year shows a large increase over last year.

A new butterine and cheese factory will be established in the city shortly. All the capital necessary is available and a man will be brought from Holland to manage it. Quite a large number of output merchants will be interested. T. T. Cartwright will be largely interested in it, so report says.

A. B. Rogers, of the Gault Bros. Co., Montreal, is at present in the Colony. Mr. Rogers has a large trade in the Colony and is very popular.

J. Sellars, the representative of Union Blend Tea, has a 10 x 12 smile these days. He says business was never better.

J. J. St. John, of Dickworth street, has been very successful with his fishing schooners this season, as all have brought home bumper trips.

The T. P. Wood Co., manufacturers of confectionery, are running their large force night and day to keep up with orders.

Eli Mercer, of Hoylestown has had to enlarge his premises to handle his increasing business.

The Standard Mfg. Co. are building a large addition to their works.

The Hon. J. D. Ryan has recently received a large shipment of Irish hams and bacons for which he is agent and which is very popular. He is also special agent for a popular brand of tobacco.

A. Miller, who represents Marshall Bros., has returned from a very successful trip around the west coast.

A. Ross, representing Ellis & Co. and S. Milley, has been working the West Coast very successfully. Mr. Ross is a born salesman.

E. Furlong, city traveler for T. & M. Winter, is very popular with the trade.

Forbes Ross, manager of Bishop Munroe's grocery department, was seen with his dog and gun the other day. Forbes is a genniue Old Country sportsman, who dearly loves the dog and gun and who hunts for the pleasure there is in it. May he always bring home a good bag, as he always remembers his friends.

M. O'Toole, of Conception Harbor, underwent an operation for appendicitis. His many friends will be glad to hear it was successful.

W. E. Bearns, of the Haymarket Square store, will shortly enlarge his store and put in a very imposing front and a freezing plant.

Fish is beginning to come in and from now on until Christmas the clerks in the stores will be rushed.

T. T. Cartwright, special ambassador for Magic baking powder, Gillett's lye

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

IT PAYS TO INVESTIGATE

It pays to buy Pipes, Tobaccos and Smokers' Sundries from

JOS. COTE

Importer of Pipes, Havana Cigars, Wholesale Tobacconist

186-188 St. Paul St.

QUEBEC

Don't forget that this firm is the leader for Leaf Tobacco in Canada.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

etc., has left for Canada with a large batch of orders.

Steer Bros. had on exhibition two very fine walrus heads in their windows. Since the improvements have been finished they have one of the best display windows in the city.

P. Templeman has moved his family into the city from Bonavista, having purchased the residence here.

J. E. Burgess has just finished one of the largest and best laid out stores in the country at Burin. Mr. Burgess also does a large business at Baine Harbor.

Jas. Vigus is just finishing a fine dwelling house opposite his store at Burin.

P. & W. Lake, at Fortune, have received a large order for their canned codfish steak from a large American packing house who will handle the product for the entire United States. Samples of this fish have been sent to the principal fish consuming countries of Europe and very flattering words have been received by them as to its quality.

J. Ryan, of the Royal stores, is making a Northern trip. Mr. Ryan is a successful traveler.

The machinery is being put in position for the new woollen mills at the Goulds near Birgus. Mr. Hue will be the manager.

A new foundry company will be started in the city.

The local tobacco factory was damaged recently by fire. The management say they can fill all orders from stock until repairs are made. This company is manufacturing a high grade of tobacco. Some time ago they exported some of their product to South Africa and England.

R. Sparks & Son, of Whitbourne, have bought the mill property in the west end from the Thistle Estate.

R. Wright & Son have leased the waterside premises recently occupied by Thistle & Co. This is a fine location.

It is reported that Ayre & Sons will embark in the fish business. They have leased the premises recently occupied by the late Sir Robt. Thornburn.

Pitts' new building on Water street is rapidly approaching completion. It will be a fine addition to the street.

Bowering Bros.' premises are hives of industry these days. Their coastal steamers are doing a large business, being very popular and are crowded with freight and passengers each way. It would be hard to find two more popular navigators with the traveling public than Captains Kane and Fitzpatrick.

Before leaving for Canada T. T. Cartwright, of the E. W. Gillett Co., was presented with a fine specimen of a baby seal by some friends in the city.

TRAVELERS GIVE SCHOLARSHIPS.

In Australia—Retailers Organized—Their Dairying Season.

R. G. Eakin, a retail dry goods merchant in a large town near Melbourne, Australia, is making a tour of the world and incidentally gathering for the State Government of Victoria information about agricultural education. The Australians are wise to the progressive influence of education.

Mr. Eakin was a caller at the Toronto office of The Candian Grocer. After looking casually over Eastern Canada from a car window, Mr. Eakin inclines to the view that in the matter of agriculture, Australia has not much to learn from Canada. On the other hand he greatly admires Ontario's facilities for agricultural education, or rather perhaps, the organization and management of such facilities as there are.

Mr. Eakin is a member of the Commercial Travelers' Association of Australia, which he confidently asserts is the best organized association of business men in the world. They have both state and national organization, have an extensive club house in Melbourne, pay mortuary benefits and have instituted a number of annual scholarships open to children of members, by which a number of clever young shrewd women have put themselves through the university.

There is in Victoria a Storekeepers' Association, four or five years old, which has accomplished some useful work in the interest of the retailer generally. They secured the repeal of a law which prevented collection of a debt from anyone earning £2 a week or less and brought about the passage of a bill to eliminate from the Government railway's freight tariff some anomalies in the form of preferences to big shippers.

Australia is making great strides in butter production. The Government looks after the export business. All the butter for export goes to the Government cold storage warehouse in Melbourne where it is graded. With this Government guarantee of quality the butter appears on the English market.

The season of heaviest production there is August to the end of November. Their Winter is from April to August, but according to Mr. Eakin, two-thirds of the native Australians have never seen snow.

IRISH NATIONAL EXHIBITION.

Biggest Yet Attempted by Irishmen—$900,000 Subscribed.

Ireland's forthcoming International Exhibition, which will be held in Harbut Park, Dublin and will be open from May to October, 1907, and will be the biggest undertaking of its kind ever organized by Irishmen. The Exhibition grounds will cover 52 acres. More than 1,000 guarantors have subscribed to the guarantee fund, which now exceeds $900,000, and is constantly growing Work on the exhibit buildings has gone on so rapidly that they will be finished some months before the day set for opening, May 1, 1907. It is believed that 3,000,000 people will attend the exposition. France is preparing a French section which will equal that at the exposition at Liege; Russia has appointed an agent to make necessary arrangements for a large exhibit; Italy, Canada, and Australia and other countries will be well represented.

The charge for space will be $1 per square foot with a minimum of $25. A sliding scale of rebates on space rents will be allowed in order to accommodate large exhibitors. The rebates will be 10 per cent. when the total rent space amounts to $200; 15 per cent., when $300; 20 per ent. when $500 and 25 per cent. when $1,000. Forms of application for space and power may be obtained from the secretary, James Shanks, Ballsbridge, Dublin, Ireland.

QUALITY and PRICE!

These are the two points to consider when buying your cigars.

HOGEN-MOGEN and ROYAL SPORT

FIVE CENTS TEN CENTS

These are the cigars which will give the greatest satisfaction.

QUALITY—The very finest. PRICE—The very best consistent with the quality.

The SHERBROOKE CIGAR CO.

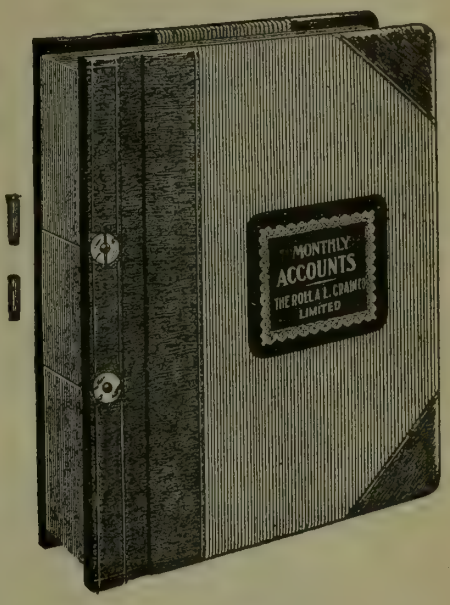
SHERBROOKE, P.Q.

Do You Wish to Improve Your Bookkeeping

this coming year, or are you satisfied with wasting time by using the old style Day Book and Ledger and making out accounts at the end of each month.

The Crain Monthly Account System

is up-to-the-hour for keeping accounts.



IT SAVES EXPENSE **IT SAVES TIME**

ACCOUNTS ARE ALWAYS READY

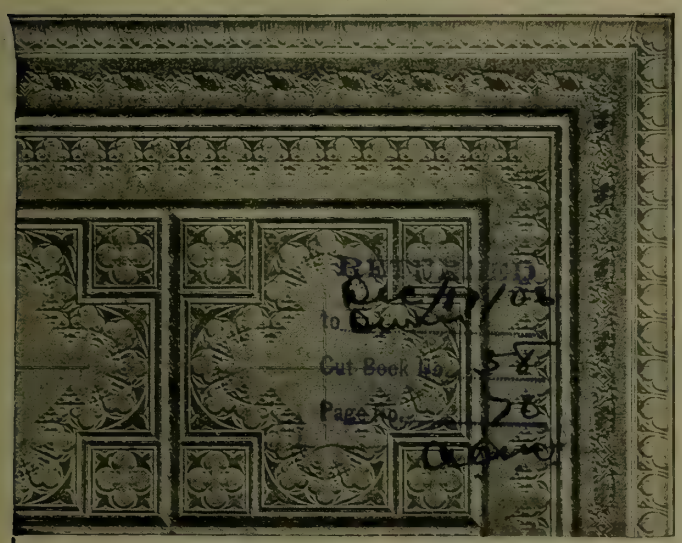
Now is the time to order for first of the year shipment

Full information and sample sheets sent on application to Dept. G

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA

Toronto Office, 18 Toronto Street ***Montreal Office, 74 Alliance Building*** ***Winnipeg Office, 11 Nanton Blk., Main St.***



What a Difference It Makes

When you look up at a ceiling and, instead of seeing smoky plaster, see beautifully designed

METAL CEILING

Thats the aesthetic point! Then there is the sanitary point. **Metal Ceilings** are more healthful than plaster or wood. Then there is the financial point. **Metal Ceilings** need never be repaired. They last forever.

IF YOUR STORE NEEDS THIS CEILING YOU SHOULD GET IT.

METAL SHINGLE & SIDING CO., Limited

PRESTON, - - - ONTARIO

If You Desire all The Good Things of Current Literature Between Two Covers You'll be Interested in What is Said Below.

As the number of magazines increases the **more** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for** individual magazines.

As the number of magazines increase the **less** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for**

The Busy Man's Magazine

This magazine is an epitome of the world's best thought **today.** It contains the very selections you want to see but have no time to look for in individual magazines.

In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to The Canadian Grocer can get The Busy Man's Magazine for **one year.**

You would have to pay $150.00 to get **The Busy Man's** (the contents) **Magazine** in the ordinary way.

Get in your subscription in good time.

The Maclean Publishing Co., Limited

TORONTO, CANADA

Time Saved is All Profit.

Business Systems will cut the book-keeping of any business in half.

Business Systems are proportionately as economical for a corner store as for the largest wholesale house.

■ ■ ■ ■ ■ ■

Our Monthly Account System posts your books and makes out your customer's accounts with one and the same movement of your pen.

Our Monthly Account System leaves nothing to change or recopy and prevents the possibility of anything being forgotten.

■ ■ ■ ■ ■ ■

Will you let us tell you more about this in detail?

Write us for full particulars.

It does not obligate you to buy.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

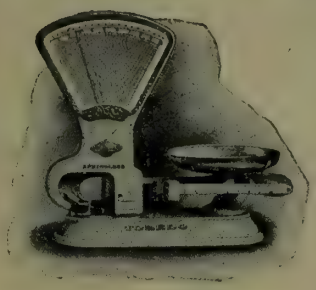
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

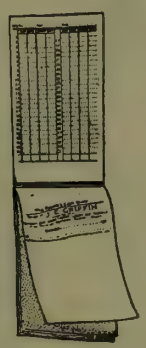
—APPOINT—

yourself time-saver of your business. Get your help from our

Counter Check Book

(SPECIAL DUPLICATING)

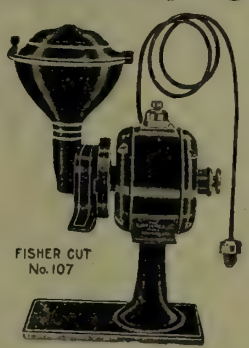
Two colors of paper. Sample on request.



The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

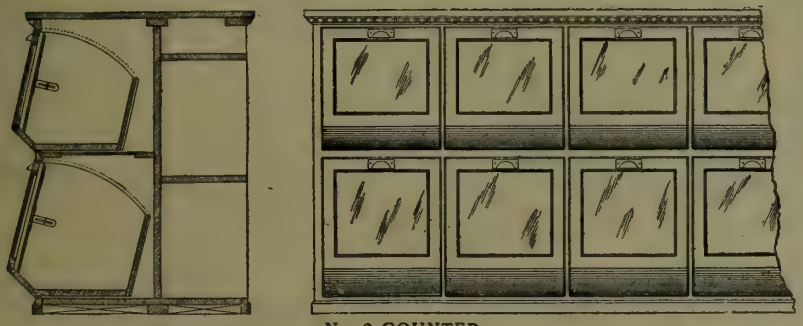
Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BIN" COUNTERS



No. 2 COUNTER.

Our **No. 2 WALKER BIN COUNTER** has two rows of full glass display bins in front, 7 bins to row in 10 ft. length. The rear is fitted with open spaces for the storage of goods that sell on the 'brand' and do not need to be displayed.

There is no better silent salesman for the Grocer

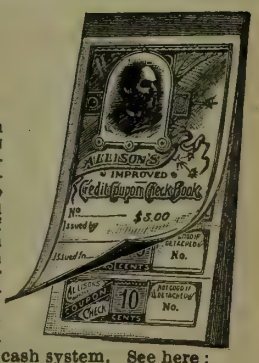
WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representatives:

MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask.

Modern Merchandising



demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Have you "SURPRISE" SOAP

in stock?

If not, an immediate order will secure prompt attention.

SOAP SATISFACTION to your Customer

There may not be any complaints of soap your customer is now using, at the same time, something better, without any higher cost, will be appreciated, and understood to mean you study the interests of your people. We all expect the people from whom we buy to use their best endeavors to give us the best value. To keep up with improvements. To **recommend** what knowledge and experience proves to be the best.

"SURPRISE" is a pure hard soap, with peculiar qualities for washing clothes.

We shall be pleased to give further information.

THE ST. CROIX SOAP MFG. CO., ST. STEPHEN, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 1, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ¼ gross, 2 oz., or ½ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."

40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions—2 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

PETERBOROUGH CEREAL CO.

Canada Flakes, "Standard" case, 36/15's	$4 40
5-case lots	4 30
Canada Flakes, "Jumbo" case, 24/25's	4 90
5-case lots	4 80

Freight prepaid.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2. 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4⅛ doz. to case	per doz.,	$ .90
1 " " 4	"	2.40
½ " " 2	"	4.75
¼ " " 1	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

	Per lb.
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ¼'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 in per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.

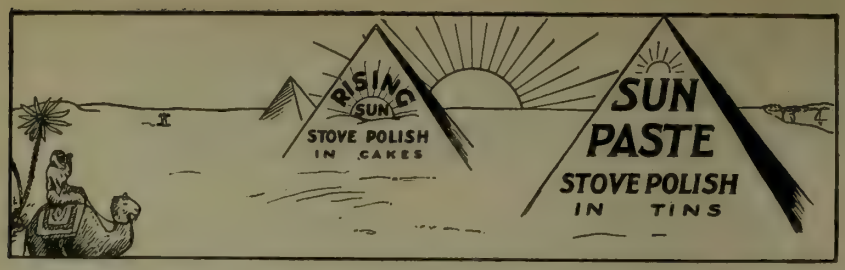
	Per
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40



Interesting But Not New

We mean the oft repeated tale of increased sales of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. This season history repeats itself and shows our sales of both styles of our goods very largely in advance of our sales for corresponding period last year. This interests you almost as much as it interests us because it proves for you our claims to superiority. Push RISING SUN and SUN PASTE: It pays to do it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Batger's" Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

(UNSWEETENED)

BORDEN'S BRANDS MEAN *BEST* BRANDS

Purity, Cleanliness in Preparation and Hygienic Perfection are the important and leading characteristics of

"EAGLE" BRAND CONDENSED MILK and

"PEERLESS" BRAND EVAPORATED CREAM

TO STOCK AND SELL THESE BRANDS MEANS MONEY FOR YOU

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

NEW SEASON'S TEAS

We are now carrying a full stock of NEW SEASON'S TEAS, and were never in a better position to execute orders for any grade or variety of Tea.

Our travellers are out with a full line of samples.

Special attention given to mail orders.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, o three boxes for $8.40.

Bode's Brands of Chewing Gum.

RETAIL PRICE LIST.

	Per Box
Bode's Menthal "Pepsin' Gum, 40 5-cent pkgs. to the box	$1 5
Bode's Crushed Fruit Gum, 36 5-cent pkgs. to the box	1 00
Bode's Pepsin Gum, 23 5-cent pkgs. to the box	0 75
Bode's Chulets in 3-lb. boxes, guaranteed 200 to the pound	1 4
Bode's Chulets, 60 5-cent. pkgs. to the cartoon, per cartoon	1 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co.. Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	1 98
20-lb. tin pails	1 83

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 [illegible]
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Saratoga Chips.

MRS. ROBER'S SARATOGA CHIPS.

36 large size pkgs., per case	$3 40
72 small " " "	5 40
Assorted 18's and 36's	5 40
In bulk—Bbls., 50-lb., per lb.	0 25
" ½ bbls., 25-lb. "	0 25

Terms 30 days net, or 1 per cent. 10 days.

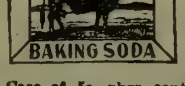
Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case	2 85
5 cases	

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
S andard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction

DON'T WAIT

"Do not wait for extraordinary opportunities for good action but make use of common situations."

A "common situation" means an "extraordinary opportunity" according to that axiom.

The "common situation" in which

WOOD'S BOSTON COFFEES

are found is that they represent an "extraordinary opportunity."

Thousands of successful grocers have taken advantage of the opportunity presented by us by making Wood's Coffees their leader.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 [illegible]
Canada White Gloss, 1-lb. pkgs.	0 07½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 6-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London— Per lb.
In papers of 4 to 5 lbs. 6½c.
Blue, white or assorted.

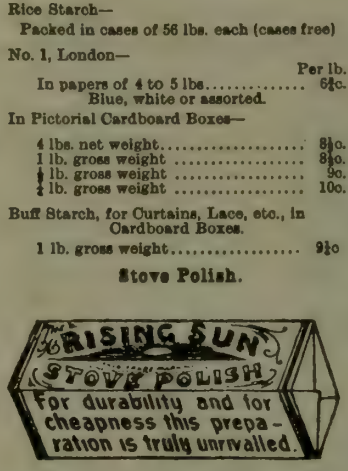
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 55
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½ $0 25
Blue Label, ½'s	0 19 0 25
Orange Label, 1's and ½'s	0 21 0 30
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ½'s	0 30 0 40
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

MOTHER'S FAVORITE MELAGAMA TEA.

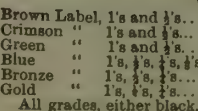
put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs, ½s & ¼s.	0 28	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

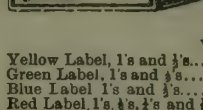
Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 60 ½-lb.	0 35
" " 30 1-lb.	0 35
" " 120 ½-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-1b. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 26
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 81
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 52½
Condor, pure distilled	0 27½
Old Crow	0 25½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER MOND & CO'S.

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

TEA HINTS

FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

How to Test Teas.
Where to Buy Teas.
Bulk v. Package Teas.
How to Establish a Tea Trade.
Tea Blending, etc., etc.

275 pages ; Cloth.

Price, postpaid, - $2.00

BOOK DEPT.
THE CANADIAN GROCER
10 Front Street East, - - Toronto

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

FANCY CHINA
For Christmas

FANCY GLASS
For Christmas

When in Toronto do not fail to see our display. **Right Prices.**
If you can't call, write

GOWANS, KENT & CO., LIMITED
TORONTO

When Sorting Up
kindly look up your stock of

WETHEY'S MINCE MEAT
(In Packages)

Now is the time to begin pushing this line.

Ask your jobber for it.

If he cannot supply you then write us direct.

J. H. WETHEY, LIMITED
ST. CATHARINES, - - CANADA

CROSSE & BLACKWELL, Ltd.
London, England

Some of our new lines are :

C. & B. Chicken Breasts (in Jelly). Vacuum Glass Jars.
C. & B. French Sardines. In Oval Glass.
C. & B. Chicken and Tongue. In Vacuum Glass.
C. & B. Veal and Ham. In Vacuum Glass.
C. & B. Prawns in Aspic. In Vacuum Glass.
Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents : C. E. COLSON & SON, Montreal

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 9, 1906. NO. 45.

Why let the Druggist make money on a line you should sell?

Raised on it

ROBINSON'S PATENT BARLEY

is a **food**. If you once know this you will write us for sample and prices—We have a plan to assist your sales.—Ask us what the plan is.—A post card will bring prompt reply—

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

Comparisons in Table Syrups are always made with

"CROWN" BRAND

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

WHY? Simply because "Crown" brand Syrup is **perfect**—You cannot think of buying anything **better** and certainly nothing as good—

Try it—Every jobber sells it—
Ask for "Crown" brand—

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q

Is 60 Per Cent. Profit Worth Getting?

If 60 % is worth getting in your store, then all you have to do is order a case of

IVORINE
Cold Water
STARCH

at $2.50 and sell the 40 packages.

Try a while retailing profitable articles. "Ivorine" is the grocer's good-pay friend.

The jobber—order from him.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for
SPRING TRADE
with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
JOSEPH CARMAN,	WINNIPEG

FOUR FAMOUS BRANDS

THAT ARE "ON THE SQUARE"

Codou's Macaroni

Made only from Russian Wheat from Taganrog. Light, white, tender, delicate Macaroni put up in handsome packages. Macaroni that never varies in its high quality. Macaroni that is always "on the square."

Cox's Powdered Gelatine

Your customers want this. Once used always used because **instantly prepared**. The purest, strongest, best Powdered Gelatine made. Each package will make two quarts of rich Gelatine.

Receipt book mailed FREE to your customers on receiving their address.

Griffin & Skelley's Seeded Raisins

No other special patented process for Seeded Raisins compares with that owned by Griffin & Skelley. It is almost human in its workings. Grown, picked, cured and packed in the largest vineyards on the Pacific Coast. Always highest quality and always "on the square."

"Thistle" Canned Fish

Canned Haddies, Kippered Herring, and Herring and Tomato Sauce. Clean, delicate, rich in flavor. The "Thistle" Brand stands at the head of all others because it belongs there.

Beware of imitations.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest Referenoes.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(*Continued on page 4.*)

IRELAND FOREVER—

Foremost amongst the manufacturers of Great Britain is the enviable reputation of

"MILLER'S" IRISH JAMS AND MARMALADE

We have just passed into stock a carload of these delicious preserves, Raspberry, Strawberry, Greengage and Gooseberry Jams, in 1-lb. pots, Fancy Marmalade, 1-lb. and 2-lb. pots. Can be retailed at 15c. and 25c. per pot.

You will be well pleased with the quality

SMELTS *are appetising—and will sell well at* **5c.** *per tin. Is a money maker*

Spiced Smelts, 1/4s, cases 5 dozen
Smelts in Mustard, 1/2s, cases 4 dozen

MOLASSES TIME—*is coming on*

And now's your chance to put in your winter's stock, and at right prices

We have just passed into stock a carload of exceptionally fine

Genuine West Indian Molasses, barrels and half-barrels
Extra Fancy Genuine Barbadoes Molasses, half-barrels only

RAW SUGARS

We have some very desirable lines in both barrels and sacks

Fancy Jamaica Crystals—Fancy Barbadoes Crystals

Last but not least—just what you are wanting

DATES —FARD—

DATES —HALLOWEE—

DATES —SAIRS—

Send us your orders for any or all of the above. We make a specialty of prompt shipping. Our prices are right.

The EBY, BLAIN CO., Limited

WHOLESALE GROCERS
TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

RED-BROWN WRAPPING

All Weights FOR FURNITURE PACKING All Sizes.

Strong, Tough and Stiff. A Sure Protection to Destination

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

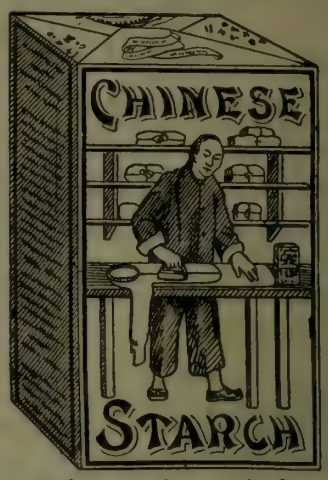
511 Union Bank Building, Winnipeg, Man.

QUEBEC PROGRESS

If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write

J. P. THOMAS,

Everything in Groceries handled. Quebec



You need a good starch for your customers. Write us for samples and prices of

CHINESE STARCH

Better and more profitable than others.

OCEAN MILLS, - MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY Ltd.

154 Pearl St., Toronto

30 Hospital St., Montreal

Good Advice

Don't delay ordering your **full season's** requirements of **Fruits** and **Vegetables.**

Better Advice

Do it **now.**

Best Advice

Stick to the **best** brands, viz : **"Canada First," "Little Chief," "Log Cabin," "Horseshoe," "Kent," "Auto," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," "White Rose,"** etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

Prejudiced in Favor

of Old Homestead Canned Goods is every housewife who has displayed before her the handsome, richly lithographed package of Old Homestead Canned Goods.

She doesn't know for a fact that because the label is a beauty that therefore the contents are delicious. But she rightly infers that a firm so careful with the label they use, will likewise be particular with every other detail in the canning business, and the result—perfection.

That is the reason we advise all retailers to bring

OLD HOMESTEAD BRAND CANNED GOODS

to the front. They will bear inspection. Inspection means a trial order, and a trial order means a permanent user of Old Homestead brand. It means greater consumption of canned goods, more sales and greater profits for you.

Old Homestead Brand Canned Goods will better repay pushing on your part than any other brand, because they are thoroughly reliable, always delicious, will please your customers, will sell more readily and more largely than any other brand.

Insist on Having Old Homestead, the Brand of Quality.

The Old Homestead Canning Co.

PICTON, ONT.

YOU WILL HAVE TO SHOW ME

That "SALADA" Green Teas are superior to Japans, said a critical dealer the other day, otherwise I must confess that I've little faith.

Well -- there's some hope for a man who is willing to be shown, but not otherwise. We gave him the most conclusive evidence in a "cup draw," he was astonished and convinced, and said that hereafter Japans would have to take a back seat in his store, as he was not going to load up with any stock that could not hold it's own in competition with the best.

May we prove their worth to you
Or, may we send you a sample to satisfy yourself ?

A Postal enquiry will bring a packet by return mail.
Address "SALADA," Toronto or Montreal.

1906
1852

54 years ago the manufacture of "GILLETT'S GOODS" was begun. ¶ From small beginnings our goods are now known from ocean to ocean.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.
Do you sell them ?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food-products that are produced in clean factories.

KEEP MINCE MEAT IN THE FRONT

All this month you'll find it's good business to keep Mince Meat constantly before your customers.

Just as few people bake their own bread to-day, so few make their own Mince Meat.

Offering so good a Mince Meat as Lytle's you'll win fresh customers right along.

Ask your jobber or buy direct

The T. A. LYTLE CO.
Limited
TORONTO, CANADA

E. NICHOLSON. D H BAIN

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION; ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, November 9, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980 600	"
Flax	55,660	" "	690, 184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

"RIVERDALE" BRAND CANNED GOODS

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

DATES

PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

Its Delicate Malt Flavor, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

EVERY GROCER WANTS

GOODS THAT SELL

"MELAGAMA"

MOTHER'S FAVORITE TEA

Will not stay on your shelves. Our prices are right, too—see back of this issue. **WE ALSO HAVE IN STOCK** eighty-five lines of bulk teas. Drop us a line and we will send you samples and quotations.

F. J. WHITE, Manager **MINTO BROS.** **Toronto**

You can do with

JAPAN TEAS

what you cannot do with any others, you can give your customers the most perfect and purest teas grown—They stand **absolutely alone** in respect to being **inimitable.**

SHINE?

Your sure of a good one if you handle

JAMES' DOME BLACK LEAD

Gives a lasting brillant polish.

W. G. A. LAMBE & CO., Canadian Agents.

Western Orders

for the new run of

Crystal Sugar

will be promptly filled from ***stock at either Winnipeg*** or ***Brandon***. We want to hold your trade and feel sure the goods we are now sending out will please you better than ever For full particulars and prices, write

MASON & HICKEY, WINNIPEG

The Wallaceburg Sugar Co., Ltd.

WALLACEBURG, ONTARIO

VALENCIA RAISINS

That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

PATERSON'S

WORCESTERSHIRE

SAUCE

sells quickly because of its great merit. It affords the dealer a good profit---what more do you want? Have you enough in stock ?

ROSE & LAFLAMME,

Agents, - - - Montreal

ARE YOU LOOKING FOR PROFITS?

RETURNED
Due 11/06
to Ottawa
Cut Book No. 58
Page No. 58
O.A.C.

DID IT EVER OCCUR TO YOU

to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock.

Take JELLY POWDERS and FLAVORING EXTRACTS for example, goods that never aggregate much money in your stock, but which pay handsome profit in the selling. Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be, ever so much larger profits than can be obtained from the same effort used in selling heavy goods, on which your margin is so light. Particularly so, if you push high-grade lines like "Greig's White Swan Jellies and Flavors." Their quality is such that your patrons want more. Your profit on these is especially attractive. Try a sample lot **at our risk** and see how they go.

The ROBERT GREIG CO., Limited - TORONTO

GREIG'S **White Swan** BRAND

FROM GROWER TO TRADE DIRECT

FARMERS' BRAND Peas, Corn, Tomatoes

grown in our own fields, packed in our own factory, and sold under our own guarantee.

A trial order will convince you that Farmers' Brand Canned Fruits and Vegetables are the finest on the Canadian market.

We can supply you with anything in canned fruits or vegetables you may require.

The FARMERS' CANNING COMPANY, Limited

BLOOMFIELD, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—If the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade**—**Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Recommend
all your best customers to try
'CAMP'
COFFEE

When they discover how good it really is, how quickly and easily made, and how economical in use, repeat orders will follow, and of course, mean profit to you. Depend upon it, there's no other liquid coffee to approach "Camp" for fragrance, flavour and purity.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents: **ROSE & LAFLAMME**
MONTREAL.

It Pays Dealers to Keep Royal Crown Witch-Hazel Toilet Soap

It is more than a Soap. It is a Skin Tonic and Beautifier.

And it is well advertised. People are looking for the trade-mark.

A good article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents

Wm. H Dunn, 294-296 St. Paul St., Montreal
Agents for Quebec and Lower Provinces.

23

SELECTED RAISINS

We have the Prices

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Tartan BRAND

SIGN OF PURITY

HEADQUARTERS

for all Mediterranean Fruits

Valencia Raisins, Malaga Raisins of all kinds, Sultanas, Table Figs, Cooking Figs

Also report new Dates, new Santa Clara Prunes, new Valencia Shelled Almonds, new Jordan Shelled Almonds

All of the above of finest quality, bought at lowest prices. It will pay you to see our travellers. Write or wire before placing your order.

Our Telephone is Free to Buyers, 596

BALFOUR, SMYE & CO., *Wholesale Grocers, HAMILTON*

RICE RICE RICE

RANGOON
PATNA
JAVA
JAPAN
CAROLINA

Just Arrived

Write for Samples and Quotations

WARREN BROS. & CO.

Limited

Wholesale Grocers

35 and 37 Front St. E., Toronto

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

Currants Currants Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

We Have

our "Kiji" Japan Tea in store, also Aylmer "Celery Relish" and Whole Rose-bud "Beets."

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane, LONDON, England

TRIAL ORDERS SOLICITED

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"The Rolling Stone

gathers no moss," and the "rolling" grocer gathers no business. Stick to

NICHOLSON'S MINCE MEAT

We Recommend: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed:

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Shall we Declare "Diamond Brand" the Premier Maple Syrup, "Twin Block" the Premier Maple Sugar within Ear Distance of You?

Or, Would You Rather have Your Competitor Do it After He has Stolen a March on You?

"DIAMOND BRAND"

is a syrup with a flavor conscience. It combines rich, appetizing qualities with purity and strength. It is known from the coast on the Atlantic to the coast on the Pacific.

It has enjoyed three years of unalloyed prosperity.

It is winning new converts every day.

It is the people's syrup.

"TWIN BLOCK"

is a pure maple sugar put up in attractive form for grocery trade.

It takes the lead wherever it goes.

It is the sworn friend of purity.

It is a stickler for repeat orders.

It has no enemies.

It knows no competition.

It is ready to send trade your way.

RETAIL
"DIAMOND BRAND"

WATCH
NEXT WEEK'S AD.
FOR NEW
HOLIDAY GOODS

RETAIL
"TWIN BLOCK"

SUGARS, LIMITED

HEADQUARTERS
MONTREAL

BRANCHES
EVERYWHERE

Margin is Not Everything.

PURNELL, WEBB & CO'S. (Bristol, Eng.)

Pickles, Sauces, Malt Vinegar

are reliable as well as profit-yielding.

AGENTS:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - - ST. JOHN, N.B.
H. HANZARD, - - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - MONTREAL
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.
BICKLE & GREENING, - - - - HAMILTON, ONT.
J. CARMAN, - 722 Union Bank, - WINNIPEG, MAN.
C. E. JARVIS & Co., - - - VANCOUVER, B.C.

MATCHES MAKE MONEY

If you wish to be convinced of this place an order with your jobber for

Our Matches

We use the best material, employ the highest skilled specialists and what appeals to every merchant,

we show you a better profit than you can make on any other brand.

Write us for prices, etc.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

The new Package is now ready.

This 3-pound tin is handsomely gotten up in colors and gold, and will assist largely in selling the tea. Cases contain 27 tins.

The quality of the tea is the same as ever, the quality that all of the 50c. package Teas have aimed to equal.

JAMES TURNER & CO. LIMITED

HAMILTON

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts., Toronto.

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 1

It was just this way: I was tied up to one line of goods, and saw that I was a loser.

As the number of old country folks settling in my town increased my losses increased.

These people insisted on getting English Jams and Marmalades, giving as their reason they had been reared on them.

I brought up arguments in favor of my line, but only once in a while did I win a convert.

(To be continued)

FRANK MAGOR & CO.

MONTREAL

Are Canadian Agents for
SOUTHWELL'S JAMS AND MARMALADES

BUILDING A RETAIL BUSINESS

Attentiveness to customers should be instant, in season and out of season, from the moment the customer crosses the threshold of the store until he is out on the street again, writes Harlow N. Higinbotham, in the Saturday Evening Post. There is nothing which customers more invariably resent than indifference on the part of the storekeeper or his clerk. To go into a store and be forced to stand about without being recognized is a kind of treatment which goes against the grain of human nature, and will not be tolerated by the average American. Of course, there are times in almost every store when there is much business to be done in a small time, and it is absolutely necessary to keep several customers waiting. This does not mean, however, that there is any necessity for the proprietor or his assistant to fail to give a pleasant word of greeting to those who are obliged to wait their turn.

It is an easy matter for the storekeeper or the clerk to give a nod of welcome and a word of excuse to those who cannot be immediately served. The customer who has been pleasantly greeted and told that he will receive attention in a few minutes will wait cheerfully, whereas he would leave the store in ill-humor if his presence were entirely ignored. The ability to keep waiting customers in good humor and make them feel that they are not neglected is one of the most valuable qualities a storekeeper or a clerk can possibly possess. Just ordinary courtesy and attentiveness demand very little time, and they are far more valuable than flattery or argument in the sale of goods.

In this connection it should be said that flattery is a very poor crutch for the salesman to lean upon. The average American citizen is generally shrewd enough to detect flattery and invariably resents it. Instant and unfailing attentiveness are worth volumes of flattery in the up-building of a good trade, and the salesman who is always promptly attentive to the customer's needs and who does not "slop over" is a trade-getter and trade-keeper of the highest order.

Tell the Truth.

Perhaps it will be thought that a word of caution with regard to the over-representation of goods is entirely superflous and ungracious. I wish this were the case, but I fear that the observation is not at all out of order. Very often the zeal and ambition of the clerk carries him further in this direction than his employer would wish him to go. Again, there are those in the merchandizing business, as in every other business, who allow their desire for gain to impart an elastic quality to their consciences, and who lose sight of the fact that nothing can be more fatal to their final success than misrepresentation, no matter how mild.

As a sheer matter of policy, it is far better for the merchant to understate than to overstate the merits of his goods. When a merchant gains a reputation in his community for never misrepresenting his goods he is on the high road to success. He will command the trade of his neighbors and he will hold it against obstacles.

In selecting his clerks every merchant should give careful consideration to securing those who have tact, pleasing manners, and all that is included in the term "a good personal address." At the same time, it will be well for him to remember that a clerk may have all of these qualities and still be a comparative failure. Many a merchant employing quite a force of clerks has been perplexed by the problems presented by this matter of the personal equation. Here is a clerk, for example, who outclasses all his fellow-workers in personal popularity with customers. His graces of manner attract the patrons of the store to him to a degree which marks him as an exceptional favorite. In spite of this, the totals of his sales from week to week fall below several of his colaborers at the counter. He puts in as many hours as they do and works as diligently as they. Here, on the face of things, is a clear contradiction which is decidedly puzzling to the merchant. What is the difficulty?

In nearly all cases of this kind, and they are so numerous as to be almost general, I believe the cause of the trouble lies in the fact that the popular clerk, who has decidedly the lead over all his fellows, lacks in decision. Not long ago I saw an interview on this very subject in which the superintendent of one of the big State Street retail stores, in Chicago, hit the nail squarely on the head as far as this point is concerned. He related how he had been puzzled to reconcile the fact that the most popular clerk in the fancy dress-goods department took about third rank, so far as the volume of his sales was concerned The young man had a decided charm of manner which naturally attracted customers to him, and it was apparent to the management that this clerk had practically first call on a large percentage of the customers who came to the department to buy.

At last the superintendent decided to give his personal attention to the solution of this very interesting and practical riddle. To this end he stationed himself near the fancy dressgoods counter and began to watch the young man at his work. A young matron came down the aisle, passed a clerk who was at liberty to wait on her, and went direct to the young man in question. It so happened that the superintendent was acquainted with the woman, and knew, from having waited on her himself before promoted to an executive position, that she was not especially difficult to please.

The Fatal Fault.

She handed the clerk a sample of goods of which she was having a skirt made, and told him she wished to get the material for a waist which would be appropriate to wear with the skirt. He looked at the sample, turned around to the shelves and started to take out a bolt of goods, hesitated, went to another, and then to still another. Then he drew out two or three bolts, looked at them and finally shoved them back into place. After making several false motions of this kind, he at length returned to the first bolt of goods which his hand had touched, drew it out and displayed it on the counter.

To the keen eyes of the watchful superintendent it was apparent that the indecision of the clerk had communicated itself to his customer, and, after examining the goods in a somewhat indifferent way, she asked if he had not something else more attractive. Then he took down the bolts which he had glanced at in his hesitating pilgrimage along the shelves, showed them to his customer and discussed with her their relative merits. Still, she was apparently unsatisfied, and he once more ranged the shelves and brought down other patterns. There was more conversation and further comparison of goods, and for the third time he turned about and began to forage in a somewhat hopeless and hesitating way along the shelves.

More than once the customer seemed to be on the very point of decision, but finally she offered an apology, and, saying that she would come again, she left the counter without buying.

In the meantime, the clerk whom she had passed by had waited upon three customers and sold to every one of them. His manner of work was this: He gave very careful attention to the description of the goods wanted by his customer, and in each case asked one or two questions to bring out more clearly the desires of his patron. But in each instance after he had learned this he turned round and his hand went unhesitatingly to just the right goods. There was decision in his manner, and he placed the bolt of cloth upon the counter with the remark: "I think this is just what you wish." The watchful eye of the superintendent had taken in his movements as well as those of the popular clerk, and he was convinced of two things: first, that the taste or judgment of the clerk who made the three sales was no better than that of the popular clerk who failed to make his sales; second, that the decision with which the less popular clerk acted was the secret of his success.

The conclusions of this superintendent were, to my mind, entirely correct. He found out why the man who attracted the fewer customers was able to make the greater number of sales. Incidentally it may be added that the popular clerk remained at the fancy dress-goods counter while the other was promoted to the head of the department.

Closing a Bargain.

Time and again, in my own experience, I have seen this incident parallel-

ed. The gift of closing a bargain is by no means a common one, and it is left out of the composition of many clerks who are otherwise well equipped. And right here it should be added that without this gift all others are of no avail. No matter how skillfully the negotiations may be conducted up to the "sticking point," unless they go beyond that point they are useless. Though indecision on the part of the salesman is the besetting sin which generally causes his failure, there are other elements which contribute to this undesirable end.

One of these is the inability to shut out other matters from the conversation of the moment. Only the unskillful salesman will allow his customer to drag him into general conversation when he is actively engaged in displaying goods and attempting to get his patron's decision. This does not mean that it is not wise to chat pleasantly with customers about social and personal matters, but it does mean that this should not be done when once the business of selling is really in hand. Anything that distracts the mind of the customer from the vital point at issue is always to be avoided. Let all the "visiting" be done before the display of goods has begun.

Before leaving the subject of what the storekeeper should consider in the selection of his help, let me say that, as a general thing, the employment of relatives is to be avoided. It is not an over-statement of the case, I think, to say that traveling salesmen are well agreed upon the fact that when they find a storekeeper whose force is made up of his sons, daughters, nieces and nephews, he is considered as struggling under a distinct handicap, and his progress is watched with especial care. This is, perhaps, only another way of saying that the man who selects his assistants because they are relatives is not at liberty to make the selection on the broader line of their real qualifications for the work in hand.

CANNED MEATS TURN.

British grocers moving to recover their trade.

Grocers in Great Britain are now bent upon getting back their trade in canned meats, at a meeting last month in Manchester of the Northern Council of the Grocer's Association one speaker said: "that at Bolton, acting on instructions from the Local Government Board, an inspector had visited 324 grocers' shops in the district, and had taken 63 tins of goods which he considered a little doubtful. Samples of them had been analysed, and the result was that there was not a single trace of preservative or ptomaine in any of them. Considering that such allegations had been made regarding the canned goods trade, he thought such a result was highly creditable, and proved that if the public wanted pure food the safest things to eat were canned goods. If grocers would press upon the authorities to take samples, and then publish the result of the analyses in the local press, it would reassure the public, and prove that the food was pure and wholesome."

HERE AND THERE WITH THE TRADE

Happenings Among Foodstuff Dealers From the Atlantic to the Pacific—News of Your Brother Grocer in all the Provinces.

F. P. Campbell & Co., Halifax, have assigned.

R. J. Goring, Sarnia, has sold to Stanley Williams.

Calder & Co., Minnedosa, are retiring from business.

R. L. Young, Winnipeg, has assigned to C. H. Newton.

R. L. Gibson, Hirsch, Sask., is succeded by B. Lapp.

R. Ferguson, of Redvers, Sask., has sold to C. Sargent.

A. B. Lapierre, Montreal, has sold out and compromised.

E. S. Carr, general merchant, Jacksonville, N.B., is dead.

Napoleon Bolduc, St. Damien, Que. is offering to compromise.

Eddy's matches have been advanced from 20c. to 40c. a case.

A. Little, general storekeeper, Tyndall Man., was burnt out recently.

Robert B. Brown, of Joseph Brown & Sons, who has been ill, is recovering.

Clerks in grocery stores in New Zealand earn from $16 to $17.50 per week.

Narcisse Boucher, general merchant, Guiges, Que., is offering to compromise.

Katlarsky & Kaufman, general store, Winnipeg, are succeeded by M. Kaufman.

W. Brothers has purchased the Long grocery and dry goods store at Lebanon, Ont.

C. M. Hendrick & Son has built a store at Stockdale, and are putting in a general stock.

Mathieu Freres, wholesale wine dealers, Montreal, have been succeeded by L. P. Pelletier.

Eastern capitalists are considering the establishment of a soap factory at New Westminster.

The new store of J. Janzen, Rosthern, Sask., is completed, and Mr. Janzen is now moving in.

Mr. Riley, of the Riley-Ramsay Co., wholesale grocers, Port Arthur, was in Montreal last week.

Col. A. E. Labelle, sales department of the Ogilvie Flour Mills Company, is holidaying at present.

A. Durocher, manufacturers' agent, Montreal, has just returned from a business trip to New York.

E. J. Boucher, Stratton, has disposed of his general store in that town to F. E. Bryan & Company.

The American Store Co., proprietors of the general store at Lac du Bonnet, Man., have sold to H. Adilman.

Fred Imhoff, of Dana and Leofeld, Sask., has disposed of his branch in the latter town, to Joseph Hanasch.

Lakefield has organized a Board of Trade, with E. A. Tanner as president; G. B. Hilliard, vice-president; and F. J. Lillicrap, secretary.

William Arnott's general store at North Bend, B.C., is reported to have been sold to Eaton Richardson.

Mrs. I. Taylor has registered her general merchandise business in Montreal under the name of the Barclay Supply Agency.

E. Moynes has built a store and bakeshop at Frankford, and intends running an up-to-date bakery and general grocery.

The stock, etc., of Walker & Hurlburt's general store, Thornbury, was advertised for sale by auction on November 7th.

The stock of Wellington Daly's general store at Blytheswood, Ont., was advertised to be sold by public auction on November 2nd.

Joseph Gillis and Alf. Burchell are erecting a building at Dominion No. 6 colliery, Cape Breton, and will open a large general store.

The E. B. Eddy Co. is considering the establishment of a branch factory in Edmonton. The scarcity of female help is the main drawback.

Feeley & Creighton, of Kempville, have moved from their old location across the bridge to the Fraser Block, next door to the Public Library.

By a typographical error, the American Thanksgiving is mentioned on page 52 of this issue as November 24th. The correct date is November 29th.

James R. Hendry, for the past three years with Hucheson Bros., Bracebridge, is now manager of the grocery department of Homer & Co., Gravenhurst.

Will. J. Norfolk, Stratford, was a caller at the Toronto office of the Canadian Grocer Wednesday. Mr. Norfolk said business was fine with him, and he looked it.

White & Co., Toronto, are as usual in it on the lemon business. Their arrivals to-day totalled nine hundred boxes of their celebrated "Home Guard" brand Messinas.

The Countess of Warwick recently addressed a meeting of grocers' assistants at Leeds, Eng. She urged upon them the need for organization and advocated socialism.

Fred. Ramsay, manager of F. E. Ramsay & Co., wholesale coffee dealers, Toronto, had two fingers so badly crushed in an electric coffee grinder last week that amputation was necessary.

A. Smith, Campbellcroft, is offering his general store business for sale. Mr. Smith has made a fortune in about twenty-two years, and wishes to retire. His store is situated across the road from Garden Hill Station.

(Additional Notes on page 42.)

THE CANADIAN GROCER

Established - - - - - - 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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NEW ADVERTISERS.

Belleville Fruit & Vinegar Co., Belleville, Ont.
Leonard Bros., Montreal.
Verret, Stewart & Co., Montreal.
Wee MacGreegor, The, Co., Toronto.

TARIFFS AND COMMISSIONS.

The United States government is sending a commission of experts to Germany to arrange terms by which the States will enjoy the minimum German tariff. Next to Great Britain, Germany is the United States largest customer. Trade between the two countries last year totalled nearly $370,000,000 of which the States sold nearly $235,000,000.

Less than a year ago Germany enacted a tariff law which provides for two rates of duty, one a general rate and the other a conventional rate, which is enjoyed by those countries with which Germany enters into commercial agreements. Upon representations made by the American government the time for the higher rates of duty to become operative against American importations was postponed until July 1, 1907, and in turn the President extended to German importers, the provisions of section three of the Dingley law.

Large American exporters to Germany have been stirring themselves to hasten government action which would prevent the operation of the maximum tariff against American goods next July. Germany's complaint against the United States tariff is in regard to rules and regulations rather than the weight of duty and no doubt is entertained that the commission will be successful.

Canada's trade relations with Germany are on a different basis. Since the absorption of Great Britain several years ago of the favored nation treaty according to Germany equal rights with the Mother Country in colonial markets, the Fatherland has been distinctly unfriendly. Of course the new maximum tariff is imposed against us. Before the unpleasantness arose the trade was increasing gaily, eight millions in 1901, thirteen millions in 1902, fourteen millions in 1903 Last year it was down to seven millions.

Germany has got the most of it. In 1903 our imports from Germany were over twelve millions and our exports thither just above two millions. Last year our imports were over six and a half millions and our exports eleven hundred thousand German trade lost nearly six millions; Canadian less than a million. There have been indications that trade interests would like to recover the lost ground. Germany's total importations are over a billion five hundred millions. Canada wants a share of it and is not likely to stand in its own light. We must, however, maintain our right to give whole British preference we please without consulting our foreign customers.

Parliament sits on Nov. 22 to give us a new tariff Mr. Fielding has promised it will be of the latest fashion, with minimum, maximum and general schedules. Doubtless the maximum will be imposed against American goods in view of the high American tarff against us. When Uncle Sam gets busy to save his trade with us, in 1905, a hundred and fifty-five millions, we may witness the interesting development of a tariff commission coming our way.

CANADA'S TRADE WITH FRANCE.

Canada's trade with France is not what it ought to be and might be made. The Dominion government pays a considerable subsidy for a direct line of steamships between Canada and France. The Department of Trade and Commerce maintains a Canadian Commercial Agent at Paris. The British Chamber of Commerce in Paris has established a Canadian branch. The economic, journal France-Canada of Montreal has recently opened an office in Paris.

All these things indicate an awakening of interest in Franco-Canadian trade but Canada does not appear to be reaping any of the fruits as yet. The volume of trade is increasing but according to the latest returns issued Canada's share grows smaller and France's larger.

The total trade with France in 1901 was $7,084,000; Canada buying $5,503,000 and selling $1,581,000. Last year the total trade was $8,712,000; Canada buying $7.201,000 and selling $1,511,000. That means an increase in Canada's purchases of $1,700,000 and a decrease in her sales of $70,000.

France's total importations for consumption in 1904 were about $750,000,000. Her purchases in Canada were a little over a million and a half. One article, canned lobster, composed considerably more than half the total. In the evidences of awakening interest and the wide room for expansion there is hope for a great development in the Franco-Canadian trade especially from this end.

BY-LAW QUASHED.

By the action of the courts in Montreal, the by-law regarding early closing of the stores, which was adopted by the city in 1905, becomes null and void. Under the recent by-law all stores, with the exception of fruit, tobacco, liquor and such stores, were forced to close their doors on Wednesdays and Thursdays each week at seven o'clock.

At the time it became law, most of the retail merchants in the city were in favor of it, but some, did not appear to be of the same way of thinking, for they remained open the nights on which the law said they should be closed and action was taken against them. One of the protesting firms took action against the city, declaring that the by-law was unconstitutional. It was showed by them, through their attorneys, that the by-law was null and void, because the enabling act, 57 Vict. ch. 50 was ultra vires of the powers of the Provincial Legislature, as an infringement of the duties of the Federal power to regulate trade and commerce of the Dominion. Further, the by-law exceeded the power conferred by the said enabling act.

The contention of the city was to the effect that the by-law was enacted for the benefit of public order and morality. The right rests with the provinces to regulate taverns, and to adopt regulations which will preserve public order and decency and prevent drunkeness. The court held, however, that there was no such question in the present case. It was not an instance where there would be any justification for interferance on the part of the Legislature, and besides this, the by-law adopted by the city was in excess of the powers conferred. Consequently, as the case stands now, it is not against the law for the retail trade to keep open after seven o'clock on the evenings mentioned.

ANILINE JUBILEE.

Aniline dyes in their relation to food stuffs have been much discussed of late and unusual interest attaches to the visit to America of Sir William Henry Perkin, the discoverer of the first of them—mauve. He came as the guest of the chemists of the United States to celebrate the jubilee of the discovery of mauve. Sir William was knighted by King Edward this Summer in recognition of his services to science and industry.

Since the dav fifty years ago when the eighteen-year-old youth saw a wondrous color shade come out of a dense black residue scores of perfumes and countless beautiful colors have evolved from the original discovery. Nearly twenty chemical firms throughout the world have made an exclusive business of coal-tar products, and in America alone it is estimated that $100,000,000 is invested in Sir William's discoveries.

Sir William telling a New York newspaperman of his discovery said : "I was in the laboratory of the German chemist Hofmann when I discovered mauve. I was then eighteen. While in an experiment to find quinine I failed, and was about to throw a certain black residue away when I thought it might be interesting. The solution of it resulted in a strangely beautiful color. You know the rest."

The controversy because of the United States' new pure food law regarding aniline dyes in food was explained to the eminent chemist. "I would not like to take sides in that matter," he said. "It it probable that there have been abuses of the uses of aniline dyes in food stuffs; in fact, I know there have been. But this is certain. The amount of aniline dye necessary to color a food is so minute that if the same quantity of strychnine were used it would be equally harmless."

DRIED FRUITS.

As there never was such a dried fruit season as this it is not remarkable if the trade finds it hard to accommodate itself to the situation. But it might now be said that the facts were all in, since, no matter what happened in primary markets, it would be practically impossible for a wholesaler to order fruit now and deliver it to the retailer in time for Christmas.

The first price made Valencia raisins was about normal. Last year the opening was on about the same basis, and prices steadily declined to two-thirds the opening price. With that experience still fresh in memory it is not to be wondered at if the trade as a whole bought hesitatingly.

The first estimate of the crop was that it would be about two-thirds of an average, which for ten years has been about 2,400,000 boxes. Each succeeding estimate was lower until it got down to one-fifth an average.

Currants have been much more difficult to gauge. Efforts of the Greek Legislature other years to maintain currants at a facetitious price have failed. Similar results were looked for this year. The watchers have been disappointed. With occasional rests by the way the price has plodded upward until it is a third to a half higher than the opening. Recently the market has been further disturbed by the failure of a large Greek house with heavy commitments in Canada and the States, and jobbers depending upon the firm had to scurry for goods to cover their own contracts.

Of course the abnormal situation in dried fruits generally helped currants. An aggressive advertising in Great Britain has had results, and a report recently received states that consumption in the Old Country is 50 per cent. greater than last year.

Sultana raisins are a poor crop, too, and the prices have soared, but it is claimed for this fruit that the price is partially the result of manipulation and some look for a decline, but the report given in another column is not encouraging. Some packers are trying now to evade their contracts and some wholesalers are likely to find themselves the victims of a speculative attempt to skin the market. The market is 150 per cent higher than offerings when the trees were in blossom.

The Malaga table raisin crop recently suffered seriously by storm, half the crop while on the vines having been destroyed, it is said.

In California the dried fruit trade is the victim of a combination of untoward circumstances. The Oregon crop, which about evenly shares with Santa Clara the Canadian trade, is turning out considerably smaller than expected, and is grading small. There won't be any 20-30 or 30-40 at all, and the supply of 40-50 will be limited. The result is a considerable advance in the large sizes of both Oregon and Californian fruit.

But the rebuilding of San Francisco has taken most of the available labor and lumber in California, and the lack of help and scarcity of box wood and other materials has been keenly felt in the fruit trade. To crown the difficulties has come the car shortage and a freight blockade, making anything like prompt delivery almost impossible. However, the heavy consumption of prunes does not start till January.

FIGHT FOR SUGAR PROFITS.

It will interest the grocery trade in Canada, wholesale and retail, to watch the contest about to be begun in the States between National Wholesale Grocer's Association and the sugar refineries The wholesalers are taking the initiative and the plan is simply to make the refineries declare themselves in favor of doing either a wholesale or retail business and the method to be adopted by the wholesalers is simply to throw all their business to retailers who will deal exclusively with wholesalers. The line, however, is not to be drawn fine and the retailers are to be allowed to supply large retail houses now buying direct, but a minimum order for direct retail buying is to be fixed and 100 barrels is said to have been agreed upon.

As far as sugar prices go the whole country is "wide open" and the competition among refiners is very keen. At present prices they are refining and handling for ⅝c. a pound.

A New England retailer recently advertised that on and after a certain date he would sell sugar "at less than cost." The lowest he could buy it for was $4.80 and his advertisement offered 25-lb. sacks of granulated at $1.20 and 100-lb. sacks at $4.80, in other words the New York wholesale spot price, adding nothing for freight charges. While he would deliver only when ordered with other goods he invited buyers to come to the store and "cart it away as fast as you like."

In Canada the present sugar arrangement assures the wholesaler 4 per cent. and cutting by retailers is discouraged. Not long since in a small Ontario town one man started cutting sugar as an advertisement. Other merchants complained to the wholesaler from whom "cutter" was buying and his account was promptly closed. The chief advantage of the sugar arrangement is stability. The retailer knows his neighbor is paying the same price he is. The grocery traveler now wastes no time selling sugar and that is an important consideration.

The wholesaler's 4 per cent. does not pay for handling the goods, but when he looks back a few years he knows he might be worse off. One of them speaking of the situation recalled an anecdote with which Sir John A. Macdonald illustrated the political situation toward the close of the MacKenzie administration. The people had voted out the Conservatives and were tired of those they had voted in. He said :

"It reminds me of one time I was going through a cemetery and I saw this inscription 'I was well, I would be better, now I'm here."

The Governor of Jamaica's report for the fiscal year of 1905 shows that in 1903 the United States took 150 times as much sugar as Canada. Now Canada takes 34 times as much as the United States. This is one result of Canada's preferential tariff.

EFFECTIVE ADVERTISING

Samples of Retail Publicity with Hints and Suggestions—Interesting Illustration of Combining Window Display and Newspaper Advertising.

The advertisement of C. E. Choat & Co., Halifax, here produced from a local paper is something new. In the first place it is an interesting example of the combination of the newspaper and show window forces in advertising.

Mr. Choat has received a big shipment of high-class English goods and he has taken this effective way of emphasizing the fact. "A Glimpse of London," is a catchy heading and expresses the idea to a tee. Certainly two such shipments in their original packages as a window dressing would be unique and worth the while of citizens of Halifax stepping out of their way to see. That top line though is a little too crowded, but the advertisement is a plain talk in plain type and is the kind of thing people will read.

"Quick Delivery," "Use the Telephone," are both strong, trade-getting, suggestive lines.

This ad. and the methods it indicates are worthy the consideration of grocers everywhere.

A GLIMPSE OF LONDON

We have just received a large shipment of High Class Groceries from CROSSE & BLACKWELL and HUNTLEY & PALMERS, and have displayed them in our large window in their original shipping condition. Over 2,000 bottles of JAM, PICKLES, etc, yet not one of them broken. A look at our window certainly makes one think they are on the other side.

SOMETHING UNIQUE. COME AND SEE.

Quick Delivery Use the Telephone

CHOAT The Grocer Gottingen Street.

AN AD. CHAT.

People want to know what you have to sell, and how good it is, and what you charge for it.

Generally speaking, every ad should quote a price, or a few prices. But a price means little unless the goods are described.

Don't try to embellish your ads with big words or flowery sentences. The great majority of your customers are plain, ordinary people, who can best understand plain, simple, concise language.

There has been a great deal of controversy over the question of long or short ads.

Some say an ad should be short, or people won't take the time to read it.

Others say it should be long, in order to make a big impression.

It's about as senseless as the "marriage is a failure" question.

Some marriages are bad failures.
Some are decidedly otherwise.
Some ads should be short.
Some should be long.
It depends on what you have to say.

Most advertisers make a mistake by trying to fill a large space when they have but little to say.

Many will make their ads too brief. They will spoil a powerful argument in order to get the matter into a dollar's worth of space.

There are so many more ways to do a thing wrong than right that the careless man usually does it wrong.

It is best to make most ads comparatively short, but it is never wise to weaken a good argument for the sake of brevity.

It would be better to have a dozen people read a long ad and be convinced of something, than to have a thousand people read a short ad that tells nothing.

People will read long ads if they are worth reading; that is, the people who are interested.

The best advertiser is the man who has the best common sense, and makes use of it.

He relies upon his judgment and not upon advertising rules set forth by some successful man whose circumstances were greatly different.

You should never say anything in an ad that you would not say personally to a customer.

If a woman were to enter your store, you wouldn't say to her, "This gigantic emporium abounds with an unmatchable and resplendant array of startling and stupendous bargains, at slaughter prices."

And yet a great deal of valuable space, in newspapers, is filled with that kind of twaddle.

Just recall what you said to the last half dozen customers you waited upon, and you will almost invariably recall good material for an ad.

Don't tell what your competitors can't do.

Tell what you can do.—Trade.

A WIDE-AWAKE GROCER.

N. E. Coppin, Mitchell, Ont., is a grocer who believes in advertising and in learning all there is to know about that branch of the retail business.

Mr. Coppin wrote to the editor of this department for a criticism on some of his ads., and one of these ads. embodying the editor's suggestions is reproduced on this page.

Mr. Coppin also runs locals after the style of the following:

"Fresh haddies and oysters at Coppin's grocery."

"Leave your order for choice table butter at Coppin's grocery."

"Gasoline, any quantity, 30c. imperial gallon at Coppin's grocery."

This is first-class retail advertising. It is systematic; it is forceful; it is continuous.

Give your local paper a little study like Mr. Coppin did.

A GOOD WRITING IDEA.

At several of the fall fairs various business colleges have had booths, at which an expert penman was stationed to write cards free for all who applied. The ads of the colleges were printed in neat type in one or two lines at the top and bottom of a card, about 2½ by 4 inches in size, and in the blank space the penman would write the name with all the graceful flourishes at his command. There was a big demand for the cards, people standing in line for many minutes awaiting their turn.

This idea could be employed by grocers on some special occasion and be the means of securing a good mailing list. People could be requested to write their names and addresses on cards. After the penman was through with the cards they could be preserved as an accurate mailing list to address future circulars, etc., to.

A. A. B.

EDMOTON TRADE NOTES.

Business Brisk and Still Evpanding, New Buildings and New Firms.

There is talk here of a rush to the Peace River gold district, and if there is, Edmonton will be the base of supplies.

The Government has selected a site for the new legislative buildings, 25 acres of the historic grounds once occupied by the old Hudson Bay Fort. The buildings which will now be rushed to completion will have architectural pretentions. They are to be 290 feet by 200 feet, with a tower 140 feet high.

The King Edward hotel is being hurried to a finish with a view of having it open for business at an early date.

Revillon Bros., are erecting a new hardware store and expect to occupy it towards the end of the year.

The Edmonton Fruit and Produce Company have been appointed agents for Armond Company.

Nicholson & Bain, the enterprising commission house of Winnipeg, and Calgary, are extending their fighting line to Edmonton. They have a large connection with the jobbing trade throughout the Dominion, and their presence here will add appreciably to the

Quality is Seldom Seen in The Company of Low Prices

Oysters are now seasonable. As in former years I am now handling.

"MEDIUM SELECTS"

FINE — FRESH — POPULAR

On account of heavy express and custom charges, I have to ask 50c. per quart for these oysters, but you can bank on it—you are getting ***Oysters*** not ***Water***. I strongly recommend you to consider your health by considering quality.

N. E. CHOPPIN,

Phone 24. Opposite Hicks House

commercial importance of the Alberta capital.

The Imperial Bank, which do an excellent business here, are opening another branch at Athabasca Landing. This northern post, lying about 100 miles from Edmonton, has, within the past few years, become the scene of great business activity. In a few months the Imperial Bank will occupy in Edmonton, one of the finest structures in the West.

Kenneth McKenzie, Limited, of Winnipeg, whose branch here has been extending their business to such an extent that they have been compelled to move to more commodious store rooms, and their former premises have been taken by the Edmonton Fruit & Produce Company.

The grocery market is steady with an inclination to rise further. The trade records for the past week are excellent.

There is one thing about Edmonton which cannot be said of many towns in the Dominion, and it is this; we don't appear to harbor among us that most tantalising of business "bacillus" extended credit. The only reason of this happy state is the comfortable circumstances of the citizens.

BUSINESS PERSONALS.

R. A. Vaughan, of the Miller Bros. Brewing Company, Milwaukee, was in Montreal this week.

J. C. Black, general Canadian representative of H. J. Heinz Co., Pittsburg, was in Toronto for a few days last week.

The wife of H. N. Baird, the prominent grain merchant of Toronto, died on Oct. 27th, after a long and painful illness. Interment took place at Paris, Ont.

L. Cox, senior traveller for Red Rose Tea, has been ill for several weeks. Mr. Harrison, of the head office staff, has taken his place in the Maritime Provinces.

A visitor for the first time to Toronto last week was John Koehr, superintendent of the manufacturing department of H. J. Heinz Co., Pittsburg. Mr. Koehr was impressed with Toronto, and his first visit will not be his last.

C. H. Collins, of Toronto branch of National Cash Register Co., Dayton, Ohio, is wearing a more than usually pleasant smile. Notification was received last week from head office that for the sixth time he had won the salesmen's district medal. This entitles him to the valuable gold watch offered by the company to the holder of six medals.

THIRD PRIZE ESSAYIST.

T. H. Stewart, winner of the third prize in the travelers' essay competition on the subject "How a Retail Grocer can Improve his Fall Business and Enlarge his Profits" is a traveler for Geo. Robertson & Son, Kingston and himself resides in the Limestone City.

TRADE AT THE PACIFIC COAST

Flour Mill Operated by Electricity—Trade Envoy from New Zealand to Increase Business Between the Colonies— G. T. P. Terminus—Market Notes.

(Special Correspondence of The Canadian Grocer)

Vancouver, Oct. 31, 1906.

The pioneer flour mill of the coast, operated at Eburne by the Easterbrook Milling Company, is run by electric motive power, perhaps the first in Canada to be electrically equipped. The present capacity of the mill is 50 barrels per day, and some additions to the present machinery are contemplated, which will bring it up to 100 barrels daily. The wheat ground is principally Alberta Red, though a small quantity of locally grown wheat (soft varieties) has been made into flour. This latter is said to be specially adapted for pastry flour, but the quantity grown is so limited and likely to continue so, that it will not be an important factor in the product of this or any other mill on the coast. The Eburne mill is but six miles from Vancouver on an electric road, and freight is transhipped by electric train at low cost, so that the plant is practically on the same basis as if operated in the city. The "Imperial" is the brand given to the flour produced by this mill.

New Zealand.

An interesting collection of exhibits is at present to be seen at the Badminton Hotel, where the official trade representative of the New Zealand Government, Mr. J. Graham Gow is now staying. Mr. Gow is on an extensive tour undertaken to promote trade between his colony and the Dominion, the desirability of increased trade being the greater now that the Alley line of steamers makes a direct connection between the two members of the Empire. For the next fortnight, Mr. Gow will be in the city, and his collection of New Zealand products and manufactures will be on exhibition during that time. It is his intention to seek interviews with the wholesale trade of the province, and possibly also interview the Board of Trade in the interests of his campaign of trade promotion. After leaving here, Mr. Gow will proceed to Winnipeg, thence to Ottawa, where he will present his credentials from his Government to Premier Laurier and the Cabinet, in the interests of trade expansion. It is his hope also that Canadian merchants and manufacturers will take up actively the question of promoting export of Canadian products suitable for use in New Zealand. He expresses the hope that ultimately, the direct line of steamers will have full cargoes each way, to the mutual benefit of his colony and Canada.

Activity in northern coast waters is increasing, and with it indications that the G. T. P. is taking more than a paternal interest in the industrial possibilities of the northern coast, with especial reference to their proposed terminus. As well known, a saw mill has been established at Kaien Island for some time, and as announced a week or so ago, the first big commercial venture will be floated very shortly with prominent people in close touch with the G. T. P. at its head. In addition, there is now made the statement that the fisheries of northern waters are to be exploited on a large scale by a company with large capital behind it, which has secured the cannery on Prince of Wales Island. This cannery was idle for some seasons, but was purchased recently by F. T. Churchill, who was interested in the formation of the Pacific-American Fisheries company, a few years ago. The cannery is but four hours run from Kaien Island, where the city of Prince Rupert is said to be located, and well situated to reach not only salmon waters but the halibut banks of Queen Charlotte Sound. The rock cod of northern waters will also be exploited, so that a large fish-curing industry in connection with canning operations, will be carried on.

Shipments of potatoes to New Zealand as well as Australia continue, owing to the high prices at present prevailing in the antipodean colonies. From New Westminster, Ladner, and other Fraser river points consignments of the tubers are being got ready for the next sailing of the steamer for New Zealand. The price current in that country at present is up to $40 per ton, while $15 is a good figure for the local lower mainland product at present, with a large crop to draw on for all demands.

This week, in the produce markets, higher prices of eggs are noted. The supply of local fresh eggs is diminishing, and demand is very keen. At New Westminster the wholesale buyers, could not get any this week or last week, retail demand at 50c. per doz. being so keen. The price is always high in the winter months, but seldom commences to run up so keenly until nearer Christmas holidays.

Local fresh butter is still in demand, and all offerings are taken up readily. Local dairy supplies are limited, but creamery make it fairly plentiful. Price runs at 30c. wholesale for creamery, and from 27 to 30c. for dairy. Eastern and N. W. T. dairy is very scarce, while creamery brings about 27c. per lb.

Apples are in keen demand for shipment to Alberta and other prairie points. Last year third and second grade apples sold locally at 50c. per box, while this ear, 75c. is the ruling price. Okanagan apples are now quoted wholesale at $1.25 to $1.75. Winter pears are scarce and bringing $1.25 and $1.50 per box. Grapes are $1.85 to $2.00 per crate. Late Valcenia oranges, $5.00 per case. Lemons, $8.50 per case. Pineapples recently received ex Australian steamer Moana, are quoted at $4.50 per case of half-a-dozen.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—

Maple sugar—Adanced.

Fish—Revised.

Beans—Declined 5c.

Foreign dried fruits—Currants and raisins interesting.

Montreal, Nov. 8, 1906.

A good average Fall trade is being done in groceries. There is more or less buying being done in all lines, but existing conditions are not conducive to special interest in one particular line. Sugar is rather quiet under the recent decline, although in some quarters there is talk of an advance before another decline occurs. The late deliveries of canned goods are now being made. Jobbers will soon have their full stock of canned fruits and vegetables. There has been an advance in Ceylon green teas, but otherwise the market is practically unchanged since last report. The feature of interest in dried fruits is the fact that the second direct steamer is now due in Montreal. Sultana raisins are very high in price. Valencias are easier. Californian seeded have again advanced. Currants are also higher. There is nothing new to report in coffees and spices, while peels are still firm. Maple sugar has been advanced. Evaporated apples are firm, and higher prices would not surprise the trade. Lower figures are expected in beans.

CANNED GOODS—The last deliveries are now being made by the canners, jobbers receiving their remaining stocks, orders for which were placed long ago. Although the wound is nearly closed, there is still heard complaint around the trade regarding the action of the canners in asking high prices for the goods this season. "There is no excuse for the canners," said one jobber to The Grocer, "in making the prices so high. We all know the tomato situation; we know the conditions in peas. Examples of the apparently unwarranted high prices are not lacking. Take pumpkins, which are costing 90c. and 92 1-2c. Why should the price have been made so high? There was plenty of profit for everybody at the old figure, 80c. If the canners desired high prices they might have worked up to them gradually, but I do not think they were warranted in asking the opening figures right from the beginning."

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 27½	1 25
Gallons	2 67½	2 65
Perserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, notpeeled, 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50
Plums—		
2's, Damson, light syrup	1 17½	1 15
3's " "	1 67½	1 65
2's " heavy syrup	1 22½	1 30
2½'s " "	1 62½	1 60
3's " " "	1 92½	1 90
Gals. " " standard	3 22½	3 20
2's " Lombard, light syrup	1 22½	1 20
3's " " "	1 72½	1 70
2's " heavy syrup	1 37½	1 35
2½'s " " "	1 67½	1 65
3's " " "	1 92½	1 90
Gals. " " standard	3 42½	3 40
2's " Green Gage, light syrup	1 27½	1 25
2's " " heavy syrup	1 47½	1 45
2½'s " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " " standard	3 72½	3 70
2's " Egg, heavy syrup	1 70	1 67½
2½'s " " "	1 97½	1 95½
3's " " "	2 27½	2 25
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 95
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's, preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	....	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 [illegible]
½-lb. " "	....	1 20
Arrow brand, sock eyes, per doz	....	1 75
½-lb. " " "	....	1 [illegible]
Pink salmon, various brands, per doz	....	1 00
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz	....	1 80
Canadian kippered herring, 4 doz. ovals, per doz	....	1 00
" fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR—The market is rather quiet at present, but a fairly good trade is being done. In some quarters there is a belief that the market will advance before it declines, but this remains to be seen. At the moment it is without a feature.

Granulated, bbls.	....	$4 30
" ½-bbls	....	4 45
" bags	....	4 25
Paris lump, barrels	....	4 95
" " half-barrels	....	4 95
" " boxes, 100 lbs	....	4 85
" " boxes, 50 lbs	....	4 95
Extra ground, bbls.	....	4 70
" " 50-lb. boxes	....	4 80
" " 25-lb. boxes	....	4 90
Powdered, bbls	....	4 50
" 50-lb. boxes	....	4 70
Phoenix	....	4 30
Bright coffee	....	4 10
" yellow	....	4 15
No. 3 yellow	....	4 15
No. 2 "	....	4 00
No. 1 " bbls.	....	3 90
No. 1 " bags	....	3 8[illegible]

SYRUPS AND MOLASSES—Quiet still prevails in this market. There is practically no business being transacted.

Barbadoes, in puncheons	....	[illegible]
" in barrels	....	0 32½
" in half-barrels	....	0 33½
New Orleans	0 22	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02½
" ½-bbls	....	0 03
" ¼-bbls	....	0 03½
" 38½-lb. pails	....	1 40
" 25-lb. pails	....	1 00
Cases, 2-lb. tins, 2 doz. per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 36
" 20-lb. " ¼ doz. "	....	2 25

TEA—The feature of this week's market is the advance in Ceylon greens, which are up 1-2c. to 1c. Teas generally are firm. Some inquiry is reported for low grade China greens, while there has also been some inquiry for medium and low grade Japans, and siftings and fannings. There are no Japans obtainable now under 17c., except, of course, the very low grades which formerly sold for 10c., and which now bring in the neighborhood of 13 1-2c.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 13	0 15
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 18
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—The coffee situation is practically unchanged since last report. Business is fairly good at prices which rule steady.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS—The second direct steamer from Patras and

Malaga, the "Jacona," is expected in Montreal daily. It is not likely, however, that the fact of its arrival will affect conditions existing, except that some stocks will be obtainable, for practically the whole cargo of dried fruit and nuts is sold. Sultana raisins are very high, being "away out of sight." There is a little easier feeling in Valencias to arrive, spot being cleaned up, as is well known. Currants are a little stiffer than they were last week, and prices are firm. Supplies of Californian raisins and prunes are now very good. Both seeded and loose raisins of all kinds are obtainable, though not in large quantities, shippers still being hindered by want of cars. Seeded raisins are again higher on the Coast, being 3c. above the opening price. Locally the price has been advanced about half a cent. Prunes are firmer. Other lines of dried fruits are normal.

Valencia Raisins—		
Fine off-stalk, per lb		0 09
Selected, per lb		0 10
Layers, "		0 10
Dates—		
Dates, Hallowees, per lb	0 05	0 06
Californian Evaporated Fruits—		
Apricots, per lb	0 13½	0 14
Peaches, "	0 12½	0 14
Pears, "	0 13½	0 15
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
Excelsior Window Clusters,"		4 50
" " " ¼s		1 3
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs	0 11	0 12
" " choice seeded, in 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08½
" " 3 crown		0 09½
" " 4 crown		0 10

Prunes—	Per lb.	
30-40s	0 09½	0 09¾
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels	0 08	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08½	0 09
" " in 1-lb. cartons	0 09	0 09½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07¾
Sultana Raisins—		
Sultana raisins, per lb	0 08	0 12
" " 1-lb. carton		0 10
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 15
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES—In spices a good average business is being done along general lines. The market is without feature of any kind.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

PEELS—Peels continue firm and scarce, but prices are not changed.

Citron peel, per lb	0 19	0 21
Lemon peel, per lb.	0 10½	0 11
Orange peel, per lb	0 10½	0 11

MAPLE PRODUCTS—Maple sugar is advancing rapidly. Townships is not now obtainable under 9c., while as much as 10c. is asked for Beauce County. Supplies are decreasing, and higher prices must be made.

Maple syrup, bulk, per lb	0 07	0 08
Pure Townships sugar, per lb		0 09
Pure Beauce County, per lb		0 10

EVAPORATED APPLES—This market continues very firm, although there has been no actual change in prices. Dealers are still asking 8c. for choice stock, and it is thought by many that a higher figure than this will soon be obtainable.

BEANS—Beans are a little lower this week. The market is an interesting one at present. Spot stocks are very low, but supplies should soon begin to come forward, and when arrivals commence it is probable that lower prices will prevail. In that case there would be some chance of export business, which is out of the question as the market stands today. It would not be surprising to see lower prices in the near future.

Choice primes	1 50	1 55

RICE AND TAPIOCA—Nothing further of interest has developed in the tapioca market. Jobbers report small sales at prices around 7 1-2c. and 8c. The usual amount of business is being done in rice.

B rice, in 10 bag lots		3 25
B rice, less than 10 bags		3 35
C O rice, in 10 bag lots		3 15
C O rice in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07½	0 08

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 8, 1906.

BUTTER—Market firm, but featureless.

CHEESE—This market also continues firm.

EGGS — Good demand for finer goods. Dealers holding out for good prices for these. A few limed eggs selling.

PROVISIONS—Market rather quiet. Prices steady and no change looked for at the moment.

ONTARIO MARKETS.

POINTERS—

Provisions—Lower.

Fowl—Lower.

Canned fruits—Firm. Some advances.

Hides—Cheaper.

French castile soap advanced.

Toronto, Nov. 8, 1906.

Business continues good, with collections satisfactory. The dried fruit situation continues unabated, and there is a strong tendency locally to advance prices. A feature of the trade that is forcing itself to the front is the canned fruit situation. For this time of year there is an abnormal demand in Ontario, and the demands of the West are said to be amazing. Strawberries and plums are already very scarce, and it is claimed peaches, pears and raspberries will shortly be in the same catagory. Sugar is still described as "weak," and the buying from hand to mouth.

CANNED GOODS—Fruits are attracting attention just now. The situation is unusual. The manager of one of the important wholesale houses described it yesterday as "unique." He said of peaches: "Threes are not to be had. There are some twos. The demand from the Northwest has been tremendous, passing all expectations. All the factories are cleaned out."

Strawberries were cleaned up months ago, and 2's are selling at $2.40 to $2.60 a box. Plums are very sacree; have been from the start, for the crop was a failure. There are still raspberries in the canners' hands. Pears also are to be had yet. One firm has advanced Bartletts 3's from the listed price $2.32 1-2 to $2.50.

Quotations are now given on cohoe and humpback salmon. There is a good steady demand even at this season.

SUGAR—Last week the market for raws, dominated by the European beet situation, steadily declined from 8s. 11 1-4d. to 8s. 7d. f.o.b. Hamburg. That is equal to $3.79 duty paid New York for 96 degrees test centrifugals. This week the market is on an evener keel.

Locally refined quotations are unchanged, and buying is from hand to mouth.

Paris lumps, in 50-lb. boxes		5 03
" in 100-lb. "		4 93
St. Lawrence granulated, barrels		4 38
Redpath's granulated		4 38
Acadia granulated		4 33
Berlin granulated		4 28
Phœnix		4 38
Bright coffee		4 18
Bright yellow		4 23
No. 3 yellow		4 23
No. 2 "		4 08
No. 1 "		3 98
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUPS AND MOLASSES — The market is firm and without special feature.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 03½
" ½-bbls "		0 03
" kegs "		0 03⅛
" 3 gal. pails, each		1 40
" 2 gal. " "		1 00
" 2-lb. tins (in 2 doz. case) per case		1 65
" 5-lb. " (in 1 " ") "		2 40
" 10-lb. " (in ½ " ") "		2 35
" 20-lb. " (in ¼ " ") "		2 25
Molasses—		
New Orleans, medium	0 30	0 35
" ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA—Trade is fair and without feature locally. London advices indicate a temporary weakness in Indians because of heavy offerings and increased shipments and a continued firmness in Ceylons.

COFFEE—Business is fair at unchanged quotations. The Brazil crop is now said to be turning out 14,000,000 bags against an estimate of 17 or 18 million, and the Government, under the valorization scheme, holds two millions, leaving 12 millions to meet a consumption of 12 to 13 millions.

DRIED FRUITS—Local prices for raisins show a firmer tendency, but ad-

vances do not appear to be general as yet. A quotation was obtained on Filiatras currants at 6 1-2c., but the usual price is 7c. to 7 1-2c. California seeded raisins are much firmer, but quotations as given are still being made. Valencias are being shaded to 8 1-2c. A new shipment of Malaga raisins has arrived, and quotations are $2.75 to $5.50 a box. The second direct ship from Mediterranean ports, the "Jacona," is due, and has a very light cargo indeed, the smallest ever brought, showing that Canadian purchases of currants and raisins have not been very heavy. Second shipment dates are in, and lower.

	Per lb.		Per lb.
Prunes Santa Clara—			
90-100s,50-1lb boxes	0 05½ 0 05¾	60-70s, 50-1lb boxes	0 07
80-90s "	0 05¾ 0 06	50-60s "	0 07½ 0 08
70-80s "	0 06½ 0 07	40-50s 25-1lb "	0 08½ 0 09
		30-40s "	0 09¼ 0 10

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 10 0 11½	Citron	0 21 0 22
Orange	0 1½ 0 12		
Figs—			
Elemes, per lb	0 13 0 15		
Tapnets, "	0 03¾ 0 04		
Currants—			
Fine Filiatras	0 07 0 7¾	Vostizzas	0 08½ 0 09½
Patras	0 07¾ 0 08		
Uncleaned, ½c less.			
Raisins—			
Sultana	0 10 0 12		
" Fancy	0 14		
" Extra fancy	0 18		
Valencias, selected	0 09 0 10		
Seeded, 1-lb packets, fancy	0 10		
" 16 oz packets, choice	0 09¾		
" 14 oz. " "	0 08		
Dates—			
Hallowees	0 05	Fards choicest	
Sairs	0 04¾	" choice	
Domestic evaporated apples			0 07½

NUTS—Almonds are very firm, and some higher prices are being quoted on these also. Brazil nuts are very high on about half a crop. New crop nuts are not yet arrived.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 3 0 32
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 9½ 0 10½
Pecans, per lb	0 14 0 17
Brazils, per lb	0 17 0 18
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1 s, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES—The market is steady with unchanged prices.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 .2

RICE AND TAPIOCA—The market is about steady. The reported easy tendency in tapioca is reflected in a reported quotation by one house here of 6 3-4c.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 06 0 07½
Java	0 06 0 07
Sago	0 07
Carolina rice	0 07½ 0 10
Tapioca, medium pearl	0 07
" double goat	0 07½

BEANS—Quotations are unchanged.

Beans, hand picked, per bush	1 75
" prime, No. 1 "	1 60 1 65
" Lima, per lb	0 06¾ 0 07

SEEDS—Quotations are unchanged. Business is very quiet.

Alsike—

Fancy lots, per bush	6 50 6 75
No. 1	6 00 6 25
No. 2	5 75 6 00
No. 3	4 35 5 10

Red Clover—

Fancy	7 35 7 50
No. 1	7 00 7 25
No. 2	6 35 6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65 1 85
Flail threshed, light unhulled	2 00 2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS—Prices for hides have declined 1-2c.

Hides, inspected, steers, No. 1	0 11¾
" " " No. 2	0 10¾
" " cows, No. 1	0 11¾
" " No. 2	0 10¾
Country hides, flat, per lb., cured	0 10¾
Calf skins, No. 1, city	0 12
" No. 1, country	0 11
Lamb skins	0 95
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb	0 05 0 05½
Pulled wools, super, per lb	0 25
" " extra	0 27
Wool, unwashed fleece	0 15 0 16
" washed fleece	0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4.50	5 00
" pale	2 50	3 00
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 00
Fisher, dark	5 00	6 00
Skunk, black		1 25
" short striped		0 90
" long striped		0 50
Marten	3 50	20 00
Muskrat, fall		0 19
" winter		0 20
" spring		0 23
" western	0 12	0 15

N. B. MARKETS.

St. John, N.B., Nov. 5, 1906.

Everything is blocked. Cars are late arriving. Tracks and yards being blocked. When they arrive, it is impossible to get them unloaded. Freight sheds are blocked. When in the sheds very difficult to get merchants to take delivery. They are blocked owing to the large arrivals of seasonable goods and the effort to make prompt shipment of goods sold to arrive. Business is good, has been good, and a successful Fall trade is assured. During the Summer the lumber shipments have been very large. This is the backbone of our province. In markets they are largely in sellers' favor. Dried fruit, in particular, show a sharp advance since orders were placed. Currants showing an advance of fifty per cent. Rice is held firm. Cream of tartar rather higher. All spices are firm.

OIL—Dealers are very busy at this season shipping burning oil. Values unchanged. In lubricating and paint oils demand is now rather quiet. Prices are firmly held. Gasoline, while not so freely sold, is scarce and high. Cod oil) continues to be received. Just a steady demand at even prices.

SALT—Liverpool coarse salt is quite a full stock here at present, and there are quite regular receipts. The Winter port boats are not expected to bring large quantities. Freight rates are high. There is just a fair sale. In fine, prices unchanged. This is the quiet saeson.

CANNED GOODS—Supplies continue to come forward very freely. In corn, peas and tomatoes full prices rule, with tomatoes a short pack. It is getting so usual to get but part delivery, dealers now order with that in view. Lobsters keep very high, some packers report receiving $13.50 per case. Salmon are held firm at full prices. Strawberries scarce. Gallon apples firm. New oysters quoted, prices are quite high. In domestic canned fish, market rather quiet.

GREEN FRUIT—A fair business in apples. The quantity coming from Nova Scotia is not as large as usual, and very few number ones. There were more and better New Brunswick apples than usual. Quite a quantity of Western apples bought, chiefly spies, and for outside points. Oranges rather easier. Jamaicas offered freely. Lemons, while high, rather lower. Light sale for Californias here. Early Malagas were poor, but are coming better. Canadian grapes cheap; rather heavy supply. Pears about done. Malagas and Tokay grapes offered. Cranberries higher. Cape cods about out of sight.

DRIED FRUIT—These are exciting times. New California prunes and seeded raisins here. In seeded raisins prices are again higher. Malaga table raisins in stock. These goods could not be replaced. Quantity of Valencias small. Prices high. Prunes in cartons are offered this year. Currants have gone to extreme figures. Trade fairly supplied. Package goods have all the sale. Apricots and peaches very high. Peels are high. Figs firmly held. Californias not sold. Dates firm. Old peanuts difficult to get. Shelled almonds much higher than usual. Evaporated apples are higher, and market very firm. Onions are a full stock, price unchanged.

SUGAR—Prices are rather lower. Dealers were somewhat disappointed, values did not go as high as expected.

MOLASSES—Values are firmly held. Fancy Barbadoes continues to have a good demand. Fair stocks here.

FISH—In fresh fish business is light. Prices for export for both dry cod fish and pollock firmer. Cod fish continue high. There is but little sale locally for pollock. Pickled herring are in full supply, prices rather lower. Smoked herring somewhat uncertain. Fair values rule. In haddies prices rather firmer. Large quantities have gone West.

FLOUR, FEED AND MEAL—Ontario flours, as expeted, are rather higher. Manitobas unchanged. Oatmeal is held at full prices. Package goods selling largely. Cornmeal is now being sold in packages. Oats and feed are high, particularly the latter. Beans unchanged. Demand in white beans is for hand picked. Yellow eyes rather higher.

Over 11,000,000 salmon were required to fill the 50,000,000 cans which represent British Columbia's output in this line for 1905. This equals 200 cans for every man, woman, and child in the province.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 8, 1906.)

With the beginning of November the trade in Christmas supplies has commenced in earnest, and Winnipeg wholesale houses are busy making shipments. The volume of business is reported to be considerable in excess of last year, and the only complaint which the wholesale trade have to make is as to the slowness of collections. Owing to the low price of wheat the farmers have been in no hurry to market their grain and, as a consequence, money is still reported "tight."

Prices are steady in most lines, with the tendency in most items towards an advance. California raisins (new crop) are now on the local market, and opening prices are very high. New dates will be here early next week. Woodenware is advancing about 10 per cent, but it is still possible for retailers to get supplies at the old prices if they are quick about it. The trade complain that it is almost impossible to get supplies of clover honey, although the buckwheat and wild flower varieties are fairly plentiful.

CANNED GOODS—Cohoe salmon is practically unobtainable. Prices are advanced. We quote:

	Group No. 1.	Group No. 2 & 3
FRUITS.		
Apples—		
gallons, per doz.	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 08
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2.24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 73	3 78
black (new) "	3 73	3 78
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
" gallons, "		2 15
Goodwillie's Goods.		
Strawberries, per case		3 10
Red raspberries, per case		2 60
Red cherries, "		2 60
Red currants "		2 60
Black currants "		2 60
Lawtonberries "		2 60
VEGETABLES.		
Beans—		
golden wax, "	1 93	1 98
refugee, "	1 98	1 98
" crystal wax	2 13	2 18
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 93	1 98
(No. 3) 2's "	2 13	2
(No. 2) 2 s sweet wrinkle	2 23	2
(No. 1) 2's extra fine sifted	2 73	2 78
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 08	3 13
3's "	4 04	4 09
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 93	1 98
" refugee	1 93	1 98
FISH.		
Salmon, Fraser River sockeye, per case		7 25
" Skeena River, " "		7 10
" Rivers Inlet, " "		6 85
" Red Spring, " "		6 30
" humpback, "		4 00
" cohoes, "		5 75
(Prices are for delivery in October-November.)		
Lobsters (new), ½-lb. flats, per case		16 50
" " ½-lb. talls, per case		10 50
" " 1-lb. talls, per case		15 00
" " " flats, per case		15 50
MEATS.		
Pork and beans 1's, per doz		1 25
" 2's, "		1 90
" 3's, "		2 60
Clark's 1 lb. plain, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " tomato sauce, per case		2 30
" 2 " " "		1 85
" 3 " " "		2 40
" 1 " Chili " "		25
" 2 " " "		1 95
" 3 " " "		2 35
Soups, per doz		1 25
Canned chicken (Man. Can. Co.) per doz		3 25
" turkey "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's "		2 80
" " 1's "		1 60
" Man. Can. Co. 2's per doz.		2 50
" " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per doz		2 50
" " 1's "		1 35
" (Clark's), 1's, per doz		1 55
" " 2's, "		2 65
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunchtongue 1's, "	3 00	3 43
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" 1-lb. tins, "		2 50
" 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25
Corned beef 1-lb. tins, per doz		1 50
" 2-lb. " "		2 65

SUGAR—Prices are steady since the 10c. decline last week. We quote:

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " sacks	4 75
Icing sugar in bbls	5 50
" in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 5
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES—Prices are quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 " "	3 60
" 10 " " ½ " "	3 30
" 20 " " ¼ " "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" ⅕ gal. kegs., each	2 25

COFFEE—Green Rios have declined sharply, and are now quoted at 10 3-4 to 11c. per lb. Quotations now are as follows:

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MATCHES—There has been another sharp advance in matches, and prices are now quoted as follows:

	Per case
"Telegraph,"	5 15
"Telephone"	5 05
"King Edward"	4 10
"Head Light"	4 90
"Rising Star"	6 50
"Eagle"	2 20
"Victoria"	3 35
"Silent," 200's	2 50
" 500's	5 30
"Comet"	2 40
Capital	3 35

WOODENWARE — Manufacturers have advanced all lines of woodenware about 10 per cent., but not all of the jobbers have as yet put the advance into effect in their prices to the retail trade; consequently it is still possible to get small supplies at the old price if orders are booked early.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS — New California raisins are on the local market, and are opening at very high prices. The new dates will be here next week, and they will open at prices quoted below. New currants are arriving. We quote:

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09
" " 3 "	0 09½
" " 4 "	0 08½
" " choice seeded in ¼-lb. packages per package	0 08½
" " fancy seeded in ¼-lb. packages per package	0 09
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 08
Prunes 60-70 "	0 04
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Fulatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08
Hallowee dates, new per lb	0 05½
Figs, cooking, in toppets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 22
Apricots, standard (new delivery about August 1) per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

COCOA AND CHOCOLATE—Baker's cocoa has been advanced to 45c. per lb., and the chocolate to 38c.

OATMEAL AND CORNMEAL—Oatmeal has been sharply reduced. New quotations will be found below.

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

NUTS—Prices are as follows:

Almonds, per lb.	0 15
" (shelled), per lb.	0 33
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb.	0 15 0 16
Brazils, per lb.	0 15

SPICES—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " " "	0 12
Allspice. " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb.	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb.	0 24
Nutmegs, per lb	0 25
Cloves according to quality).	0 14½ 0 25
Ginger, por lb.	0 10
Allspice, per lb.	0 08½ 0 10
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" " 4-oz. packets, per doz.	0 75

EVAPORATED APPLES — Evaporated apples are quoted now at 8 1-4c. per lb. in 50 lb. boxes, and 8 1-2c. in 25 lb. boxes.

BUCKWHEAT — Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO — Prices are quoted as follows:

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05¾
Rangoon rice, per lb.	0 04 0 04½
Patna "	0 04¾
Tapioca, per cwt.	7 50 7 75
Sago, per lb.	0 04½

POT AND PEARL BARLEY—An advance will be noted in prices below:

Pot barley, per sack	2 50
Pearl barley, per half sack (49 lbs)	1 75
" " sack	3 50

BEANS—White beans, hand picked, are quoted at $2.05 per bush., the 3-lb. picked at $1.80, and the 5-lb. picked at $1.75.

HONEY—Clover honey is very scarce, and agents and wholesale houses are finding great difficulty in securing supplies. Buckwheat and wild flower honey is in better supply. We quote:

Pure clover honey, 5's, per case	9 00
" " 10's "	8 75
Honey (buckwheat and wild flower), 60's per lb	0 13½

NOVA SCOTIA MARKETS

Halifax, N.S., Nov. 6, 1906.

The grocery trade is good in the Maritime Provinces, business being reported as satisfactory in all quarters. Prices are pretty steady, the only notable change since last report being a drop of ten cents per hundred pounds in the price of sugar. This reduction is in sympathy with the recent decrease in all grades on the New York market. The quotations in Halifax follow: Granulated, $4.40; cut loaf (50 pound boxes), $5.05; Austrian granulated, $4.30; bright yellow, $4.20; and No. 1 yellow, $3.90. The reduction had been looked for here for some time.

The Thompson liner, "Jacona," with a big cargo of fruit, arrived here last week from Mediterranean ports, and discharged the following here: 8,505 packages of raisins, 280 packages of currants, 232 crates of onions, 10 boxes of almonds, 15 quarter casks, 5 hogsheads, and one butt of wine. The steamer, after loading 300 barrels of herring here, proceeded to Montreal.

FISH—The fish markets are now quite improved both abroad and at home, and there is a good demand for first-class stock. The fishermen on the western shore of Halifax county have been reaping a harvest the past week. Mackerel have struck in in good quantities, and the fishermen have so far met with good success. Three men secured 51,000 fish off Bear Cove which netted them a handsome return, the large fish being disposed of for 12 cents each, and the smaller run at 8 cents. Besides these, thousands of fish have been taken in smaller quantities. Most of these fish are iced and shipped from Halifax to the Boston market, where the large fish sell for 25 cents, medium 17 cents, and small 9 cents. Salt mackerel sold in Boston last week at $35 per barrel for large, and $22 for small. Large shore cod are quoted in Boston at $7.50 to $8, including $4.25 to $4.50, and dry bank (large) at $6.50 to $7.50, medium $5 to $5.50. Nova Scotia large pickled herring are quoted $5.50 per barrel, and medium at $4.50. There is a good demand for Nova Scotia prime large cod in Trinidad, where the price quoted is $29 to $30 for drums. Newfoundland cod is quoted at $22 to $23 on the same market. On the Barbadoes market cod is quoted $21 to $24 per cask, with the probability of the price increasing.

FRUIT—The fruit markets are very active, and with the mildness of the weather there is quite a lot of stuff moving. Apple picking and the gathering of all kinds of vegetables throughout the Annapolis and Cornwallis valleys is about completed, and everything has turned out pretty well with the exception of potatoes. Heavy shipments of apples are being made to the London market, and also to South Africa, the Elder-Dempster liner "Melville," which sailed from here last week, taking several thousand. Good gravensteins are now becoming scarce, and those now on the market are quoted at $3.50 for No. 1's; kings and blenheims range from $3 to $3.50, and No. 1 Bishop Pippins $2.50.

VEGETABLES—There is a good demand for potatoes, and large shipments are being made to the foreign markets, principally Havana. The schooner "Rescue" loaded 4,100 barrels at Canning and has proceeded to Havana. There is a light crop of potatoes in most sections of the country this year. Some attribute this to the fact that almost all the varieties of potatoes in the Annapolis and Cornwallis valleys have run out. The farmers are now introducing new varieties, principally imported from Scotland. They are said to be of superior quality and great yielders, especially one of the varieties known as Puritan. Nova Scotia potatoes are quoted here at 60c. per bushel, and Prince Edward Island 50c.

BUTTER AND EGGS—There is a good demand for both, choice dairy butter being scarce. There is very little butter coming on the market just at present. The prices remain steady.

TRAVELERS' BENEFIT

Quartely Meeting at Montreal—Officers Elected—Paid $200,000.

Saturday afternoon last, the Dominion Commercial Travelers' Benefit Society held a quarterly meeting in the rooms of the association, Montreal. The election of officers resulted as follows: President, J. S. N. Dougall; vice-president, Ald. James Robinson; Treasurer, Chas. Gurd. Trustees nominated were: R. E. Matthews, J. H. Ferns, J. W. Rousseau, J. E. Wright and A. Birks. Since the nominations were made unanimously, it was unnecessary to hold an election. Richard Booth, the retiring vice-president was tendered a vote of thanks. In a short address, the president, J. S. N. Dougall remarked that the society this year celebrated its 21st. birthday, and during the twenty-one years of its existence it paid out in death benefits over $200,000. Membership showed an increase, and the present surplus was $14,000. Others who spoke were: David Watson, Ald. Robinson, Max. Murdoch, Richard Booth and M. A. Murphy.

NEWS ITEMS.

D. M. Whelan, Ottawa, has assigned to F. X. Loderoute.

Cannon & Pollon, general merchants, Minitonas, have dissolved.

W. H. Smith, grocer, of Maple Creek, is moving to Vernon, B.C.

A. Hudgin has opened a grocery store on Dundas St., Toronto.

Mr. Lowery is a cheese man and an exreeve of Glanmorgan township.

C. B. Julius, general storekeeper, Winnipeg, has assigned to C. H. Newton.

A. C. Priest, of Priest & Spraage, grocery and crockery merchants, Owen Sound, is dead.

J. F. East, Klineburg, recently came into possession of a very fine horse and a nice new buggy.

David Laporte, general merchant and liquor dealer, Warren, Ont., has assigned to Clary & Buchanan.

Frank Hunt & Co., Bracebridge, have sold out to J. H. Leader and Mr. Hunt will go west in the spring.

McAlpine & Elliott, recently opened a grocery and meat store at Thessalon, and report business first rate.

Stanislas Bachand, Coaticook, has registered his general store in that town under the name of S. Bachand & Co.

C. W. Vahey, of Bridgeburg, is mov-

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,		1 year		$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
52	"	"	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

GENTLEMAN with established trade in Maritime Provinces, Magdalen Islands and Newfoundland, wants agency for wholesale grocery firm; also open to represent reliable feed, mill and grain exporters; address box 126 CANADIAN GROCER, Toronto or Montreal. (45)

SITUATIONS VACANT.

FRUIT, etc.—Wholesale or Retail—Wanted by smart experienced man, willing to take any berth; highest references. C. W., 130 Shuter St., Toronto. (46)

FOR SALE.

OWING to ill health Mr. Pritchard of Newbridge, Ont., is offering his general store, stock and business for sale, A first-class country stand. (46)

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

ing into a fine new store. It has a plate glass front and is thoroughly modern.

Chas. Callander, grocer, 120 Arthur St., Toronto, has sold to Mr. Dean, formerly manager for Schepp Co., Toronto.

Alfred Bilodeau, general merchant, Roberval, has assigned, and V. E. Paradis has been appointed provisional guardian.

Peter Stewart, Columbus, has accepted a good position in British Columbia, and has sold his general store business to A. Murison.

John McLean, Teeswater, has purchased A. River's stock of groceries and is running them off along with some dry goods bought from Houston.

J. A. Walkinshaw has taken over the grocery business formerly owned by W. B. Hampton, Fort Erie. Mr. Walkinshaw was a traveler for Lipton.

Alex. Anderson, manager of the wines and liquors department of Michie & Co., Toronto, is off on a duck-hunting expedition to the Parry Sound district.

An auto, the property of a railway magnate ran into and demolished the delivery wagon of J. H. Johnston, Davenport Rd., Toronto the other day The magnate paid for the wagon.

A. Atcheson has sold his business at Deer Lake, and is going to Fenelon Falls, where he will build a block of stores and go into business himself. Eight years ago he was burned out in Burnt River, but he has done well in Deer Lake.

G. H. Hasenflug, Teeswater, has returned from Montreal, where he went to make extensive purchases of dry goods. He is now engaged adding an addition to his store to increase the size of his grocery department, which is one of the best in the north country.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Give an impetus to your coffee trade by stocking

Gold Standard Java and Mocha

"THE CHAFFLESS COFFEE"

A delightfully rich, fragrant and aromatic blend of the choicest coffees.

By removing the "chaff" (the little, bitter-tasting inner skin of the coffee berry) we remove all trace of bitterness. Result :- the smoothest drinking and most richly flavored coffee sold.

Write for samples and prices to

The Codville-Georgeson Co.
Limited

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

FRESH PORK SAUSAGE

JUST THE LINE FOR COLD WEATHER TO INCREASE YOUR SALES

Our Sausage are noted for Quality and Flavor.

Put up in 25 and 50 lb. Baskets. Expressed to all points.

Let us add your address to our Standing Order List.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Long, Clear BACON

Choice new cured stock, both light and heavy weights. Demand just now is good and for fall shipment orders should be in promptly. We can ship quick.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Corona

FLAT SHOULDER BACON

BONELESS

Can be easily sliced for frying, broiling, or boiling.

Mild New Sugar-Cure
Wrapped in Parchment

and the price is right—12 cents per pound.

Try a sample order.

We have no retail stores.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

SAUSAGE

trade is now on the hum. Are you preparing for success?

If you will merely get in touch with us we can put you wise on the sausage question.

No extra charge for our knowledge or experience. Enquire to-day.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

N.B.—Let us know what you need in Eggs, Lard, Butter, Hams, Bacon, Cheese, Bologna, etc.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Since our last issue there has been a very marked change ir the situation of the cheese market. Whatever the cause may have been, it is not due to a sudden increased demand from across the Atlantic, but the recent country markets all showed substantial advances in prices and, naturally, holders of cheese in Montreal advanced their ideas of values accordingly.

Conservative estimates of available supplies and a probable consumption during the Winter months leave us a shortage of about 200,000 boxes of cheese, and this shortage can only be overcome by advancing prices to such a point, where the consumption will be lessened, if Australian and other meats, bacon, etc., can attract sufficient consumption from cheese by being cheaper, our supplies may hold out until the new season's make appears on the market next year, but only high prices for cheese will bring this about, as hog products are also dear this year.

Last week's country markets practically disposed of the entire October make. Many factories are now closed for the season, and those still running have mostly turned to making butter. Last year large quantities of cheese were stored at country points. This year the country is practicallly bare, and stocks in Montreal are also considerably less than a year ago.

The production of milk has been very much lighter this season than last year on account of weather conditions. Considering receipts in Montreal, it would seem as though there had been a larger make of cheese and a much decreased make of butter, but it seems now that where cheese were held back at country points last year, they were sent forward this year so closely, that the make, even of cheese, may prove to be considerably less than a year ago.

Receipts in Montreal were last week 69,248 boxes of cheese and 8,049 packages of butter, against 62,666 boxes of cheese and 12,622 packages of butter for the same week of last year, or a total since May 1 of 2,170,468 boxes of cheese and 560,660 packages of butter, as compared with 2,124,149 boxes of cheese and 714,463 packages of butter for the corresponding period of last year.

Our exports were last week 71,058 boxes of cheese and 1,686 packages of butter, against 84,748 boxes of cheese and 10,323 packages of butter for the same week of last year, or a total since May 1 of 2,050,579 boxes of cheese and 359,930 packages of butter, as compared with 1,957,793 boxes of cheese and 549,597 packages of butter, for the corresponding period of last year.

These figures show clearly a very large falling off in the production of milk this year. When we consider that our receipts of cheese show an increase of only 46,319 boxes, while our receipts of butter decreased 153,803 packages, and, considering further as before mentioned, that cheese has been shipped into Montreal more closely than last year, the decline in the production of milk is much greater than even the above figures would indicate.

Butter is still in a state of doubt as far as future prices are concerned. Late country markets were slightly higher than the week previous. Fine butter is undoubtedly wanted for the home consumption, but, as there is no export outlet now, the question is whether our local consumption will be sufficient to absorb present supplies and what may be produced in the near future.

The cold weather now prevailing is still further curtailing the flow of milk. Cows can only be kept up by extra feeding, and feed is very dear this year, so that farmers feel rather disposed to let their stock run dry and give them a rest at the same time, and we would venture the opinion that, while prices may be slightly higher later on, and we may have no decline, there will not be much change either way for some time to come. Meanwhile we depend entirely on the home consumption, which is, of course, limited, and future prices depend largely on supply and demand.

OUR OLD COUNTRY LETTER.

88 Fleet Street, London, E.C.
October 27, 1906.

The condition of the London provision markets during the past week has been quiet, and for butter, cheese and bacon transactions have been on a somewhat limited scale.

Sellers are still finding it difficult to induce customers to come in and buy. In fact, a very cautious policy has been pursued throughout the whole week. Butter does not move easily, and prices are showing a drooping tendency. Large supplies of Siberian are on hand, and these are changing hands well, for the quality is excellent. Choicest parcels make as much as 106s., the lowest grade making 92s. Some new Australian butter has come to hand, but is not going very rapidly into consumption. For this the top price is 114s., which, by the way, is 2s. below what is being asked for choicest Canadian. Canadian dairies do not move well, although the lowest price stands at 90s.

The cheese market remains dull. Fortunately there appears an inclination, to judge from cable advices, in Canada to reduce the price. This seems a wise move, for buyers here are not particularly eager, and stocks in depot are getting uncomfortably high. Something like 246,500 boxes are now held in store. Buyers, knowing this, are evidently expecting lower prices to rule before long, and are therefore holding off for a while.

It is unfortunate that one should have to report that a bitter feeling exists along Tooley St. because of the unsatisfactory quality of Canadian butter. Such, however, is the case. As was mentioned before in this letter, not only have holders the greatest difficulty in disposing of their stocks of Canadian butter, but they are doing so, in many cases, at a dead loss. Last year, when quality was fair, they made no complaint, beyond the usual growl, at high prices and a very small margin of profit; but now, with mouldy butter coming in in large quantities and prices away up beyond what the produce is worth, they are something more than dissatisfied.

Canada's reputation in London for uniformity of quality is not what it should be, and it is not improbable that next season Canadian factories will find this a very cautious market indeed. At present sellers in London (at any rate, a number of them) are losing anything in the neighborhood of 14s. on every ton that passes through their hands.

It may well be believed that, were there a better feeling in favor of defensive combination and a little less jealousy amongst the importing houses on this side, Canada would have to pay dearly for the shortcomings of some of its factories. As it is, next season will find many firms over here, having been bitten this year, considerably less eager with their dealings with the Dominion.

The truth seems to be that Canadian sellers are paying too little attention to the future. Because they find themselves just now in a strong position, they think to have their own way. No doubt they will do so, at any rate at home. But, in their dealings with this market, where other sources of supply can be drawn upon, such a policy is a shortsighted one.

PROVISION SITUATION.

A month or more ago the present course of the market was outlined in the Grocer. It is pretty safe to say now that things will continue well as they are until January nears a close. Of course, products may go lower, but the main features fairly free deliveries of hogs and very moderate demand for products will continue.

Packers are paying for hogs, this week, f.o.b. country points, $5.40 to $5.50, and deliveries are rather light. Last week the deliveries were fair, but the packers have an idea the lower prices have induced the farmer to hold on a little. Just what the supply of hogs in the country is, cannot be definitely stated. Some sections report many, others few. The impression prevails that present receipts will about continue. Davies & Co. are not running their factory full capacity by any means.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

DUNN PORK FACTORY FOR SALE

Sealed tenders marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on Monday, 19th November, for the factory buildings, plant and premises and goodwill of the F. B. Dunn Packing Company, Limited, situated on the line of C.P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property; also a supply of ice now in store, sufficient for the ensuing season's operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Barnhill, Ewing & Sandford
Solicitors.

Dated at St.John, N.B., 5th September, 1906.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Other packers stated deliveries last week were all the trade wanted to take care of.

The Old Country market has been going down at the rate of two shillings a week for two weeks, and the latest report is "steady at the decline." No one, however, will give a very decided opinion as to the future, except that probably after the holiday season, trade will pick up a bit.

Stocks of domestics are still small, but demand is very fair. Poultry and other lines have now the lead, and until the public palate is sated, a marked demand for pork products is not expected.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—Rather more attention is now being given to export trade, although prices are not conducive to good business, figures both here and on the other side being too high. Lard is unchanged since last week. Demand is fairly good.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood (10½)	0 12½ 0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12¾
"	" 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 09½
"	½-bbl., per lb.	0 09¾
"	tubs	0 09¾
Cases, 20 3-lb. tins, per lb.		0 10⅛
" 12 5-lb. tins "		0 10⅛
" 6 10-lb. tins "		0 10¼
20-lb. wood pails, each		2 00
20-lb. tin pails, each		1 90
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		$22 50 $23 00
American short cut clear		22 00 22 50
American fat back		23 00 23 50
Breakfast bacon, per lb.		0 15
Hams		0 14½ 0 15
Extra plate beef, per bbl.		12 50 13 00

BUTTER—The butter market is very firm at present. Shipments are being made by many houses to Ontario points, There is an active demand for both dairy and creamery. The high prices have the effect of keeping export business very low.

Choicest creamery, salt, 56 lb. boxes	0 25
" " pound prints	0 25½
Medium creamery	0 23 0 23½
Western dairy	0 20 0 20½

CHEESE—Locally the butter market is very firm, and indications point to further strength. Few of the smaller dealers have any stocks worth considering, while the holdings of the larger houses are none too great. The export market also shows strength. Last week there was an easier feeling, the market having declined to 12⅜c., but later it advanced to 12½c. and 12⅝c. at the boards both in Ontario and Quebec with a consequent recovery.

Ontarios, September make	0 13½ 0 13¾
" October make	0 13 0 13½
Townships, September make	0 13 0 13½
" October make	0 13 0 13½
Quebecs, September make	0 13 0 13½
" October make	0 13 0 13½

EGGS—Prices hold firm at present. Large quantities of storage eggs are being used now, preference being given to these over the limed goods, owing to the fact that there is generally obtainable a per centage of boiling eggs from a lot of storage, while none are found in limed or pickled eggs. Buyers are coming forward better, and some good sales have been made during the past few days.

Fresh selects, doz	0 26 9 27
Storage " "	0 23
Fresh No. 1 "	0 22
Storage, No. 1, doz	0 20 0 21

HONEY—Some little business is being done in honey, but, owing to the scarcity, this must necessarily be limited. Prices rule unchanged.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 10 0 10½
Buckwheat	0 09

TORONTO MARKETS.

PROVISIONS—The expected drop in pork products due to heavier receipts and lower prices for live hogs, has arrived. Lard, however, remains very firm at last week's quotations, and here and there ther is a tendence to ask a little more. Practically the entire list of smoked and cured meats has receded, and fresh meat also is lower.

Long clear bacon, per lb.	0 11½ 0 12
Smoked breakfast bacon, per lb.	0 15 0 16
Roll bacon, per lb.	0 11 0 12
Small hams, per lb.	0 15
Medium hams, per lb	0 15
Large hams per lb.	0 13 0 14
Shoulder hams, per lb.	0 11½
Backs, plain, per lb.	0 16½
" pea meal	0 16½ 0 17½
Heavy mess pork, per bbl	21 50 22 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb.	0 11½ 0 11¾
" tubs "	0 12
" pails "	0 12½ 0 12¾
" compounds, per lb.	0 09
Plate beef, per 200-lb. bbl.	11 00 12 00
Beef, hind quarters	6 50 7 00
" front quarters	3 50 5 00
" choice carcases	6 50
" common	4 00 5 00
Mutton	0 07 0 08
Lamb	0 10½ 0 11½
Hogs, street lots	8 00 8 50
Veal	0 07 0 10

The name "Clark" on Canned Meats is a guarantee of Quality and reliable methods of Manufacture.

Every Tin Guaranteed

Ask Your Wholesaler to Tell You About

Wagstaffe's

Jams, Marmalades, Sealed Fruit in Glass and Mince Meat

Made for 17 years in Manchester, Eng. Now made in Canada.

Always guaranteed to be right.
Absolutely free from adulteration.
All pails gold lined.

WRITE FOR PRICE LIST AND QUANTITIES

Wagstaffe, Limited
HAMILTON, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY

Galloway & Parnell VANCOUVER

REINDEER

COFFEE MILK and SUGAR

A GOOD SELLER

READY TO USE

The coffee need not be removed from the tin when opened, but used a little at a time if necessary.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

HAM

put up in our **Oval Wood Dishes** makes a safer and neater parcel than if merely wrapped in paper, because :

1st. Our **Oval Wood Dishes** being clean and strong preserve the ham from "handling."

2nd. Our **Oval Wood Dishes**, being unleakable, the parcel of ham can be laid beside other parcels without soiling them.

We manufacture these **Oval Wood Dishes** in five sizes and now have an assortment of **18,000** ready for shipment.

Just the article you need for parcelling up Lard, Butter, Mince Meat, Sausage, Sliced Meat, Comb Honey, Beefsteak, Pickles, etc.

Write or wire for prices.

GRAHAM BROS., Kinmount, Ont.

Agent - Maritime Provinces
W. S. CLAWSON & CO., 11-12 South Wharf St., St. John, N.B.
Quebec, W. J. EYRE, 60 Queen St., Ottawa,
Ontario, McEACHERN & McPHERSON, 23 Scott St., Toronto.
Winnipeg, A. E. ROY, 159 Portage Ave. East, Winnipeg.

BUTTER—Butter remains practically at last week's quotations, and the situation is little changed. Dairy continues scarce, especially choice quality. There seems to be a little uncertainty to the market.

	Per lb.	
Creamery prints	0 25	0 27
" solids, fresh	0 23½	0 24½
Dairy prints, choice	0 22	0 23
" tubs, choice	0 21	0 22
Baker's butter	0 16	0 17

EGGS—Prices are unchanged, with some uncertainty as to the course of the market. Very few are coming in, and the storage situation has not yet declared itself.

Eggs (strictly new laid)	0 25	0 26
" fresh	0 22	0 23
" pickled		0 21
" splits	0 17	0 18

CHEESE—Quotations here are about as last week.

	Per lb.	
Cheese, large	0 13½	0 13½
" " twins		0 14

FOWL—At the end of last week there was a glut on this market, and large quantities were sold for what they would bring. As a consequence, it is expected receipts this week will be lighter. A great deal of scalded stock is arriving, and the loss to shippers when the market is crowded is considerable. Complaint is made, too, that many of the chickens and turkeys arriving are poorly finished, thin. There is still a good deal of low grade stock in dealers' hands. These quotations are for the better grades.

	Live Weight.	
Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08
	Dressed weight.	
Old fowl	0 06	0 07
Ducks	0 09	0 10
Young chickens	0 09	0 10
Geese	0 08	0 09
Turkeys, young		0 14
" old		0 12

HONEY—Prices are unchanged, except that 10 lb. tins have advanced a cent. The market is very firm. Honey has been coming into Canada from the States and paying 3c. a pound duty.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

WINNIPEG MARKETS.

BUTTER—Quoted as follows:

Fancy fresh creamery, in 1 lb. bricks		0 27
Choice " " in 1-lb. bricks		0 25
Fancy creamery, solids, 56's, 28's, 14's		0 25

CHEESE—The price is advancing. We quote:

Manitoba, large		0 14½
" small		0 14½
Ontario		0 15

LARD—

Tierce basis, per lb		0 12½
Small packages take the following advance:		
50-lb. tin cans, per lb		0 00½
20 lb. tin pails, in 80-lb. cases, per lb		0 00½
10-lb. " in 60-lb. "		0 00½
5-lb. " " "		0 00½
3-lb. " " "		0 01
20-lb. net white wood pails, per lb		0 00½

CURED MEATS—

Hams, selected stock, special mild cure		0 17½
Bacon, " " "		0 22½
Backs, " " "		0 18½
Hams, light, 10 to 12 average		0 16½
" medium 14 to 16 average		0 16½
" heavy 20 to 30 for slicing		0 16
" heavy skinned 2 to 30 for slicing		0 17
Picnic hams light, choice, 6 to 8		0 13½
Shoulders light, choice		0 11
Breakfast bacon, clear bellies, light 8 to 10		17½
" " clear bellies 12 to 14		17
Clear backs, breakfast bacon light		16
" " bacon 12 to 14		15½
Spiced rolls, long if in stock		0 17
" short		0 14
Dried beef ham sets		0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear		0 13½
" " " smoked		0 14½
" " " boneless backs		0 13½
Shoulders " "		

BARREL PORK.

Heavy mess pork, boneless, per bbl		24 00
" " per ½ bbl		12 0
Standard mess pork, per bbl		24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless backs	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb			0 04
" hocks, " "			0 05

EGGS.—Produce houses are paying 18c. per dozen f.o.b. country points.

ST. JOHN MARKETS.

PROVISIONS—Barrel pork is again rather higher, just fair steady business. Plate beef continues in light supply. Full prices. Pure lard, while higher, is offered somewhat off from the extreme prices quoted by some American packers. Canadian packers, being below American, have sold quite freely. Smoked meat high. Refined compound lard extremely scarce. Fresh beef is easy, though bringing quite full figures for this season. Lamb holds at quite full price. Mutton and veal little seem. Pork still high.

Mess pork, per bbl	$23 00	$23 50
Clear pork, "	20 00	22 00
Plate beef, "	13 50	14 50
Domestic beef, per lb	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05	0 06½
Veal, "	0 07	0 08
Lamb, "	0 09	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 12½	0 13
" " pails, "	0 13	0 13½
Refined lard, tubs	0 09½	0 10½
" " pails	0 10½	0 10½

BUTTER—Stocks are very light. Full prices are asked, particularly for best grades.

Creamery butter	0 25	0 28
Best dairy butter	0 22	0 25
Good dairy tubs	0 21	0 22

EGGS—Prices are rather higher. There is a good demand, particularly for fresh eggs.

Eggs, strictly fresh	0 25	0 30
" fresh	0 20	0 22

CHEESE—Full prices asked. Stock light. Twins required.

Cheese, per lb	0 14½	0 15

MORE HOGS IN QUEBEC.

The hog-rearing industry has made rapid strides in the Province of Quebec during the past year. The campaign in the interests of the bacon hog that has been carried on through farmers' institutes and other meetings conducted by the Department of Agriculture, together with the distribution at auction sales of improved swine of the bacon breeds, the high price of hogs that has prevailed during the season, and the bonus paid by the packers for animals of superior bacon type, have all tended to stir up the farmers to the possibilities of the industry.

STOCKS OF LARD.

Stocks of lard in Europe and afloat for Europe on November 1 were 137,000 tierces, against 170,300 tierces on October 1 and 154,000 tierces on November 1, 1905. The N. K. Fairbank Co., in their monthly report, say: "Stocks in America were even more depleted comparatively. On November 1 the total was 49,000 tierces, against 88,000 tierces a month before.

NOTES.

The St. Thomas Pork Packing Co. are erecting a new factory and abattoir.

W. F. Pope and Edgar Varney, Bromptonville, Que., have registered as the Bromptonville Packing Co.

The Manitoba Government has appointed a commission to investigate the alleged beef trust in Western Canada.

A company is being formed in Coaticook, with a capital of $12,000, to manufacture butter and cheese on the co-operative plan.

The two upper storeys of the west wing of the Wm. Davies Co's establishment at Front and Beachall streets, Toronto, were gutted by fire on October 21, and about $7,000 damage resulted.

The town of Aylmer has asked the Ontario Railway and Municipal Board for permission to annex property in Malahide Township, which includes a pork factory.

The Jones, Rutherford, Marshall Co., Limited, Montreal, has gone into voluntary liquidation. This does not in any way affect the Toronto firm of Rutherford, Marshall & Co., which will be continued as heretofore by Mr. Marshall.

What is said to be one of the best equipped abattoirs in America has just been opened at the Union Stockyards, Toronto Junction. Besides making provision for the business of the Levack Dressed Beef Co., Limited, one department of the plant has been arranged as a public abattoir, giving accommodation for all local butchers needing abattoir facilities and cold storage. The floor space is 87,000 square feet, and the cold storage chambers have a capacity of 5,000 cattle, 4,000 sheep, and 3,000 hogs per week.

FISH EXHIBITS IN HALIFAX.

Three excellent exhibits of fish ready for the markets of the world were shown at the recent exposition in Halifax, and attracted considerable attention. These were the displays of the Atlantic Fish Company, the Halifax Cold Storage Company, and M. Neville. All of these companies had their goods on display in the large fish building, which in itself was the cause of much comment, so varied were the exhibits contained therein.

SCOTCH HERRING HIGHER.

Scotch herring are now 4c. to 6c. higher than they were this time last year. The short catch is held responsible for this state of affairs. The quality of the fish is much superior this year to that of last.

Profitable business bringing, trade holding lines.

Lines that will in themselves by their neat appearance, their self-evident quality command attention and entice enquiry from your customers.

These are the lines that are profitable to handle, as they carry the minimum of expenses in selling and so develop the maximum of profit. We have not been satisfied until we could say as we do to-day, that Ozo goods are as good as the best anyhow, anywhere, anytime. Each department is in charge of an expert, the best man we could find and we have been to England, France and the United States for men of experience and reputation in their line.

Our packages and labels are as wholesome, neat and attractive as it is possible to get them.

If you are not as yet handling a line of our products include an order for our goods next time you are buying from your wholesaler. Our guarantee protects you from losing and you will gain increased trade and better profits.

The OZO CO., Limited

MONTREAL

HARD WHEAT FLOUR TOO DEAR.

C. M. Kittson, Canadian commercial agent at Cape Town, says:

"For various reasons the importation of hard wheat flour into South Africa is declining, the chief cause of this is the fact that it has been quoted up to as much as $1.20 per 100 lbs., above the price of Australian soft flour, and also because of the increase of the duty on flour without a corresponding advance in the price of bread, which has caused bakers to employ a cheaper article in their dough-making—bakers who used to use two parts hard to one of soft are now reversing the proportion and using two parts soft to one of hard, and in some cases nothing but soft Australian flour, which is quoted at 8s. per 100 lbs. c.i.f. South African ports."

AMERICAN APPLE CROP.

Owing to the fact that the prices of Canadian apples, both fresh and dried, are influenced strongly by the size of the American crop, it is of interest to know that according to the "American Agriculturalist's" final report of the apple crop of the United States, published in its issue of November 3, the total is 36,120,000 barrels, against 24,000,000 barrels in 1905 and rather more than 40,000,000 barrels in each of the three preceding years. The figures arrived at are the crystallization of returns from correspondents in every apple producing section east of the Rocky Mountains. While the crop is thus by no means a bumper one, it is very much larger than that of 1905, and a good many apples are available for winter storage.

This is true particularly west of New England, including the important apple States of the Middle and Central West and New York. The five great apple counties of New York show splendid crops, and Michigan has a great many more apples than last year. This is also true of the South-west, which fell off to small proportions in 1905.

The New England crop is uneven, proving no better than that of last year, and estimated at a little more than 2,000,000 barrels. The crop of New York is placed at 4,900,000 barrels, compared with 2,800,000 in 1905 and 7,200,000 barrels in 1904.

ON THE DEER RUNS.

A few of the grocers and general merchants now chasing the nimble deer in the north country, are Mr. J. Shields, Phelpston; H. P. Merrick, Mitchell Square; Percy Spence, jr., of Spruce & Son, Lakefield; Fred Peirce, of Peirce & Sons, Norwood; F. W. Read, Bobcaygeon; Harry Hopkins, of Hopkins Bros., Kinmount; W. J. Cameron, Southampton; J. C. McMurtry, Midland.

Brooms, all kinds have been advanced ten cents.

J. A. McLANDRESS, West Lorne, Ont. WM. McLANDRESS, Dutton, Ont.
Successors to D. McKillop & Son. Dealers in all kinds of Grain, Wool, Live Stock, Wood and Coal, Screened and Graded Pea Beans in car lots a specialty.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

LIFE CHIPS
are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.
They retail at ten cents a package.
A good seller.
Send you orders to
The Battle Creek Health Food Company, Limited
Canadian Factory and Office, LONDON, ONT.

WANTED
Choice boiling Peas in two-bushel bags; also, good malting Barley. Send samples with prices delivered Montreal.
STEVENS & MILLER,
126 Board of Trade, Montreal.
Mill Feed always wanted.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

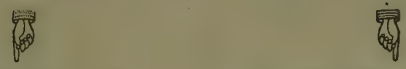
QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

A MAN is only a grocer when he orders intelligently
ORDER OUR
Pot—BARLEY—Pearl
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

SPLIT PEAS. POT BARLEY.
49-LB. AND 98-LB. SACKS
Write for quotations
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT { Don't delay ordering—getting late and cars already scarce. FULL STOCKS } SALT
Verret, Stewart & Co., Ltd., Montreal

THE TALK OF THE HOME



PREMIUM 776 in ***"BEAVER" OATS***

"Beaver" Oats is the big package of flaked oats —pure, wholesome, delicious.

Premium 776 is cups, saucers and plates (genuine china)—a piece in each package of Beaver Oats—strong, attractive, serviceable china.

Over half a million pieces of china ordered by us and packed by automatic machines. Never touched by human hands.

MENTION PREMIUM 776 WHEN ORDERING

P. McINTOSH & SON
Toronto

Can you tell us, Mr. Grocer, of
A single fault in Canada Flakes ?
No food possesses higher quality or better flavor
And it is an established fact that
Discriminating customers everywhere
Are found to choose Canada Flakes.

For its selling qualities
Let us direct your attention to
A feature of the Household Package, 25c.
Kindly note that there is an
Elegant piece of china in every one.
So now you will try a case ? Thank you.

THE PETERBOROUGH CEREAL CO.
LIMITED

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequaled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at
WINNIPEG, GODERICH and BRANDON
Toronto Office:
Long Distance Phone Main 6060
Phone in your Orders at our expense

MONEY IN IT FOR YOU

There is money for you, Mr. Grocer, in handling the very best brands of Flour that you can buy. You can't afford to handle poor Flour—it gives your store a bad reputation and spoils the sales of your other lines.

You can absolutely rely upon the uniform quality of

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Ground in an up-to-date mill from the best Manitoba hard wheat grown near the "Wheat City."

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our agents

THE ALEXANDER MILLING CO.
LIMITED
BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

CEREALS AND CONFECTIONERY

Quiet Grain Markets still Prevail—Wheat is lower—All producing Countries Contributing to the World's Needs—Situation in the Argentine

All grain markets have been quiet for another week. Wheat is lower. All exporting countries seem to be doing pretty well. The opinion that Russia's wheat production would be so far crippled by the disorders within the Empire, as to preclude the possibility of exports this year and the wheat plains of the Slav are contributing not as much as usual, but liberally to the world's consumptive demand. The Argentine is within about a month of the new crop. The wheat bulls in America when they plan a bulge issue reports to the effect that in the Argentine they are raising locusts instead of wheat, but the contradiction always comes to the effect that the prospects for a good crop are excellent, and that the locusts are still in Chicago. Immigrants to the Argentine during the first half of this year, totalled 90,000 and it is expected the total in the year will be over 200,000.

In Ontario cars are not as scarce at lake ports as they were. The railways seem to be making a big effort to prevent a blockade, and so far they have succeeded.

Australian wheat exports for week, 160,000; last week, 60,000, and none last year; since Jan. 1st, 21½ million; last year, 20½ million, and two years ago 29¼ million. Weeks exports of wheat from New York, 940,000; 159,000 corn, 54,000 oats, 22,000 barley, 37,750 flaxseed, 4,400 buckwheat and 18,300 flour.

More than half the receipts of wheat at Minneapolis and Duluth in October were durum. In some sections a very important consideration is that the durum plant will not only exist but actually thrive with a degree of moisture so scant as to prove destructive to the milling variety. The plant is of Russian origin and is growing in favor in both the Canadian and American Northwest. The durum yield this year is variously estimated at 35 to 45 millions.

Official records show the quantity of wheat delivered by farmers on the Canadian Pacific and Northern Pacific and C.P.R. up to date is approximately 30,000,000 bushels, compared with 23,000,000 for the same period last year, and therefore an increase of 7 million over last year. Quantity of grain moved forward to the head of the lake up to this time last 12 million, against about 9½ million this year; therefore, while they have received 7 million more from farmers there have been shipped out 2½ million less, this disparity is undoubtedly due largely to shortage of cars.

MONTREAL MARKETS.

GRAIN—There is an easier feeling in corn this week, the price asked being 56c., one cent lower than last week. Oats holds firm at prices which rule.

No. 4 barley, store	0 52½
Feed barley, store	0 51½
No. 2 white oats "	0 41
No. 3 white oats "	0 40
No. 4 white oats "	0 39
No. 3 yellow corn "	0 6
No. 2 peas, basis 78 per cent. points	0 7[illegible]

FLOUR—Flour continues in good demand at prices which remain steady. Locally the trade passing is fairly large in volume. Millers are selling more or less to foreign countries, but this part of the trade is not receiving as much of their attention as the home business.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 00	2 10
Five Roses		4 60

ROLLED OATS—There has been no change in the situation since last week. Prices asked continue at the old quotations, and business is brisk. If anything, deliveries of oats to the mills are better this week.

Fine oatmeal, bags	2 30	2 40
Standard oatmeal, bags	2 30	2 40
Granulated "	2 30	2 40
Gold dust cornmeal 98 lb bags		1 32
Rolled oats, 90-lb. bags		2 32½
" 80-lb. bags		2 07½
" bbls		4 90
Choice boiling peas	1 00	1 10

FEED—Feed is firm and scarce this week. Any lots held are eagerly sought by dealers who are in short supply. More cars are obtainable, and this has made a slight improvement in the situation.

Ontario bran	19 00	2[illegible] 00
Ontario shorts	22 00	22 50
Manitoba shorts	21 50	22 00
" bran	19 00	19 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 25	1 30

HAY—Quite an active export trade is passing in hay at the present time. There is considerable demand from the Old Country, and holders are letting go considerable of their stocks.

According to latest advices, the situation in England is a little easier, although prices hold about unchanged, Liverpool quotations averaging 72s. c.i.f. There is a great deal of hay being received in all the hay centres of England.

No. 1	12 00	12 50
" 2		11 50
Clover mixed	10 50	11 00

TORONTO.

GRAIN.—Manitoba wheat is 1-2c. to a cent lower than a week ago. No. 1, Northern, is at 80c. The demand is very light. Ontario wheat is unchanged. Barley is firmer. At one place in Ontario where there was a little competition among the buyers, the farmers, this week, were getting 52c. for No. 3.

(F.o.b. Georgian Bay points.

No. 1 hard		0 81½
Manitoba wheat, Northern No. 1		0 80
" " " No. 2		0 77
" " " No. 3, nominal		0 76
Red, " per bushel. 78 per cent. points	0 70	0 71
White, " " "	0 71	0 71½
Mixed, " " "	0 70	0 71
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "	0 51	0 52
" No. 3x, "		0 48
" No. 3, "		0 45
Oats, white "	0 35½	0 36
" mixed "	0 34½	0 35

FLOUR.—Trade continues quiet and more flour is offering for export at $2.70. Domestic prices are unchanged.

Pure Manitoba wheat, per bbl in sacks	4 00	4 50
85 per cent patents " "	3 70	3 80
Straight roller " "	3 40	3 70
Blended	3 80	3 90

CEREALS.—Millers report an active demand at unchanged prices.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs		1 25
Rolled oats, carlots, per bbl., in bags	"	4 25
" " " in wood	"	4 50
" " for broken lots in wood	"	4 75
" " broken lots in bags	"	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 80
" " " in bags	"	4 55

MILLING AMALGAMATION.

A business deal of great importance to the town of Carberry, Man., was put through last week when the James Innes Milling Co. of Hartney, Man., acquired the roller mills in Carberry. For some months the Carberry mills have been idle, but under the new management the will be run at their full capacity.

The amalgamation makes the James Innes Milling Co. one of the strong milling companies in the West, as the combined output will now amount to 500 barrels per day. The firm have always done a large export trade, and Mr. Innes is planning a trip to England in December to extend his connection in that country.

R. L. D. Taylor, of Toronto, and D. W. Black, W. D. Muirhead, Edith C. Black and Wilhelmina Muirhead, of Fort William, have been incorporated by the Ontario Government under the name of Superior Barley Mills, to deal in grain and grain products. The capital is $40,000, and the head office of the company will be in Fort William.

The new Calgary biscuit factory was scheduled to begin operations on November 1.

The Vancouver Milling and Grain Company, Limited, is endeavoring to acquire the Hall Elevator and Grain Company, of Vancouver.

WARNING TO CREDITORS.

Here is the substance of a notice placed so that every one can see it in a certain New York grocery store:

"Disasters that occurred to three of our delinquent customers:

"One said: 'I'll call to-morrow if I live.' He's dead.

"Another said: 'I'll see you soon.' He's blind!

"Yet another said: 'I'll pay you Saturday or go to hell.' He's gone!

"It makes a man inclined almost to forego credit altogether."

M. R. Davidson, fruit and confectionery dealer, Vancouver, has been succeeded by D. E. Hyndman.

MR. GROCER :

Do you know that

SHREDDED WHEAT

is the only wheat food made in this country that is thoroughly cooked, that contains the whole wheat and nothing but the wheat, that is not "treated" or "flavored" with anything, and that it is therefore the world's staple cereal food, good for any meal in any climate in any season?

We are spending nearly a half million dollars a year to create a larger market for this product and larger profits for **YOU**.

SHREDDED WHEAT is a Canadian product, made in Canada of Canadian wheat.

The Canadian Shredded Wheat Co., Ltd.

NIAGARA FALLS, ONT.

Toronto Office - 32 Church St.

"It's All in the Shreds"

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Chocolate

"made in Canada,"

and if it's

MOTT'S Chocolate

has no superior the world over. We have made, through quality, **Mott's "Diamond" and "Elite"** brands Canada's Standards.

Order them—every jobber

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg

When You Sell

Suchard's Cocoa you sell the product of the largest establishment making high-grade cocoa in the world. At Serrieres, in Switzerland, over 1,200 workers are employed in eighty different buildings, equipped with the most efficient modern machinery, in making

SUCHARD'S COCOA

and chocolate products. Over three-quarters of a century's experience is behind them, and only the highest grade materials go into them. Over 25 tons are sold daily. That's a guarantee for you that Suchard's Cocoa is the **very best, every time.** You'll make no mistake in selling it, for your customers are sure to recognize its superior quality.

Write for quotations.

Canadian Depot :

FRANK L. BENEDICT & CO., Montreal

MITCHELL & SAUNDERSON, Winnipeg, Man.

HERE AND THERE WITH THE TRADE.

(Continued from page 21.)

Geo. R. Stinson, Vancouver, is giving up business.

Charlotte Keyes, Lariviere, Man., has assigned to C. H. Newton.

K. Michael has sold his general store at Mortlach to Doctor Bros.

Frederick L. Hatfield, fish dealer, Yarmouth, N.S., has assigned.

Somerville & Co., grocers and liquor dealers, London are selling out.

The assets of Joseph Rousseau, tea merchant, Levis, have been sold.

Steeves & Steeves, general merchants, Hillsborough, N.B., have dissolved.

Anshel, Moses and Josph Liberman have registered in Montreal as grocers, etc.

M. D. McPherson, Calgary, has sold out, and Stirrett & Hoad have dissolved.

J. B. Plourde, general merchant, Mount Carmel, Que., is offering to compromise.

D. Campbell, general merchant, Ymir, is succeeded by the DesBrisay Jobbing Company.

P. E. Metheral, general merchant, Weyburn, has sold his men's furnishings stock.

V. W. Johnston is succeeded in the general store business at Seeburn, Man., by W. R. Power.

P. D. Ross has registered his general store at Lorette under the name of Henry Ross & Son.

Dubois, Cadieux & Co., general merchants, St. Cyrille de Wendover, are removing to Oka.

The Ontario Fruit Growers' Association held its annual convention in the City Hall, Toronto, on November 7 and 8.

J. H. Rooney general merchant, Douglastown, Que., has assigned, and V. E. Paradis has been appointed provisional guardian.

N. Rattenbury, Limited, has been incorporated at Charlottetown, with a capital of $100,000, to trade in general merchandise. The company will also engage in pork packing.

C. N. Fortin and Isidore Trudeau, Montreal, have registered as wholesale and retail fruit dealers under the name of Fortin & Trudeau.

E. L. Smith and Charles W. Webster have registered as partners in the general store business at Kaslo, under the name of E. L. Smith & Co.

F. B. Saunders has retired from the firm of D. Sproule & Co., Canso, but the general store and fish business will be carried on under the old name.

Ambrosine Brownell and Herbert McCluskey, have registered as Brownell & Co., to carry on a general store and lumber business at Northport, N.S.

As a result of the recent uprising in the island, Cuban exports of sugar to the United States in September dropped to 93,000,000 pounds, against 230,000,000 pounds in August and 172,000,000 pounds in September, 1905.

A dividend of 10 per cent. has been declared in the estate of Reid & Co., general merchants, Hawkestone, who assigned a short time ago. The assets amounted to $693, and $656 of this was expended in straightening out the affairs.

Farmers who grow beets for the Berlin Sugar factory, have complained that the company is not making proper provision of cars for the hauling of the beets to the factory. Hon. Mr. Monteith has been asked to arbitrate the dispute.

M. Ste. Marie, A. Derrick, and J. A. Seguin, Eastern Canada travelling representatives of the "Salada" Tea Co., were in Montreal on the 27th ult., and report business as exceptionally good, particularly in repeat orders.

Because the price of milk in Brantford was recently advanced from five to six cents per quart, labor men of that city will form a co-operative dairy company, with a capital of $10,000, and sell milk at 4 1-2 cents per quart.

Mrs. Ubald Lamothe, Three Rivers, has registered under the name of H. Rivard & Co.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 80 St. Peter St., Montreal, Can.

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

BONELESS COD

The Standard Brands for 25 Years

LEONARD'S "FAVORITE" 20-lb. boxes. 1 and 2-lb. bricks, assorted.

LEONARD'S "GEM OF THE SEA" 20-lb. boxes, 2-lb. bricks.

LEONARD'S "SATISFACTION" 25-lb. boxes "Loose"

From all Wholesale Grocers, Halifax to Vancouver

When you buy

UPTON'S

Jams
Jellies *and*
Orange Marmalade

You buy something that is easy to sell again.

The consumer appreciates the quality of

UPTON'S GOODS

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

YOUR CUSTOMER

May not know that
COX'S GELATINE
has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY

have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Come To The Conclusion

that it dosn't pay to be a Doubting Thomas.

There are good biscuits on the market just as good as in the olden days.

are made conscientiously

AND THEY SHOW IT.

A Case is a good trial order.

1 Case

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

A BUSINESS SUGGESTION

Place on your Shelves

Shirriff's Flavoring Essences

MANUFACTURED BY
IMPERIAL EXTRACT CO.
TORONTO

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMO NST., MONTREAL

RETURNED
Nov 27/06
to
Cut Book No. 557

A NEW MONTREAL FIRM.

Wm. C. Christmas, a young Montreal business man has entered the commercial field on his own account, having opened up offices at 22 St. Francis Xavier Street. Mr. Christmas intends to push the agency business. Already he has an excellent peanut agency, representing Gwatney Bunkley, the Virginian house. He will do a general business in foreign dried fruits and nuts.

THREE GOOD EXCUSES FOR WORKING.

Here is a boy whose father sends him each week a copy of the Canadian Grocer.

The proud sire of this trio is a traveller, W. T. Chapman, a Nova Scotian, who is making good in Western Ontario, selling Red Rose tea. The family continue to reside at Salisbury, N.S. The picture was taken several years ago, and the baby, Anah, is now at school.

She and her brother George are each at the head of their respective classes, and the older girl, Eugenia, is second from the head. That's a pretty good record for one small family. The photograph, from which the picture was produced, was taken from Mr. Chapman's grip, and he was not easily persuaded to forgo the custody of it for a day or two.

INVENTIONS RELATING TO FOOD.

The October Labor Gazette is authority for the statement that of 419 patents issued in Canada during April last, were 24 relating to food and tobacco. Relating to the preparation of food were two filters, a corkscrew, a flour sifter, a dishwasher, bottle washer, bottle sealing device and three cooking apparati.

TRADE ENQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to ,should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1294. Hay.—A Sheffield produce firm desire to get in communication with shippers of Canadian timothy and clover hay.

1295. Eggs and butter.—A Sheffield produce firm desire to import eggs and butter direct, and invite correspondence with quotations c.i.f. Sheffield or Liverpool.

1296. Hay and fodder.—A South African produce firm desire to get into touch with reliable Canadian exporters of hay and fodder.

1297. Potatoes. — A South African produce firm are desirous of getting into touch with Canadian exporters of potatoes.

1298. Food products. — A Brussels correspondent desires to be appointed an agent to handle Canadian food products.

1302. Grain, provisions, &c.—A Bristolian would be glad of Canadian agencies for grain, provisions, fruits and food stuffs generally.

1307. Oats and hay. — A Yorkshire provision firm desires to get quotations on Canadian oats and hay, and invites correspondence.

1315. Compressed dry yeast.—A Cape Town, South African, manufacturers' agent desires to get into communication with a Canadian exporter of compressed dry yeast.

1316. Eggs.—A Lancashire firm desires the addresses of the principal Canadian shippers of eggs.

1318. Beef juice.—A London firm manufacturing a patent beef juice, is prepared to appoint a resident buying agent for Canada.

1327. Dried apples.—A French importer is desirous of obtaining the representation of a good Canadian house for the sale of dried apples.

1328. Lobsters. — A London firm would be pleased to get into correspondence with high-class Canadian lobster shippers.

1336. Apples. — A Sheffield produce firm desires to import Canadian apples, direct, and invites correspondence with reliable firms, c.i.f. Liverpool or Sheffield.

1337. 'Middles,' eggs, &c.—A Sheffield firm of produce merchants desires to get in touch with packing houses and shippers in Canada who can supply them with 'Middles' to be smoked by inquirants; also eggs, and would be pleased to take an agency for a good Canadian egg shipper.

MEETING FOR CLERKS.

A hearty invitation is extended to every grocery clerk in Toronto to be present at the next regular meeting of Grocery Clerks Benefit Association, on Tuesday evening, November 13, in the Temple Building. Business of importance demands attention.

Frank Blosdale's apple evaporator at Delaware, Ont., has been burnt.

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged Sauce of the Premier the world

Holbrooks Limited

Canadian Branch:
28 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

Seasonable Table Delicacies

TALBOT FRERES

BORDEAUX
France

Vegetables in Glass, Cases 2 doz.

Whole Asparagus,		$4.80 per doz.
Asparagus Tips,		5.00 "
String Beans,	Extra Fins	3.50 "
String Beans,	Fins	3.00 "
Macedoines,	Extra	3.20 "
Mushrooms,	Extra	4.50 "
Mushrooms,	1st Choice	3.85 "
Green Peas,	Extra Fins	3.30 "
Green Peas,	Fins	2.90 "

Canned Vegetables

Whole Asparagus,	1½-lb. tins, cases 4 1/6 doz.,	$2.90 per doz.
	2-lb. tins, cases 4 1/6 doz.,	3.40 "
	3½-lb. tins, cases 2 1/12 doz.,	5.00 "
Asparagus Tips,	cases 100 tins	20.00 per case
Lima Beans,	cases 100 tins	14.00 "
String Beans,	cases 100 tins	
	Extra Fins	16.00 "
	Fins	14.00 "
	Moyens	13.00 "
Brussel's Sprouts,	cases 100 tins	15.00 "
Macedoines, 1st Choice,	cases 100 tins	11.50 "
Mushrooms,	cases 100 tins	
	Extra	21.00 "
	1st Choice	19.00 "
	Choice	17 00 "
	Hotel	15.00 "
Green Peas,	cases 100 tins	
	Sur Extra Fins	17.00 "
	Extra Fins	15.00 "
	Fins	13.00 "
	Mi Fins	11.00 "
Spinach,	cases 100 tins	11.00 "

Terms: F.O.B. Montreal, net within 30 days, no discount

HUDON, HEBERT & CO., Limited

The Most Liberally Managed Firm in Canada **MONTREAL**

Trade has been better than expected, the following lines going out well:

Almeria Grapes
Florida Oranges
Messina Lemons
California Lemons

This is owing to fruits being extra quality. Let us have your order. Also for Nuts, Figs, Dates, Spanish Onions, etc.

McWILLIAM
Mc. AND E.
EVERIST

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Trial Shipment of Dominion Fruit Arrives in Toronto—Domestic Vegetables Replaced by Imported—Scarcity of Fish Reported.

Montreal reports state that arrivals of bananas are much lighter than last week. The Toronto market, on the other hand, is well supplied, some heavy shipments having come in during the week. The Mexican oranges expected in Toronto have begun to arrive. Despatches state that shipping of naval oranges from Northern California started on November 1st. Southern navals will not be in condition to move much before December 1st. Nova Scotia cranberries are quoted on the Montreal market. Cape Cods are still on the rise.

The trial shipment of Dominican oranges, sweet limes and grape fruit, which reached Toronto this week gives promise of great things. The orange is close-grained, and remarkably sweet and juicy, with very thin skin, and is of good size and color. A sweet lime seems an anomaly, but samples prove that the name is appropriate. In shape the sweet lime is similar to the bitter orange, being flattened at the top and bottom; it is also similar in size. The Dominican fruit is not yet listed, but it is thought that considerable importations will soon begin.

Canadian importers have received news of damage to the grape crop in Spain caused by recent heavy rains there, but the weather is now favorable and even better shipments than have so far arrived are expected shortly.

Fred. Barker gives the following figures regarding the apple export trade for the week ending November 3rd.: Shipments from Canadian ports, 58,948 barrels; from United States ports, 91,557; total, 150,505 barrels. The total for the same week of 1905 amounted to 123,297 barrels. This year's exports to date amount to 748,067 barrels, compared with 975,247 barrels for the same period last year. Among the shipments from Halifax last week were 1,200 barrels to Capetown, South Africa.

In the vegetable market most of the domestic lines are being replaced by imported goods. The scarcity of peppers is somewhat curious.

Scarcity of fish is generally apparent. Oysters especially show marked advances as a result.

MONTREAL.

GREEN FRUITS. — Dealers report fair to good trade in general lines. Valencia oranges have been advanced $1, the trade now being asked, $4.50. New dates, second arrival, are quoted at 5c. Bananas are not so plentiful this week, but prices are reasonable. Anything from $1.00 to $1.75, according to quality, is asked. The first Nova Scotia cranberries of the season are now quoted, the price asked being $2.75 per 32 quart box. Lemons have been advanced 25c. New grapes are now becoming plentiful, and are quoted from $5 to $7 per keg.

Late Valencia oranges, per box		4 50
New dates, per lb	0 05	0 06
Bananas, fine stalk	1 00	1 25
" jumbos	1 25	1 75
Cocoanuts, per bag of 100		4 25
Pineapples	4 00	6 00
Egg plant, doz	2 50	3 00
Apples, bbl	2 75	5 00
New lemons		4 75
Pears, per box		3 25
Pears, bbl	5 50	9 00
Jamaica oranges, per bbl		5 00
Jamaica oranges, per box		2 75
New figs, per lb	0 09½	0 14
Cranberries, Cape Cod, per bbl	9 00	10 50
" Canadian, bbl		8 00
" first Nova Scotia's, per box		2 75
Florida grape fruit, box	4 00	4 50
Jamaica grape fruit, box	3 75	4 00
Almeira grapes, per bbl	4 50	5 50
Grapes, per keg	5 00	7 00

VEGETABLES.—In vegetables there is not a great deal of activity at the moment. Trade transacted is more of a local nature than anything else, and merchants are buying only in quantities required for immediate use. The fact that all the staple lines are now finished means that the bulk of the trade is over. Imported vegetables are now almost completely taking the place of the domestic goods, and there is a consequent advancing tendency in prices. Green peppers are now costing $3 a basket, against $1.25 a week ago. Cucumbers are lower, good stock being obtainable at $1.25 per dozen, but even this price is high. Fair trade is being transacted in lettuce and tomatoes. California tomatoes are quoted at $3.25 a crate.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Green peppers, per half-bbl. basket		3 00
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 75
California " crate		3 25
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		1 00
Spinach, per bbl		2 00
Spinach, box		0 30
Cucumbers, per doz		1 25
Celery, per doz		0 50
Potatoes, per bag	0 75	0 90
Jersey sweet potatoes basket		1 70
" barrel		2 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Boots bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		6 00
Green beans "		6 00

FISH.—There is an advancing tendency in the market this week, prices on several lines being higher. Stormy weather has had the effect of limiting arrivals of haddies, and stocks held are not large as a consequence. Shipments of bloaters and kippers are coming in freely, however. This will probably be the last week for fresh lake fish, as even now arrivals of dore and pike are falling off. Steak cod at 6c. is scarce on the market, but haddock and market cod are in very good supply. Stocks of Labrador herring are good, and there is excellent demand for these at prices quoted. Green cod is moving quite freely. Higher prices rule for shell oysters this week. $7 to $9 a barrel being asked. Standards are arriving more freely, but Selects are rather scarce.

Fresh haddock, express, per lb		0 04
" halibut " "		0 10
Lake trout " "		0 08
Sea trout, " "		0 12
Flounders, " "		0 13
Grass pike, " "		0 07½
Dressed bullheads " "		0 09
Dore, per lb. " "		0 10
Steak cod " "		0 06
Market cod " "		0 03½
Mackerel large, " "		0 12
B. C salmon " "		0 10
Gaspe salmon, chilled, per lb		0 16

Smoked fish—		
New Rippered herring, per box		1 00
Yarmouth bloaters, per box		1 25
St. John bloaters, "		1 10
New haddies, in 15-lb boxes, per lb		0 07½
Smoked herring, in bundles, per box		0 12
Oysters—		
Standards, bulk, per imp. gal		1 40
Selects, bulk, per gal.		1 60
Shell oysters (Malpeques), barrels	7 00	9 00
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Prepared fish—		
Boneless cod, 1 and 2-lb. bricks		0 05
" fish, 2-lb. bricks, per lb		0 06
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, per case of 100 lbs		5 50
Salt and pickled fish—		
Labrador herring, per bbl		5 50
" " No. 1 N.S. herring, bbls		5 00
" " per half bbl		3 00
" salmon—		
" " in bbls		12 50
" " in ½ bbls		6 75
Mackerel, per pail		1 75
No. 1 green cod, in bbls, of 200 lbs		7 00
Small. " "		5 00
Large dry cod, 112 lb bundles		6 50
No. 1 salt eels, per lb		0 07
New turbot, bbls 200 lbs		10 00

TORONTO.

FRUIT.—Heavy arrivals of bananas during the past week are reported, and prices are slightly lower. The first Mexican oranges are now listed, and new arrivals of Florida pineapples are also quoted. The apple market is reported strong. Cranberries are still advancing, while oranges, lemons and limes are considerably lower.

Oranges, Jamaicas, per barrel	5 00	5 50
" " box	2 65	3 00
" Florida, 126s-216s		3 50
" Mexican 126s 216s		2 75
Grape fruit, 54's, 64's 80's, 96's	4 25	5 00
Lemons, Californias, boxes	6 50	7 00
" Messinas, 300's-360's	4 25	5 00
Limes, per crate	1 00	1 25
Pineapples, Florida, 30s and 24s		5 00
Apples, snows	2 75	3 00
" Spies		
" Baldwins	1 75	2 00
" Greenings	2 25	2 50
" Alexandria's	1 75	2 25
Bananas, per bunch	1 50	2 00
Red bananas per bunch	2 20	2 50
Plums, Idaho, 4 basket crates		1 25
Pears, per basket	0 40	0 75
Grapes, small baskets	0 25	0 30
" Almeria, per barrel	5 50	7 00
Chestnuts, per peck, $1 60 to $1.75, per bush.	6 50	7 00
Crabbs, per basket	0 30	0 40
Cranberries, per barrel	10	0 11 00
" " crate	3 50	3 75

VEGETABLES. — Hot house cucumbers are added to this week's list, and command a fancy price. All varieties of onions show an advance, as also cauliflower. Delaware potatoes are from 5 to 10 cents higher, owing to scarcity of cars for shipment; Ontarios remain at 75c. per bag, though very few are offered. In carload lots the two varieties are quoted at 75 cents and 65-70 cents respectively. Egg plant is no longer obtainable, and Canadian tomatoes are nearly exhausted. Peppers are also none too plentiful.

Potatoes, De awares, per bag	0 85	0 90
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 50
" per basket		0 60
Extra fancy, double heads, per bbl	3 50	4 00
Onions, Spanish, per large case		2 75
" " small case	1 10	1 25
" Yellow Danvers bags	1 10	1 25
" Canadian, per bag	1 10	1 25
Cabbage, new Canadian, per bbl		1 50
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 30
Cucumbers, hot house, per doz		1 75
Radish, per doz	0 20	0 25
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush		1 60
" " hand-picked, bush		1 75
" Lima, per lb		0 06½
Tomatoes, Canadian, per basket		0 40
Watercress, per doz. bunches		0 25
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 30
Mint, per doz	0 15	0 20
Cauliflower, per doz	1 00	1 50
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25

MEXICAN ORANGES

1st car arrived this week. Fine and sweet

Florida Oranges and Grape Fruit

A fine stock of Ripe Bananas

Jumbo Bunches for this week

Ripe New Lemons—Home Guard Brand

White & Co., Limited

Toronto and Hamilton

BLOE meaning Best Lemons On Earth

"ST. NICHOLAS" "HOME GUARD," "KICKING" AND "PUCK"

10 500 BOXES

is the total of our sales to date to Ontario Wholesalers for October and November shipment, 1906. Ask your dealer for them.

W. B. STRINGER & CO., Sole Agents - Toronto

Florida Oranges, New Messina Lemons, New Dates, New Figs,

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

YOUR CONSIGNMENTS OF POULTRY, BUTTER, EGGS, APPLES (GREEN OR DRIED) SOLICITED

CALIFORNIA LATE VALENCIAS

FOR FANCY TRADE

The only Sweet Orange on the market at present.

Our last car EXTRA FANCY "GOLDEN ORANGE."

Brand VALENCIAS due now, very desirable sizes and prices reasonable.

Let us have your orders

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, VALENCIA RAISINS, SULTANAS, FIGS, and DATES

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG

BANANAS

exclusively the year round.
Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN

BELLEVILLE ONT. and BOWMANVILLE ONT.

DRIED APPLES

Highest Prices paid.

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

Cable Address; "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.

LOBSTER PACKERS
HALIFAX, N.S.

Shippers of

Live, Boiled and Canned Lobsters and Dry and Pickled Fish

CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

W. H. WILSON CO., Limited

HIGH GRADE VINEGARS

CIDER AND EVAPORATED APPLES

TILLSONBURG, CANADA

J. V. DE YBARRONDO & Co.

Successors to James Violett & Co.

IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^a

BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

I

give my attention to turning out Jams and Jellies that will "eat" well because that they will sell well follows as a natural effect.

I have men around me in sympathy with my policy so my ideas are well executed.

When the government analyst makes a test, he never finds my goods wanting. Preaching Purity is one thing – it's this ad., practising Purity is another thing—it's "E.D.S." BRAND.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, *Winona, Ont.*

Spinach, per bushel	0 40
Parsnips per bush	0 50
Sage, savor, thyme, etc, per doz bunches	0 10
Oyster plant, per doz bunches	0 40

FISH.—In fish all varieties are reported this week to be somewhat scarce. Labrador herring in barrel is the only line which has declined, while oysters, herring, fresh cod and haddock, and all frozen fish show a considerable advance.

Fresh halibut	0 15 0 15
Haddock, fresh caught, per lb	0 08
Fresh cod, per lb.	0 10
Fresh lobsters, boiled, per lb	0 20 0 25
Shrimps per gal	1 00 1 25
Whitefish, per lb	0 10 0 12
Salmon trout, per lb	0 09 0 10
Ciscoes, per basket	1 25
Perch, per lb	0 05 0 06
Herring, large, per lb	0 10
" medium, per lb	0 06
Pike, per lb	0 05 0 06
Blue fish, per lb	0 10
Fresh mackerel	0 20 0 25
Eastern salmon, per lb	0 20
Finnan haddie, per lb	0 08
Oysters, per gal	1 90
Labrador herring, per half bbl	3 00
" " bbl	5 50
Frozen.	
Halibut, per lb	0 12
Pink Salmon, per lb.	0 10
Red " "	0 12
Fancy Manitoba white fish, per lb	0 12

WINNIPEG MARKETS.

GREEN FRUITS—Wholesale fruit houses are advising their customers that the weather is now too cold for safe shipment of fruit in box cars. Quotations are:

Winter Apples.	
Famuse apples, per bbl.	5 50
Snow apples, per bbl.	5 00
Fancy greenings and other green var., per bbl.	3 50
" baldwins and red varieties, per bbl.	3 55
" northern spies, per bbl.	4 50
" Jonathan (American) apples, per box	2 00
Oranges and Lemons.	
California Oranges (Valencias), 200s 250s, per case	6 25
" lemons, 300s-360s, per case	10 00
Cranberries (Cape Cod), per bbl.	11 00
Bananas, per bunch	3 00
Malaga grapes, per keg	6 50
Tokay grapes, per case	3 00
Ontario grapes, red Rogers, per basket	0 40
" " Niagaras, per basket	0 30
Vegetables.	
Manitoba celery, per doz	0 40
Native onions, per lb	0 02½
Valencia onions (large cases), per case	4 00
Sweet potatoes, per bbl.	6 00

MALAGA PRICES.

Some idea of the havoc wrought in the Malaga raisin district of Spain by the great storm of September 26 may be gathered from a statement in a letter to Rose & Laflamme, Montreal, from Jose Segalerva: "The damage is so heavy that of 1,000,000 boxes we first anticipated—this being a regular crop—there will be left only from 350,000 to 400,000. . . . This district is where almost all the fine blue fruit is produced." Prior to this storm Malaga fruit prices were about on a par with last year. Since then they have been bounding upward.

White & Co., Toronto, received their first car of Mexican oranges this week. The fruit was particularly sweet and of good color for the first shipment.

PURE APPLE CIDER

PURE CIDER VINEGAR

And when we say PURE we mean PURE in every sense of the word.

Barrels, Half Barrels and Kegs

Order To-Day

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

THE LARGEST SALE ON RECORD

"HALIFAX" CODFISH

Put up under the following packages:

HALIFAX SHREDDED CODFISH, 2 doz. to case.
HALIFAX FISH CAKE, 24/1s to case.
HALIFAX 1 lb. WOODEN BOXES, 2 doz. to crate.
HALIFAX 3 lb. WOODEN BOXES, 1 doz. to crate.

BONELESS

Order now. Prices and further particulars on application

THE ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

A. H. BRITTAIN & CO., Agents, MONTREAL
H. G. CONNOR, Agent, WINNIPEG
CHAS. MILNE, Agent, VANCOUVER

Branch Offices
Halifax, Can.
Montreal, Can.
Winnipeg, Can.

Chebucto Boneless Codfish

Packed in 20 lb. and 40 lb. boxes in 1 and 2 lb. bricks

Skinless

Cod, in 100 lb. and 50 lb. boxes
Pollock, in 100 lb. and 50 lb. boxes

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

HEADQUARTERS FOR FISH AND OYSTERS

The F. T. JAMES CO., Limited

Catchers and Wholsesale Distributors of

FISH AND OYSTERS

If any firm understands the ins and outs of the fish business, we do; and every condition warrants the biggest kind of trade in such lines as we control.

We're able to show ample margin of profit for the retail dealer without skimping qualities in any way, and there's no need to magnify our facilities for doing things right.

The F. T. JAMES CO.

76 Colborne Street Toronto

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

NEEDED MORE ROOM.

Owing to their rapidly increasing trade in Canada, the Toronto branch of Holbrooks Limited, has had to seek more commodious quarters, and have removed to 25 Front Street, East.

SUGAR IS SUGAR.

Sigmund Stein, English sugar expert at the International Congress of Applied Chemistry at Rome, said: "One often distinguishes between different kinds of sugar, but in fact, the product is one and the same. Sugar is sugar, from whatever source or raw material it may be manufactured, but the public distinguish different kinds and varieties, and are led to this belief by announcements, which I am sorry to say are circulated for trade purposes, and which advertise the superiority of one type over the other. Canada, following the wise lead of the United States, is doing everything she can to encourage a home beet sugar industry."

Mr. Stein did not mean that sugar was not of varying quality. His object was, evidently, to correct the wrong impression that sugar from beet was essentually different from sugar, the product of cane.

A. Laniel, president of the Montreal Retail Grocers' Association, has returned from a short trip to New York.

NAPTHO SOAP CAMPAIGN.

The Welcome Soap Co., of St. John, N.B., have made a hit with their Naptho soap. The Maritime Provinces have been exploited with great success, both the trade and the public having taken to the new soap with great readiness. Repeat orders are coming most encouragingly. The company are now starting their campaign in Ontario, where their agent is David Grierson, 672 Yonge St., Toronto, and there is no reason why they should not be as successful west as east. Experts who have tested it say Naptho for all household purposes is one of the finest soaps in the world. The manufacturers say it is impossible to produce a better article at the price.

"With 'Baited' Breath the Skipper Calls" "Baited" With What?

SKIPPER SARDINES

of course. They catch every palate. Don't confuse ***SKIPPER*** Sardines with the numerous other brands of Norwegian Fish on the market. ***SKIPPER is in a class by itself.*** Millions of householders throughout the world keep asking "gently but firmly" for ***"SKIPPER"*** Sardines. They are ***Sardine satisfaction.*** $2,500 guarantee of purity on every can.

FOR SALE BY

Eby, Blain Co., Ltd., Toronto	Balfour, Smye & Co., Hamilton
H. P. Eckardt & Co., "	Lumsden Bros., "
F. W. Humphrey, "	Jas. Turner & Co., "
T. Kinnear & Co. "	Edward Adams & Co., London
Jas. Lumbers, "	W. H. Merriman, St. Catharines
Jno. Sloan & Co., "	Jno. Sloan & Co., Belleville
Warren Bros. Co., "	T. Kinnear & Co., Peterboro
	Provost & Allard, Ottawa

If Skipper Sardines have not been brought under your notice we shall be glad to send a sample can free of charge so that the Skipper claim may be investigated. They'll suit you to a "T."

Address **The WEE MacGREEGOR CO.**

Sole Canadian Agents **TORONTO, ONT.**

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. HALIFAX, Nova Scotia

None of my Cigars ever come in for the Tight-Rolling that makes the draw hard, nor the Loose-Rolling that makes them burn badly

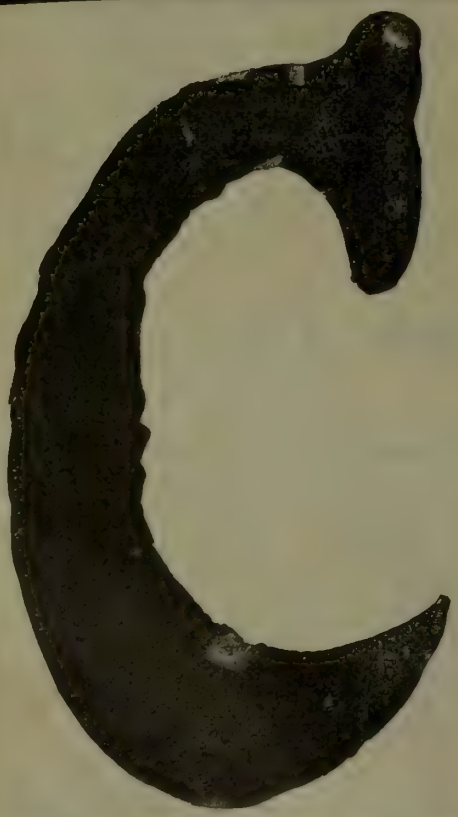
My "Pebble" and "Pharaoh"—in fact, all my cigars—get the perfect roll, right amount of filler, properly protected by the binder, properly finished with the wrapper.

You may not be acquainted with these facts, but smokers certainly are; and, of course, you know Mr. Smoker is the doctor.

"Pebble" and "Pharaoh" suit the final party, therefore, they should be sold by the middle party—you.

"500" offer—don't forget it still stands good.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA



CAN

you be content to see smokers going into other grocers' stores—profits going into other grocers' pockets.

If you can, you'll have no interest in a merit tobacco like **T. & B.** If you cannot, you'll get more particulars right away.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

One's Wife as His Partner

The young man starting out on the more or less troublous, even if delightful, sea of married life, finds, among other questions to be taken up early and settled, the matter of family financiering. While some young couples arrange matters on a basis of allowances, others take up everything as equal partners, each entitled to know all the sources of family income and all the objects of family expenditures. In this matter Hugh S. Fullerton offers some pertinent suggestions. He says:

Trust your wife; make her your partner in business as well as in the household affairs. Lack of confidence, failure to confide in and consult with the wife is one of the most prolific sources of matrimonial clashes in the U.S.

The American, while acknowledging his wife as his equal, and declaring before the world that she is the most emancipated woman on the face of the earth, under pretext or under firm belief that he is sparing her worry, shuts her out from his business and strives to run the financial department of the household without consulting her. Many times this plan, which may be meant as the greatest kindness, is productive of grave troubles.

I know one man who promised to love, honor and cherish a woman who destroyed perhaps forever his own happiness and the happiness of his wife and child by a mistaken effort to spare her worry and anxiety.

This man was working on a salary of $60 a week, and of this he made his wife an allowance of $45 a week. On this sum she was supposed to pay all household expenses, dress herself and the baby and save enough each year to pay the taxes and the life insurance which he carried as a safeguard to his family. Her task she found an easy one. But after a year of this arrangement the firm declared a cut in expenses was necessary, and cut the salary of this man to $50 a week. There was no better opening visible and the man accepted the cut.

Instead of confiding in his wife and rearranging the family finances to conform with the new salary, the man determined to hide the facts from his wife, keep up her allowance of $45 and attempt to live on $5 a week himself, paying his lunch and car fare and cigar bills with $5. Things ran smoothly for a few weeks, but occasionally business demands caused the man to spend in excess of his $5 allowance. He ate at cheap restaurants or went without his lunches. His companions noted his change in habits—and so, in time, did his wife.

Believing that the man had $15 a week spending money, she wondered at his constant lack of money, and—in time a woman will—she became suspicious. She did not understand what he did with $15 a week, when his ordinary expenses would not run over half that amount. When she spoke to him about the matter he, realizing the sacrifices he had made supposedly for her sake, felt her implied censure keenly. The faith she had in him was shaken and the difficulty resulted in open rupture, which led to the divorce court.

His story of self-denial in court gave her the first intimation of the real status of the case, and she moved toward reconcilation, but he, with pride hurt, refused.

The man had nothing to blame but his failure to admit his wife to the partnership which the marriage vow contemplates. He meant well, undoubtedly, but he is one of those men who secure large paving contracts in the nether regions.

He sought to spare his wife worry regarding the decrease in his salary, and made her twice as much worry and infinitely more trouble.

The chances are that the woman who simply must have a $200 dinner gown for some function, or an $80 hat for Easter, would not ask for it if she thought she was forcing her husband to deny himself to give to her. The husband "hates to tell her he cannot afford it"—and through her ignorance she often bankrupts the family and then stands charged with the "extravagance," when her worst fault is ignorance, and that because of her husband's failure to trust her and to tell her exactly their condition of finances.

The proper method—and one which the ceremony of marriage means—is an equal partnership and an equal exchange of confidences in money matters as well as in other affairs.

If both know the exact condition of affairs and then ruin comes, neither can blame the other for the castrophe, and they remain as close together in ruin as in prosperity.

Henry Lafreniere, a large manufacturer of cigars in Ashland, Wis., intends to start a branch factory in Fort William.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

WINDOW AND INTERIOR DISPLAY

Suggstion for a Moving Christmas Wi ndow Attraction—An Interior in Edmonton——Working the Show Window for all there is in it.

Michie & Co., Toronto, pay close attention to their window dressing, and change the trims once or twice a week. Monday of this week they took out a trim, the feature of which was figs, and put in another, the feature of which was still figs, but the whole was sufficiently different from that which preceded it to prevent it creating the impression of staleness in the mind of the passing public.

The back of the present window is a wall of honey in the comb, topped with small jars of strained. In front, to about half the height, are arranged various sized boxes of figs, square, oblong, large, small. Nuts have been added to this display. They are set among the fig boxes in circular papiere mache dishes 15 inches in diameter. In the centre of the window are Brazil, pecans, wallnuts, in a line one before the other. At either side of the pecans are filberts and almonds, making in all five kinds of nuts. The foreground is occupied with a few fancy boxes of figs and dates, some opened, and a couple of boxes of "crackers" are added on the centre line of the window for color.

Michie's never crowd their window.

The main portion of the window facing the street is separated by mirrors from the pane facing, anglewise, the doorway. In this small angular space on glass shelves is ranged a display of fine bottle goods and delicatessen.

* * *

It is not every good tea and coffee dealer, says the Tea and Coffee Trade Journal, that can put together an attractive window display. One may have a capital fund of useful knowledge in the purchase or even the sale of goods over the counter; a brainy, go-ahead dealer may go further than this and be an artist in fitting and arranging his store interior, and yet his talents may not reach out in the line of money-fetching window dressing.

But practically every dealer has a show window and every show window is an agency for advertising and the extension of sales, and, obviously, the extending of sales means in two directions increase in profits. First, you have more customers from whom you can get your income, and the larger demand makes larger purchases possible.

Therefore, so valuable a feature as your show window must be worked for all there is in it, and if you do not know the trick of squeezing out all there is in it, get some one who does, and—don't be niggardly—it will pay you to share liberally the extra income such extraneous talent may bring you.

There are legions of professional "window dressers" in these days of razor-keen competition, and they are looking for just such an opportunity of increasing your trade through your show window. They are doing that same trick so successfully for many thousands of other stores that the profession of rigging out a show-front that will bring cash returns is supporting a young army of artists who are window-sharps. If you don't know one, don't let that deter you; just put an ad in the papers and see them troop to your door.

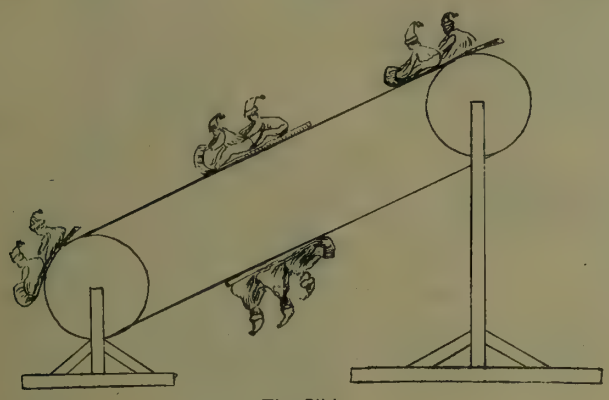
AT AN OUTPOST OF COMMERCE.

Revillon Bros., are leaders in the tremendous commercial development of the Middle West. They are large operators in the fur trade. They have a wholesale department and a retail departmental store at Edmonton. The accompanying illustration shows their retail grocery department. It would do credit to a store in any part of Canada, and located at the doorway of the great northern plains, bespeaks the energy of western commercial methods.

DRY GOODS WINDOW DISPLAY COMPETITION.

Many readers of the Grocer are general merchants, and will be interested to know that the Dry Goods Review & Men's Furnisher is offering the following prizes, first prize $15, second prize $12, third prize $8, for the best win-

dow displays of Xmas goods in its respective lines, and further will pay $5 for every photo of a window display used sent in by competitors who did not earn a prize. The competition will close on February 1, 1907. All photographs, together with full description of window, must be addressed to,—Editor, "Dry Goods Review," Toronto.



The Slide.

MOVING DEVICE FOR CHRISTMAS WINDOW.

Good old Santa and his reindeer are familiar as the central objects in Christmas windows, and it is doubtful if any better one can be devised, or one that can begin to equal him in interest. But the decorator who has been steadily using Santa for this purpose, year after year, may be glad of a suggestion by way of a change. Perhaps not many grocers go in for mechanical contrivances to add to the attractiveness of their holiday windows, but here, is a simple one which some ingenuous good shift man might like to try. Call it a toboggan slide.

The diagram shows how simple it is. Two wheels, one higher than the other, connected by a belt to which are attached the brownies on their toboggans. It could be operated by a small motor.

The second illustration shows the staging. The housed background is merely suggestive. A piece of painted canvass with some trees, or simple winter scenery would answer. The mechanical contrivance would be placed behind the hill and adjusted to make it appear that the little fellows were coasting. The hill could be made out of batting, kalsomine and diamond dust. The belt which carries the tobaggoners might be covered with cotton to prevent it showing.

CARD WRITING.

It is not such a difficult matter to write show cards, but many grocers have never made the attempt which might show them that they were capable of producing a really respectable card by means of the pen or brush. Some merchants hardly use cards at all, others rely upon the rubber-stamp outfit. Clerks who might eventually develop great ability in the show-card line are hampered by the instruction of employers who cling to old ideas and fail to see the possibilities of new ones. Then there are the men who attempt the work without any apparent desire for excellence. Their crudity makes them an exhibit which attracts attention—and fails to attract custom. To the first class of card-writers we would say: Learn show-card writing, and to the second class we would say: Learn show-card writing.

By this is meant not necessarily the highest form of card-writing, which at the present day has come to be even a profession in itself, but the proper way to make a card, no matter how plain or simple it is. It is impossible in one lesson to teach show-card writing, but a few primary suggestions may be helpful.

One of the first causes of poor work is a failure to appreciate the value of simplicity. In almost every case the plain card is the best, and it is the first which should be studied. But so-called "fancy" lettering, and scrolls and furbelows have a facination for some people, and as produced by them they are an abomination to others. They cannot be read at a glance, sometimes, indeed they are next to indecipherable. Legibility is a prime requisite in a show-card; anything hindering it should be most carefully avoided. In the same class with "fancy" schemes may be placed old-fashioned styles of lettering,—not the genuine "old styles," which are among the best letters in use to-day, but the freak fashions which appeared in type, roughly speaking, between the years 1850 and 1890, and which even yet, in some localities, the unfortunate country editor is compelled to employ.

Taking it all round, country newspapers although a good thing to support, is a bad place in which to look for good type faces, but the large city dailies and the magazines which at some time or other reach the most out-of-the-way part of the country, contain models which every dealer having to do with window-cards would do well to study, choose from and copy. Of course in most cases a type printed letter must be modified to a certain extent when used for show-card work. It always pays to do the work well, but it doesn't pay and isn't necessary to spend the time on a temporary price-card that it would take to letter a permanent sign. Show-card writing and sign-writing are two different trades—or professions, for you can be an artist in either of them—and the very best cards are written by some of the fastest workmen.

PRICES ON PACKAGE GOODS.

Detroit Retail Grocers' Association, a strong organization including many of the most important retail concerns in the city, may commence a fight on the practice employed by several manufacturers of placing the retail price in their packages of goods. This practice is considered to be against the retailers' interests, hence the opposition to a continuation of it. A large number of widely advertised proprietary food products have the retail price printed prominently on the label. The retailers maintain that the profit which they are allowed to make is sometimes so slender as to amount to almost nothing.

The Staging.

J. Ernst & Son, general merchants, Mahone Bay, have purchased the property of Elias Langille at Blockhouse, N.S., which they will open as a branch. A. L. Ernst will have charge.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

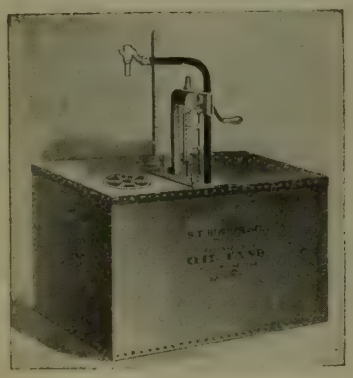
Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.



Cut 19B. One of 50 Styles.

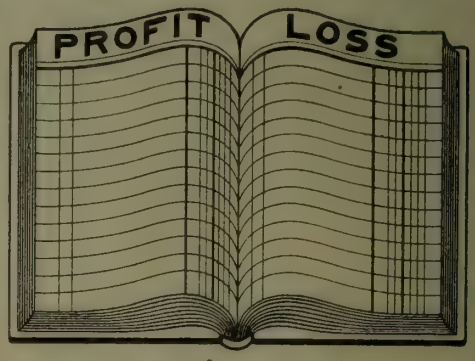
We want every Grocer to send for CATALOG 8

On Which Side of the Ledger

¶Does your oil business represent a profit or a loss to you?

¶ Are you tired of selling oi simply as an accommodation to your customers and pocketing the loss? :: :: :: :: ::

¶ Then you want a BOWSER PERFECT SELF-MEASURING OIL TANK. With it, there's no loss of oil, time or labor, no dirt, no smell.



S. F. Bowser & Co.
Incorporated
Mfrs. of Kerosene and Gasolene Tanks
530 Front St. W., TORONTO, Ont.

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

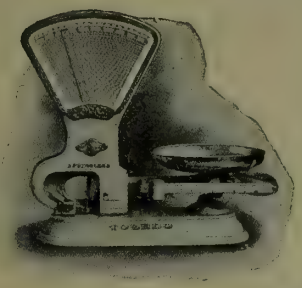
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Prosperous Grocers

are always up-to-date grocers,

Up-to-date grocers are users of our

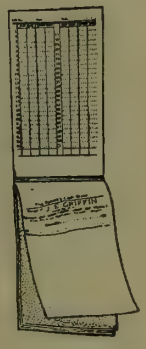
SPECIAL DUPLICATING

Counter Check Book

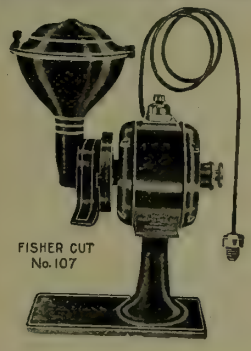
A sample awaits you

The Carter-Crume Company, LIMITED

TORONTO and MONTREAL



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

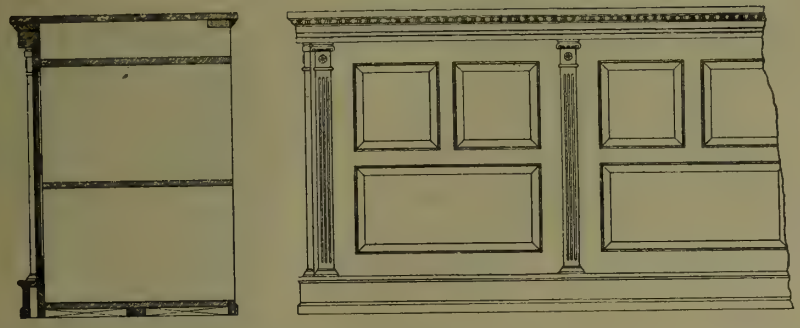
Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A SOLID OAK COUNTER



ATTRACTIVE—SUBSTANTIAL—SERVICEABLE

If desired the rear of this counter may be

Equipped with "WALKER BINS"

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representatives:

MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask.

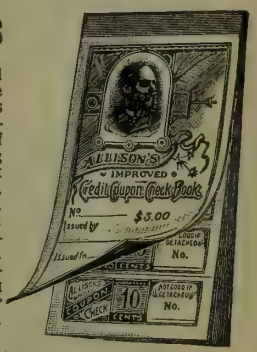
WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style passbook—errors every day. Forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting devices. Look here—



IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Blessed is the Grocer

who Sells MacLaren's Imperial Peanut Butter

Blessed by the hostess who has to improvise a supper at short notice, for nothing makes a more delicious sandwich. Blessed by the epicure on the lookout for the latest delicacy, for nothing appeals more strongly to the cultivated palate. Blessed by the mothers who are seeking an appetising, wholesome, nourishing food for the youngsters—there is nothing they enjoy better and how they thrive on it. Blessed by all classes of customers.

Twice blessed by descrinimating customers.

Thrice blessed is the grocer who sells it, inasmuch as MacLaren's Imperial Peanut Butter shows the right kind of profit---- the sure kind----all risk eliminated.

The ideal way of handling cheese— the profitable way, is to sell these.

If unable to get our lines from your jobber, write direct.

MacLAREN IMPERIAL CHEESE CO., Limited

Head Office: TORONTO:

New York, N.Y. Boston, Mass. Chicago, Ill. London, Eng.
Philadelphia, Pa. San Francisco, Cal. Woodstock, Ont.

United States Office and Warehouse: - - DETROIT, MICH.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 8, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 83
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 07 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
8a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes, "English" 36 10's ... $2 85

Canada Flakes "Household." 24 25's ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins,	4½	doz. to case		per doz.,	$ .90
1 " "	½	" "		"	2.40
½ " "	2	" "		"	4.75
1 " "	1	" "		"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

	Per
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" ¼s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors, 20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

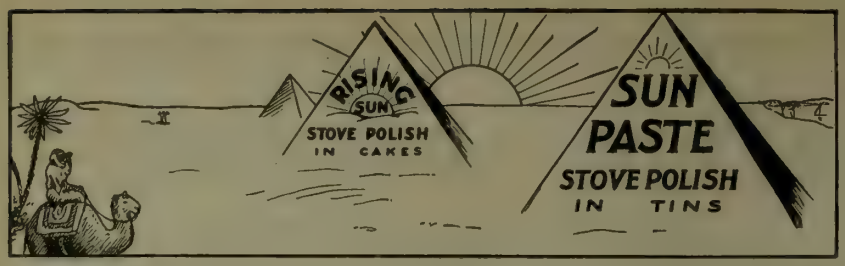
JAMES TURNER & CO.	Per
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 30

100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40



Interesting But Not New

We mean the oft repeated tale of increased sales of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. This season history repeats itself and shows our sales of both styles of our goods very largely in advance of our sales for corresponding period last year. This interests you almost as much as it interests us because it proves for you our claims tosuperiority. Push RISING SUN and SUN PASTE: It pays to do it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Batger's

Purity in manufacture; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

OTHER GROCERS ARE MAKING MONEY SELLING

BORDEN'S BRANDS

"Eagle" brand Condensed Milk

and

"Peerless" brand Evaporated Cream

(UNSWEETENED)

WHY NOT YOU? There is nothing in this line equal to **Borden's Brands.** Every jobber sells them, if not, write

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3	cents each
5 00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $2.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net; tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" 1-lb. tins, "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

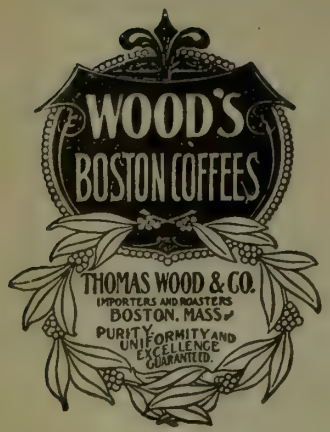
GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15

Crystal Soap Chips, per lb. 4½c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" " black, "		15 30
Oriole soap, "		10 20
Gloriola soap, "		12 00
Straw hat polish, "		10 20



Don't Change

"Change just for change is just like these big hotels—
When they shift the plates and let you live on smells."

WOOD'S COFFEES

smell to a purpose. They give that fragrance that the coffee drinker likes, and after found will always hunt for.

In other words, after smelling, he doesn't want any change in his coffee.

Grocers who have made these Coffees their leader, do not desire a change, for their patrons will not permit it.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½

Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½

Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05

Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-5 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

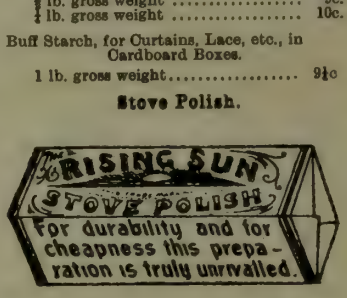
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

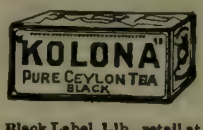
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

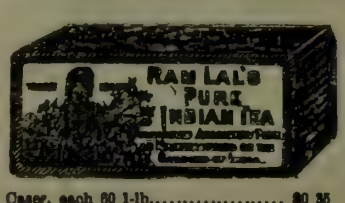
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Case, each 60	½-lb.	$0 35
" " 60	¼-lb. 1-lb.	0 35
" " 120	½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.	$ 0 25	$0 50
Blue Label, 1-lb. and ½s.	0 20	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
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Bronzed tins of 10, 25, 50 and 80-lb.	
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No. 2 "	0 20
No. 3 "	0 25
No. 4 "	0 20
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" Amber, 8s. and 8s	0 60
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" Rosebud, 7s	0 51
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" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 51
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
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El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

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Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
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The finest retail grocery offerings for Xmas trade.

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CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 16, 1906. NO. 46.

Your customers won't complain of "those blue streaks" in their linen if you sell them

Keen's Oxford Blue

—Saves a lot of arguing to sell only **The Best** goods.
—**Keen's Oxford Blue** is everything that a blueing
—should be.

Every jobber sells it.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

NO TABLE SYRUP

can equal

"CROWN" BRAND

none can surpass

"CROWN" BRAND

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

WHY EXPERIMENT?

Every jobber sells "Crown" brand. If yours is out of stock, ask him Why?

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

184 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

DROP US A POST CARD

Costs you only ONE CENT

and we will tell you how to make MORE MONEY on

Matches

than you do now.

We know ALL about making matches. Write and find out more about this important staple. It means more money for you.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S. SCUDDER M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Thistle" Brand Canned Haddie

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No bone, dirt nor slime ever gets into the **"Thistle"** Brand. Open a can yourself for the most convincing proof—they are all right at all times. Always **Genuine Haddie only.**

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(Continued on page 4.)

A "ONE WEEK" SPECIAL

Just to see what we can do with a week's special prices we are making quotations for one week only:—

Hirst's Yorkshire Toffee

These goods are right, up-to-date lines and good sellers.
Yorkshire Caramel Toffee, ½-lb. cakes, tins 5-lbs.
Yorkshire Caramel Drops, ½-lb. tins, to retail at 15c. tin.
Cream Bon Bons, tins 5-lbs.
White Rose Toffee, ½-lb tins, to retail at 15c. tin.

Send us your orders **NOW** if you want the special prices.

How many of your male customers smoke? They all like a good cigar; why let them go to the cigar store when YOU can sell them a good cigar!

Now there's our **"ANCHOR"** brand Cigar, at $35.00 per 1000—sells at 5c. straight,—it's a good smoke. You make 1½c. on each cigar. Do you make that much on a pound of sugar? Figure it out and you'll send us an order for a trial lot—You don't have to buy a thousand to find out.

The **EBY, BLAIN CO.,** Limited

WHOLESALE GROCERS
TORONTO

Best Value to the Public

A Good Profit to the Grocer

Blue Ribbon Tea has now become the favorite package tea for all enterprising grocers everywhere to push.

For, Blue Ribbon Tea *"sells itself,"* as it is undoubtedly the best value and the best advertised Tea in Canada to-day.

This brings customers to your store, and helps to sell your other goods as well.

THE BLUE RIBBON TEA CO., Limited

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

TOUGH FIBRE PAPER

FOR GROCERY WRAPPING

Strong, Stiff. *Will not Break or Crack.*

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA. HALIFAX, N.S. OTTAWA, ONT. HAMILTON, ONT. QUEBEC, QUE. VANCOUVER, B.C. LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN. MONTREAL, QUE. TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

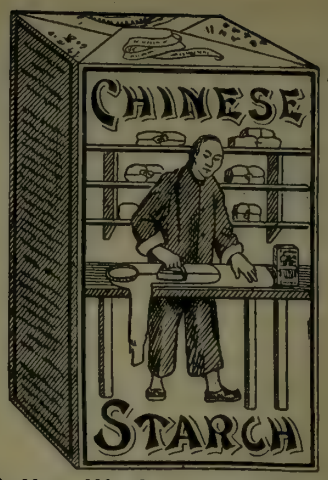
The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO, Limited

10 FRONT ST. EAST, TORONTO

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St. Montreal

Have you tried *Aylmer Celery Relish* ?
It is a delicious article and an excellent seller. Packed in very fancy 16-oz. Glass Jars, 2 dozen to a case. Shows a *good profit* to the retail merchant.

Order through your wholesale grocer, and be sure and get *"Aylmer"* Brand.

Packed by the

AYLMER CANNING CO.,

HAMILTON, ONT.

It's No Longer a Theory It's a Fact

that **Old Homestead Brand** canned goods are incomparably the finest canned goods ever put on the Canadian market.

We Had a Theory

that the fruit and vegetables grown in the fertile Picton district, put up by the best processor in the business, under conditions of the most scrupulous cleanliness, would outclass any other canned goods on the market.

We Turned that Theory into a Fact

We put up our fruits and vegetables in the stoutest tin and the handsomest labels, and we named them **The Old Homestead Brand.**

Then we began to tell the trade about Old Homestead Brand. The trade caught on, so that this year we had to double our capacity. The trade continued to catch on and are still catching on, because they find that **The Old Homestead Brand** are the kind of goods that hold old customers and bring in new ones.

The Old Homestead Brand are now handled by the best grocers all over Canada.

Have you put **Old Homestead in stock?** If not, send for a sample order. If your jobber can't supply you, write us direct.

The Old Homestead Canning Co.

Picton, Ontario

HAVE YOU NOTICED

How much the tea-peddler is encroaching on your business? If so you ought to make a determined effort to win back your trade by giving them

"SALADA"

CEYLON TEA

The Best Value Obtainable in Tea

Lead Packets Only. **Never Sold by Peddlers**

FOR PRICES AND TERMS WRITE

"SALADA," Toronto or Montreal

Away back in the year **1852** the manufacture of **"GILLETT'S GOODS"** was begun, in a small way to be sure, but with the determination to manufacture only pure and wholesome food-products. ¶ Grocers everywhere know that this is still maintained in

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.

Etc.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ **Merchants should recommend food-products that are produced in clean factories.**

Two Seasonable Lines For Every Grocer

You ask what are these? Here's the tip.

"Sterling" Brand Catsup
Lytle's Mince Meat

Hardly anything more steadily salable can be placed on your counters.

Popular, reliable, always the best—Made in Canada.

The T. A. LYTLE CO.
Limited
TORONTO, CANADA

E. NICHOLSON. D. H. BAIN.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION. WESTERN UNION. ARMSBYS. 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, November 16, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980,600	"
Flax	55,660	" "	690,184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

"RIVERDALE" BRAND CANNED GOODS

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

Malaga Fruit

FULL RANGE IN STOCK. BEST VALUES.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. **That** woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

Its Delicate Malt Flavor, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

DATES

FARD, HALLOWEE, SAIR.

All New Goods

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

You require to take a lot of salt to digest the statement that certain teas are "as good as Japans."

Some things may be taken "on faith;" but don't trifle with the absurd remarks "equal to Japans," "as good as Japans." Don't you believe it; they're **not.** Nothing can be **equal** to a thing that **can't be imitated,** and

JAPAN TEAS

are in a distinct class by themselves and **absolutely inimitable.**

WILLIAM GALBRAITH & SON, 68 McGill Street, Montreal

If you want good, clean, attractive stock, free from ***Must*** and ***Dust,*** send us your mail orders.

Our Motto: "No Substitutes"

We believe in giving our customers what they buy, and we have no faith in the ***"just as good"*** theory.

WILLIAM GALBRAITH & SON

DON'T be in business for fun Mr. Retailer!

We sell direct to you.

The leading merchants say they never made so much money and never had better satisfaction than since they have been selling

Crystal Sugar

Strictly pure, uniform and bright.

WRITE FOR PRICES AND SAMPLES.

WESTERN AGENTS:
MASON & HICKEY
WINNIPEG

The Wallaceburg Sugar Co., Ltd.
WALLACEBURG, ONTARIO

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme
Montreal - Toronto

THEY

Sell Well

Show a Nice Profit.

Give Satis-faction.

WHY?

Because they are
CANADA'S BEST
ROSE & LAFLAMME, - - MONTREAL

The Worth of a guarantee depends upon who is behind it.

If it is

CHASE & SANBORN

you know that your Coffees are O.K.

Chase & Sanborn,

The Importers, Montreal

Times change and we change with them.

Time was when the consumer pinned his faith to Congous, English Breakfast China Teas—
Now it is

CEYLON TEAS

that hold the attention of the consumer the world over—

This change in the taste of tea-drinkers is due to the fact that modern methods of cultivation, preparation and marketing of teas

has been brought to perfection by the tea planters of Ceylon.

Do you want to benefit by experience of others, Handle Ceylon Tea—

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼ lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - - MONTREAL

"CAMP"
COUNSELS.
The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

Royal Crown Witch-Hazel Toilet Soap is a Skin-Food, Too

It quickly becomes a favorite especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by wide-spread advertising.

The ROYAL CROWN Limited
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents

Wm. H Dunn, 294-296 St. Paul St., Montreal
Agents for Quebec and Lower Provinces.

24

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Tartan BRAND

SIGN OF PURITY

HEADQUARTERS

for all Mediterranean Fruits

Valencia Raisins, Malaga Raisins of all kinds, Sultanas, Table Figs, Cooking Figs

Also report new Dates, new Santa Clara Prunes, new Valencia Shelled Almonds, new Jordan Shelled Almonds

All of the above of finest quality, bought at lowest prices. It will pay you to see our travellers. Write or wire before placing your order.

***Our Telephone is Free to Buyers,* 596**

BALFOUR, SMYE & CO.,* Wholesale Grocers, *HAMILTON

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.

All jobbers.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

We Have

our "Kiji" Japan Tea in store, also Aylmer "Celery Relish" and Whole Rose-bud "Beets."

LUCAS, STEELE & BRISTOL

Wholesale Grocers,

HAMILTON, - ONT.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England

TRIAL ORDERS SOLICITED

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

"The Rolling Stone

gathers no moss," and the "rolling" grocer gathers no business. Stick to

NICHOLSON'S MINCE MEAT

We Recommend: N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

The Standard Dollar Pickle

No better value can be produced for the money.

A Sixteen Ounce bottle filled with fresh clean crisp vegetables, pickled in our malted vinegar.

They have the taste, appearance and quality of the high priced grades.

Mixed Pickles, Chow Chow and White Onions in Single Cases of 2 doz. or in Assorted Cases, Tissue Wrapped.

$1.00 per doz., f.o.b., Montreal

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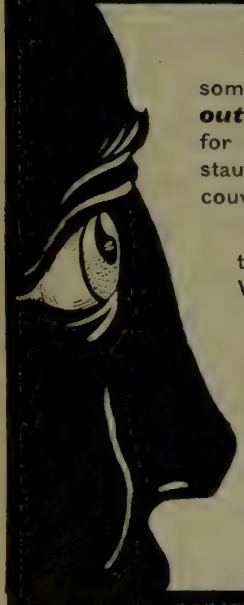
KEEP YOUR EYE ON THE WHITE SWAN



There are many brands of Jelly Powder on the market—some better than others, nearly all good, but only ***one*** of ***outstanding merit.*** A brand that stands pre-eminent for ***high grade*** and absolute merit. A brand that has staunch friends in almost every town from Halifax to Vancouver, and that is gaining in reputation every day.

GREIG'S — WHITE SWAN — is a household word throughout Canada, and is everywhere recognized as synonymous with worth. That's why the White Swan Jelly Powders are manufactured and sold in such volume.

Not only are the goods of unimpeachable quality, but the price we sell them at is such that the dealer can make a better profit than on any other. Our method of advertising is to make it ***worth while*** for the merchant to handle our brand.

All Greig's White Swan goods are profitable for you to handle.

THE ROBERT GREIG COMPANY, Limited
WHITE SWAN MILLS
TORONTO

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Finest Cleaned Currants

Finest Cleaned Sultanas

In 1-lb. handsome, attractive packages

Save loss by shrinkage, vermin, loss of time

Our travellers have samples and quotations

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HAMILTON

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5,000 BOXES RAISINS

VALENCIA RAISINS

F.O.S., Select and Hf. Crown Layers, ROGERS and ARGUIMBAU

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Boxes, ¼ Boxes and Packages **(BEVAN & CO.)**

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QUALITY TELLS

That is why the sale of our goods under registered brands are increasing so wonderfully every month. **QUALITY** is our first consideration and no matter how the market goes, **WE MAINTAIN IT.**

In spite of the great advance on all Japan Teas, we still offer our **GREAT CONDORS** at old prices; they are the most remarkable values going :—

Condor **XX,** 80-lbs., **18c.**		Condor **X,** 80-lbs., **27½c.**	
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" **XXXX,** " **21½c.**		" **III,** 40-lbs., **35c.**	
" **V,** " **25c.**		" **II,** 40-lbs., **37½c.**	

Condor **II,** 40-lbs., **42½c.**

Coffees

Madam Huot's Coffee,	**It is a gem—has no equal.**	1-lb. tins, -	**32c.**
		2-lb. tins -	**62c.**
EMD Blend, of pure Coffee, heavy rich		- - -	**35c.**
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A fancy tin FREE and FREIGHT PAID on all 50-lb. and over trial orders.

Just In——**Ex Tango Maru and Athenian:**

100 each—**200** H/c. Condor XXXX - - - - - **21½c.**
257 H/c Japan Tea—the finest value at - - - - **20c.**

Ex Tosa Maru and Shinano Maru:

325 H/c. Condor Japan—

	XX,	XXX,	XXXX.
at	**18c.**	**19½c.**	**21½c.**

Ex Strs. Tarenfel and Marksburg:

300 H/c. Ceylon green—

Hyson—	Young Hyson—
16½c.	**18½c.** and **20c.**

50 x **40**-lb. boxes Ceylon Green Gun Powder, beautiful make, extra choice liquor - - - - - - - - - - **20c.**

137 x **40**-lb. boxes Ceylon Green Pinhead Gun Powder, beautiful make, choicest liquor, at - - - - - - - - - **27½c.**

We make a speciality of flavory
CEYLON BLACKS—Try our 3 leading lines
Conway, **17½c.,** Kilton, **22½c.,** Warwick, **27½c.**

The E. D. MARCEAU CO.
MONTREAL LIMITED

Cup Quality

If you will use Red Rose Tea in your own home you will find it has more **cup quality,** more **real tea value,** than any other tea you have ever used.

Just the tea you want for your best customers.

If you are not using it will you allow me to send you a sample package.

TORONTO OFFICE:
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GEO. H CAMPBELL
Manager

T. H. ESTABROOKS
ST. JOHN, N.B.

ADVANCE IN APPLE PACKING

Results of Recent Instructions as Demonstrated at the Ontario Fruit and Flower Show—Honey Exhibit and a Honey Book—A Splendid Show.

The third Ontario Horticultural Exhibition of fruit, flowers, vegetables and honey, Tuesday to Saturday of last week in Massey Hall, Toronto, was so pronounced a success so far as the number and quality of exhibits went that it surprised even its managers.

The number of entries was 1500 more than last year and that was 1200 more than expected. In conjunction with the Exhibition the annual meetings were held of the Ontario Fruit Growers' Association, the Ontario Vegetable Growers' Association, the Ontario Beekeepers' Association and in the proceedings was much of interest to every wide-awake purveyor of food stuffs.

An inventory of the fruit exhibit was prepared for the Dominion Department of Agriculture and it shows the extent of this department, 20 county exhibits comprising 538 plates of apples, general display of apples, single varieties, 350 plates; pears, 77 plates; grapes, 32 plates; four society exhibits comprising 384 plates; exhibits of 8 experimental stations and 2 experimental farms, comprising 283 plates; pyramids of fruit 45; commercial packages, 288; 3 package displays by th? co-operative associations comprising 67 packages of grapes, boxes and baskets 25.

In the exhibit of home-canned fruit there were 237 jars.

Better Apple Packing.

The feature of the exhibition, however, from every point of view was the improvement shown in apple packing and packages.

Deputy Minister of Agriculture C. C. James when at the exhibition speaking of this feature said: "and what pleases me more than anything else is the increasing tendency to use boxes in the packing of apples. When the Horticultural Exhibition opened for the first time three years ago, there were only one or two boxes—now there are over two hundred exhibited. There is double the money in the fruit so packed, either for domestic or foreign use."

This year the boxes are practically uniform. This has been brought about by the adoption of the British Columbia box, 10x11x20, containing 2200 cubic inches, which is just 18 cubic inches less than a bushel.

A carload of B.C. boxes, that is 30,000 were brought here by the Cold Storage & Forwarding Co. of St. Catharines, one of the growers' co-operative associations. They have been adopted also by the Chatham Association. These boxes are of British Columbia spruce. The sides are thicker than the top and bottom which keeps the sides from bulging and enables close packing of the boxes for shipment.

The packing of these boxes show?d remarkable advancement beyond the packing of former y?ars. It was a demonstration of what the progressive apple growers have learned from the experts brought on here by the Government. Bois of British Columbia, two years ago and Stewart of Idaho this year.

Work Quickly Done.

There are 130 different combinations for packing these boxes and the expertness quickly attained in the art is amazing. The principal commercial packs however, are few and they are shown in the accompanying illustration. There is the side pack with the spaces at the side; the end pack with the spaces at the end, and one or two others. By these expert methods a dozen more apples can be got into a box and there is no breaking loose and bruising of the fruit. The ordinary time required to pack a box is from 5 to 10 minutes. A girl employe of the Cold Storage Co., St. Catharines, wrapped and packed 33 boxes of pears in less than 8 hours besides sweeping up the packing house and getting her own boxes and paper. That is less than 15 minutes for wrapping each pear and packing a box.

At the St. Catharines Exhibition next September a packing competition will be held and prizes will be awarded. This is an advantageous move the Ontario Exhibition authorities should copy next year. The cost of wrapping and packing a box of pears, including paper is less than 10 cents.

The exhibit of apples in barrels was the best ever. The packing in this department also showed marked improvement, and this having been a dry season the color and appearnce of the fruit was excellent.

As usual the judges of the commercial packages were Alex. McNeil, chief of the Fruit Division of the Department of Agriculture, Ottawa, and Inspector P. T. Carey, both men of pronounced ability and long experience.

The Vegetables.

In the vegetable department there were 400 entries, half as many again as last year. The features showing pronounced excellence were cauliflower and onions. The ropes of onions were especially fine. There were cauliflowers more than a foot in diameter and Brussels sprouts which experts declared could not be excelled in the Old Country. This department of the exhibition was under the direction of F. F. Reeves. Humberside, president of the Ontario Vegetable Growers' Association.

New Line in Honey.

This year the honey exhibit, instead of being made up of a lot of individual exhibits was a large display put up by the Ontario Beekeepers Association. Instead of prizes the Association was granted $200 to pay the expenses of the exhibit. It contained upward of 2500 pounds, clover, basswood, buckwheat, in the comb and strained in glass and tin. A new feature was the use of lithographed tin instead of plain tin for pails.

For the dealer in honey an interesting feature of the display was the free distribution of a little book entitled "Food Value of Honey and Honey Cooking Recipes." It is a book of interest to every house-keeper and every grocer who wants to push his honey trade would do well to get a few hundred of them and distribute them among his customers. The president of the Beekeepers' Association R. H. Smith, St. Thomas, had charge of the exhibit. It was very tastefully arranged and proved an attractive feature of the Exhibition and interested a great many visitors.

Bigger Building Needed.

The flower show part of the Exhibition which, naturally, is the part the public most delight in was also an advance upon other years. It occupied most of the main auditorium. The commercial package fruits, and all the vegetables were relegated to the basement where the light and accomodation was very poor. The Exhibition has outgrown Massey Hall and an effort should be made to secure the Armouries for it next year. It is practically a public undertaking in the interest of the fruit, vegetable, flower, and honey industries of the country and there should be no difficulty in securing the Armouries.

George A. Robertson of St. Catharines told the Vegetable Association:—"The continued introduction of new diseases, the production of new varieties, and the bringing into being of new conditions, will keep the tomato-growing industry in an experimental stage for some years yet."

The Committee of the Fruit Growers' Association appointed to report regarding the Spencer seedless apple, stated'—"although the core is smaller and less distinct than the average apple there is still sufficient to make the process of coring a necessity. The practical absence of the calyx tube leaves an abnormally large and deep opening reaching to the core—thereby involving loss of flesh nearly equal to a normal core as well as affording a harbor for injurious insect pests. The specimens examined showed this space to contain an objectionable mold-like accumulation. They also gave well developed seeds though fewer than the normal apple. The specmens seen by us were about equal to our Fameuse or Snow and those tested for quality were about equal to the Ben Davis."

DISCUSSED AND ORDER DUPLICATES.

Half a score grocery travellers were sitting about after supper in a Western Ontario town, the other evening, discussing ways and means. The question of giving their customers duplicates of orders came up. Opinion was against the practice of giving duplicates.

Then the quiet man butted in:

"Well, if I were a retailer, I would have a duplicate of every order I gave. If it served no other purpose, it would keep me from ordering the same stuff from any one of the dozen travellers that called before the goods were delivered. But if the retailers don't know enough to demand duplicates, its not my business to educate them."

The Canadian Grocer wishes to join the many friends of W. G. Estabrook, of the firm of J. F. Estabrook & Sons, St. John, N.B., in expressions of sympathy because of the death of his daughter, and only child.

TRADE ENQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1341. Peas.—A well known firm of grain merchants in Scotland desires to be placed in communication with some reliable shippers in Canada of blue and large white peas, suitable for boiling.

1343. Split peas, etc.—A London firm asks to be placed in communication with Canadian shippers of split peas, flaked oats, haricot beans, groats and other cereal products.

1345. Cheese, butter, eggs, etc.—A South African gentleman of much experience in the importation of food stuffs is anxious to represent a Canadian exporter of cheese, butter, eggs, poultry, hams and bellies.

1346. Dairy cows.—A South African dairy farmer desires to get into communication with a Canadian exporter of dairy cows.

1349. Eggs and Butter.—A large Sheffield produce firm desires quotations for eggs (small sized) and butter in large shipments, and invites correspondence with Canadian shippers.

1350. Apples.—A Sheffield produce firm desires to get in direct communication with Canadian apple shippers, and invites correspondence and quotations. Best Canadian and English references furnished.

LONDON GROCERY NEWS.

Changes in Two Important Retail Houses—The Assoication.

Last week is marked by the change of ownership of two of the best known grocery business in the city.

The long established business of Somerville & Co., 112 Dundas Street, has been taken over by John W. and Alfred Hockin, brothers, who have been employed in the store for several years. Mr. Somerville has been in business in London nearly thirty years, and at one time was in partnership with the late Wm. Horner, the firm name being Horner & Somerville. He is well advanced in years and is retiring from commercial life altogether. The Hockin brothers began their career as grocerymen in the store of John Moule, the present police court clerk of London, and have been together in their work during their whole experience.

J. & G. Bloomfield began business on Wednesday of last week, in the grocery store occupied during the past few months by Edwin Lees, and formerly known as "John Lawson's Grocery," 261 Dundas Street. Messrs. Bloomfield are brothers, and are particularly well-known in the northern part of the country, where they have lived several years. John Bloomfield has been traveling for a London wholesale house lately, and prior to that conducted a general store at Mooresville. George Bloomfield has also had considerable experience in the grocery line, although he spent some years teaching school and was recently a teacher in the Fort William High School. Mr. Lees came from Hamilton, when he bought out Mr. Lawson, and his son came with him. A short time ago Mr. Lees, junior, decided to go to Cobalt and Mr. Lees, senior, arranged to establish a brokerage business here with wholesale grocers as his customers.

The Retail Grocers' Association deemed it advisable to take some action to stop wholesalers from selling to people outside of the trade, and invited a deputation of the wholesale men to a meeting of the Association on the 7th instant to discuss the matter. It is said that friends of employes of the wholesale houses are often supplied with goods to the detriment of the men in the retail business.

TRAVELLERS NEW PRESIDENT.

E. D. Marceau Elected by Acclamation —Other Nominations.

Saturday evening last at a general meeting of the Dominion Commercial Travellers' Asosciation, held in their

E. D. MARCEAU.

rooms at Montreal, nominations for officers and directors for the ensuing year were received.

The officers were elected by acclamation, the results being:—President, E. D. Marceau; Vice-President, John Patterson, Manufacturers' Agent, formerly with Greenshields, Limited; Treasurer, Robert C. Wilkins, re-elected.

Directors were nominated as follows:—A. J. Brown, E. E. Guilbault, J. T. McBride, J. T. Parkes, G. W. Prescott, James Robertson and S. D. Stewart. As there can be only five directors it will be necessary to hold an election. This will be held at the annual meeting, which takes pace December 15, at Karn Hall.

It was decided to hold the annual dinner, for which the Association is noted, and a committee was appointed to make arrangements.

A special committee, appointed at the last annual meeting of the Association is to investigate the manner in which were conducted the last annual elections made a report. The matter was settled by the secretary, Mr. Wadsworth apologizing to Mr. Egan for any remarks made at that time. The whole trouble was due to a misunderstanding.

Fred C. Cains, retiring president, occupied the chair. He spoke of the progress being made by the Association, and prophesied a very satisfactory report at the annual meeting. The membership had been largely increased, while the death claims were light, and as a consequence the Association was likely to show up well financially

PERSONALS

Geo. Knowles, Newmarket, was in Toronto last week.

A. W. Hawkins, Bracebridge has been ill but is back at the store again.

A. McLagan, has joined the travelling staff of J. M. Douglas & Co., Montreal.

Harold Hill of Hill & Co., Orangeville, has been spending a few days at Markdale the home town.

August Schmeidel, Berlin, was thrown out of his rig by his horses running away recently and broke a leg.

Each member of the firm of Maine & Ewing, Teeswater, is building a fine brick house for himself. Trade is very brisk with them.

A. D. Hodgins of Stewart's Chocolates, Toronto, was in Montreal last week, and dropped into the offices of the Canadian Grocer.

Victor Chapman, North Bay, has had a prospector operating for him in the Cobalt region. It is told he has refused $20,000 for one location.

J. E. White, general merchant, with a couple of partners located a mine last spring, and recently disposed of their interests in it for $60,000.

J. Radcliffe, Stouffville, a large purchaser and exporter of apples in addition to his general store business, has been very busy for a few weeks past.

Mr. Smythe, son of W. R. Smythe M.P., Rydlebank, and manager of his father's general store there, was recently married and has returned from his honeymoon traveling.

George Hepburn, secretary of E. W. Gillett Co., Ltd., is spending two weeks in the Northern wilds chasing the nimble deer. Here's hoping venison appears on the Hepburn menu upon his return.

Frank Sloan, of John Sloan & Co., Toronto, and Mr. Maxwell, one of the firm's travelers spent several days in the Cobalt region last week. A private car was placed at their disposal on the Temiskaming and Northern railway and they had a thoroughly enjoyable and very interesting outing.

THE CANADIAN GROCER

Established - - - - - - 1886

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LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
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OUR NEWFOUNDLAND TRADE.

Some time ago, it was stated as a probability in these columns that American manufacturers would open a co-operative sample room in St. Johns, Newfoundland, with a view to trying to regain their trade in the island. This they have done, and Canadian manufacturers and merchants with a trade in the island colony, should adopt similiar means to hold the trade they have got and extend it. In July last, E. D. Arnaud, Canadian commercial agent in the island wrote of Newfoundland in the "Weekly Report" of the department of Trade and Commerce:—

"It may be generally stated that the inhabitants have to be fed and clothed by importations from abroad."

"For many years these have mainly been brought from Great Britain and the United States for reasons which are well understood, but which at the present time have not the same force that they once had. The rapid progress of Canada as a manufacturing and exporting country, together with the greatly improved facilities of communication with this ancient colony, is sufficient to account for the fact that the imports from Canada have been largely augmented in recent years, naturally at the expense of our competitors in Great Britain, and more particularly those in the United States.

"Other things being equal, there is, I am satisfied, a decided preference in favor of Canada, and it only remains for the traders of the Dominion to cultivate in a careful way the requirements and good-will of their kinsmen in this colony, not only to retain the large share they now have, but to extend it very materially in the years to come."

In 1901 Canada exported to Newfoundland goods to the value of $2,260,499. In 1905 this sum had increased to $3,473,713; but the last fiscal year shows a decrease to $3,213,439. In 1901 Canada imported from Newfoundland goods to the value of $625,610. This was increased to $1,197,372 in 1903; fell to $1,059,417 in 1905 and rose during the fiscal year of 1906 to $1,758,425.

ORANGES AND THE BOX TRUST.

The cost of boxes to the orange producers of California has been increased by the "box trust" about 30 per cent., and instead of the profits which the growers had looked forward to owing to the favorable outlook for the coming season, they are now face to face with actual loss. The rise in price is especially hard on the independent shippers, as it seems that members of the Exchange will be protected from the increase by early contracts with the box material manufacturers. The Mexican growers, although interested in the affair, are not so deeply concerned as those of California.

To what extent the Canadian market will be affected by the advance is not yet known, but outside of the question of price, it is said that one result may be that the growers will make use of baskets instead of boxes for shipments to the East. This plan is said to have been tried in a number of instances and found feasible. Canada is fortunately in such a position that she is dependent upon no particular market for her orange supply, and all are covered by the same duty, so that if there is trouble in one quarter she has but to draw more heavily on the other producing points.

The California fruit is a favorite in Canadian markets, however, and a very steep increase in price will be necessary to curtail its sale to any appreciable extent.

UNIFORM FREIGHT RATES.

Every year at about this period there is great activity in the warehouses of wholesale establishments, due largely to the general desire to make as many shipments as possible before the close of navigation. There are numerous lake and river ports which are more easily and speedily reached by water than by rail; some of which can only be reached conveniently by water. Transportation by rail is made difficult by the lack of sufficient freight cars. The principal cause of the unwonted shipping activity however, is that on the 15th November winter freight rates come into force on the railways and are considerably higher than the summer freight rates.

Why should there be a difference in the rates for the two seasons? Certainly with conditions such as they are to-day one would not think it necessary that there should be any difference. True, the railway companies may have greater difficulties to contend with from fall to spring, but they don't justify an advance of 20 per cent. to 25 per cent.

The practice is an old one and conditions are greatly changed since it was inaugurated. Business men do not feel that they are being fairly dealt with by the railways.

JAPAN EATING BREAD.

Japan is at last beginning to receive the attention due her as an objective point for the export of Canadian flour. The Japanese are rapidly adopting the use of wheat and flour in the place of an exclusive rice diet, and the United States has so far reaped the greatest benefits from the change. In 1905 the exports of wheat from that country to the port of Kobe, Japan, were valued at $343,301, while the nearest competitor was Australia, with shipments approximating $212,628. Canada's share of the trade figures in the reports as nil. Imports of flour from the United States for 1905 amounted to nearly two million dollars, while Canada's were valued at $39,948.

Mr. Alexander MacLean, Canadian Commercial Agent in Yokohama, has been urging that greater attention be paid the Japanese field by Canadian producers, and Earl Grey, on his recent Western tour, spoke on the same lines.

The Japanese demand for flour is chiefly confined to the lower grades, (mainly) because the use of flour is making the greatest strides among the poorer classes of the country, they having found that the quality of wheat mixed with rice is not only more strengthening, but cheaper than rice alone. A large quantity is also used for making paste in the manufacturing of screens, fans, kites and similar articles.

A report from the United States Consul at Kobe, states that Japanese imports of rice are falling off to a marked extent, and that the heavy tariff now imposed will further lessen these, while it will increase the consumption of bread.

If the poorer grades of wheat and flour have found such favor among the poorer classes of the country, there is no reason why the better grades should

not find an equally good place among the better classes. The opportunity is Canada's if she wishes to take advantage of it. One step in the right direction was the recent incorporation of a milling concern in British Columbia, having as its main object, the exportation of flour to Japan and South America. There is room for the example to be followed by many more.

THE HURRY WAS IN LONDON.

In our issue of October 26th, we drew attention to the fact that the report of the Canadian High Commissioners in London, dated March 31st, appeared in the "Weekly Report" of the Department of Trade and Commerce, dated October 22nd.

The editor of the "Report" responds with the following "Special Notice" on an otherwise blank page. We cannot, in a notice to our readers, return the courtesy in space, but we have pleasure in publishing the explanation, which removes the onus in the esteemed High Commissioner's office, for unlawful speed in transmitting the report:

"Certain criticism having been directed in the press to the apparent delay upon the part of this department in publishing the Canadian High Commissioner's Report from London, Eng., dated March 31st, 1906, which appeared in Weekly No. 143 of October 22nd, the department desires to make it known that the report was received at the department on October 8th, too late for the edition of the Weekly issued on the 15th of that month, as four commercial agents' reports previously received, were prepared for that issue, consequently the High Commissioner's Report was published the following week, namely, in No. 143, of October 22nd."

THE PEDLER.

"I am well pleased with The Canadian Grocer," writes a Western Ontario subscriber. "Think you could do some good by stirring up a movement to raise the license on pedlers. They are hurting the country stores and doing the people no good, as their prices are high, but people will buy of any pedler."

The pedler is a nuisance. Everyone will agree with that except the pedler. He makes a living in a dozen municipalities and pays taxes in only one, probably a very small amount at that. The storekeeper pays heavy taxes in one municipality and his trade is confined within a narrow area why should the itinerant trader be allowed to demoralize the business of the settled merchant? Municipal councils everywhere should look to it that their merchants are protected from unfair competition.

On the other hand it is up to the merchants to make a fight for their trade. They can do it and win out. They can push their tea trade by judicious advertising and good salesmanship. It isn't manly or businesslike where opposition comes to simply stand aside and let the opposition have its way.

The merchants should press the fight in the first direction; get together and persuade the council to impose upon pedlers such a license as will conserve the interests of the local merchants.

WHAT CASH DISCOUNTS REPRESENT.

The margin between buying for cash and accepting the full credit terms represents to many a merchant an amount with which he could be well satisfied without figuring on any further net profit from his business. How, in view of this, the importance of cash discounts can be overlooked is amazing. One does not have far to seek to see evidences of their great potency as an element in successful modern merchandizing. Take the big departmental stores, for instance, which are taking away by their mail order system a great deal of trade from the country merchants. Cash discounts represent the greater part—and in some cases all—of their net profit. That is how they are able to make prices which attract readily, and emulation of their policy in this respect is the first step that the small dealer must take in placing his business on such a basis that the people of his district will prefer patronizing the home market to sending abroad. Competition at the present day is so keen that the man who would attain success must figure close and hard, and pass by no short cut that presents itself. There is none that will curtail the distance which he must travel more than that to which access is gained by way of cash discounts.

In the majority of cases it will pay the merchant to borrow money from the bank for the purpose of discounting his bills. It is easy for him to figure out how he is going to profit handsomely by doing this.

From merchants at various points we learn that the trend of trade is more and more toward a cash basis. The public has plenty of money and, generally speaking, asks for credit as little as possible. This is a satisfactory condition that should be nursed into greater proportions each year, until the straight cash business is made possible. To reach this goal should be the ambition of every merchant.

NOT BEER—TEA.

Beer, the ancient staple of the British people, is rapidly losing its place as an article of necessity to the daily life of the country. Great Britain is already one of the world's greatest tea-drinking nations, yet recent statistics show such an increase in the imports of tea for home consumption, and such an enormous decrease in the consumption of beer, that it is now asserted that the Briton is changing his national beverage from beer to tea.

A consular report states that "English journals draw as a deduction from these figures that the habits of their people are improving." Certainly from the tea dealers' point of view their habits are improving, and it is to be presumed that temperance advocates will shout in triumph over the regeneration of a people apparently lost in vice. But what of the authorities who affirm that the health of the tea-drinker is infallibly undermined and eventually ruined by the continued use of the cup that cheers but not inebriates? Are they to be expected to sit idly by and witness the British people sliding into national insanity or other awful doom? There must be some who will awake to the possibilities of an event like this—some who will safeguard the nation in this hour of peril.

If the consumption of alcoholic beverages is now so near extinction, where then is the raison d'etre of the Women's Christian Temperance Union and other kindred organizations? Why continue their allegiance and confine their attention to a cause which is dead? Why will not they seek for new worlds to conquer, and become the saviours of the nation by the institution of a Society for the Prevention of Tea-Drinking throughout the British Empire?

Mr. Alexander McLean, Canadian commercial agent in Japan, according to an Ottawa despatch, thinks that Canadian firms should have representatives in Japan if they wish to witness an increase in their business with the Japanese. In effect, Mr. McLean says that it is hardly likely that Canadian houses will notice any large increase in their trade with the Orient unless they send agents there to represent them.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—

Fish—Revised.

Maple Products—Advanced.

Evaporated Apples—Advanced.

Montreal, Nov. 15, 1906.

Jobbers report an active trade in general grocery lines. The market this week does not present anything particularly new of interest. Sugar remains about steady under the recent decline, business transacted in this line being fair to good. In canned goods nothing new has transpired. In teas, green particularly Ceylon and Indian, are reported very strong, while low grade blacks are higher. A little more enquiry for molasses is noticeable. In dried fruits, the feature of the week is the arrival of the second and last steamer direct from the primary markets. This is the Jacona which brought a cargo of assorted goods. Currants have been again advanced. In spices there is a firmer tendency in the market. Coffees are moving out slowly in some quarters, but in other sections a good trade is passing. Evaporated apples are higher again this week.

CANNED GOODS.—In canned goods the situation is absolutely without feature. Nothing new has transpired. Grocers who have not yet received their orders in full should soon be quite stocked. The shortage of strawberries is being felt in some sections. There is nothing new in tomatoes, nor in corn or peas. Fair trade is passing in these lines, but the size of any orders received is not large, owing to the fact that grocers have but recently received these goods for which they placed their order a few months back.

SUGAR.—Sugar is about steady at prices quoted. Beets were a little lower the beginning of the week, but the raw markets have been up one day and down the other, so that the situation is not materially effected. Fair trade is passing.

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—Rather more interest is noticeable in molasses and syrups, owing to weather being conducive to more sales. The tone of the market is not effected.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0·30
Porto Rico	0 40
Corn syrups, bbls.	0 02
" ½-bbls.	0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEA.—China greens, but particularly Ceylon and Indian greens are reported exceptionally strong. The market is almost bare of Ceylon green, Hysons, for which there is a large demand. All low grade blacks are higher. Ceylon Pekoe Souchongs and Orange Pekoes have been advanced fully a penny a pound in London and Colombo during the past two weeks.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—In coffee there is nothing new of interest to report. Jobbers report a fair demand for all lines.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS.—The market continues interesting. Most lines quoted are still upward in tendency. In California, the market for seeded raisins is now fully 50 per cent. higher that at the time of opening. It is currently reported that more raisins were sold than were grown. Evidently too much faith was placed in the first estimates of the crop, which, as events proved, were far too high. In some quarters to-day the crop is said to be as high as 60,000 tons, with a probability of being from 10,000 to 15,000 tons short of this figure. About the only California article now left to be sold is the prune. The market is firm at present, especially for forward shipments. Valencia raisins are rather easier in tone. Spot stocks are very light. Orders to arrive are being booked at prices slightly lower than now ruling. The second and last direct steamer, the Jacona, has arrived in Montreal, with a good cargo, which will be the means of filling numerous orders. Currants are again higher, the price having been advanced 1-2c.

Valencia Raisins—		
Fine off-stalk, per lb	0 08½	0 09
Selected, per lb	0 09½	0 10
Layers, "	0 09½	0 10
Dates—		
Dates, Hallowees, per lb	0 05	0 06
Californian Evaporated Fruits—		
Apricots, per lb		0 22½
Peaches, "		16
Pears, "		0 17
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters, ½-boxes		1 10
" " boxes		3 50
Excelsior Window Clusters, "		4 50
" " " ½		1 30
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10	0 11
" " choice seeded, in 1-lb. pkgs.	0 10	0 11
" " 2 crown	0 08	0 08½
" " 3 crown		0 09
" " 4 crown		0 09½

Prunes—	Per lb.
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" 90-100s	0 06
" 100-120s	0 05

Currants—		
Filiatras, uncleaned, barrels	0 08	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08	0 09
" " in 1-lb. cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 08	0 12
" " 1-lb. carton		0 10
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

SPICES.—While nutmegs are cheap, the general tendency of all lines in this market is upward. Reports from primary markets indicate this, although prices locally continue without any material change.

	Per lb.	
Peppers, black	0 16	0 18
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

PEELS.—Peels continue firm, although prices show no change.

Citron peel per lb	0 19	0 21
Lemon peel, per lb.	0 14	0 11
Orange peel, per lb	0 10½	0 11

BEANS.—Spot stocks are very low. Except for the holdings of a few jobbers, which are light, there are practically no lots of any size on the market. Prices remain at last week's figures.

Choice prime beans	1 50 1 55

EVAPORATED APPLES.—Evaporated apples continue to advance. It is very difficult to obtain anything like good sized lots, and under the circumstances dealers feel justified in asking 8 1-2c to 9c.

MAPLE PRODUCTS.—An active demand prevails for all lines. Dealers report considerable enquiry for maple sugar, which is higher this week.

Maple syrup, bulk, per lb.	0 07	0 08
Pure Townships sugar, per lb		0 10
Pure Beauce County, per lb		0 11

RICE AND TAPIOCA.—There is little interest in the rice and tapioca markets at the moment. Business being done is not very large. Prices are unchanged.

B rice, in 10 bag lots		3 25
B rice, less than 10 bags		3 35
C C rice, in 10 bag lots		3 15
C C rice in less than 10 bag lots		3 25
Tapioca, medium pearl	0 07½	0 08

RAW FUR. — The season for raw furs is now just about opening and dealers are anxious to receive shipments from any grocers who have the

skins to sell. Prices offered vary, according to the size of the skins, whether large, medium or small.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	6 00	1 50

ONTARIO MARKETS.

POINTERS.—

Dried fruits—Continue to advance.

Valencia raisins and currants—Scarce on spot.

Butter—Advanced.

All canned goods firm.

Red clover, fancy—Advanced.

Toronto, Nov. 15, 1906.

Business in all lines of seasonable food stuffs continues brisk, but collections are a little disappointing in some districts, This is largely due to the fact that farmers, from one cause or another, principally because they are short of help and behind with their Fall work, are not marketing their crops.

Locally, dried fruits continue to advance. Sugar seems to be steadier. The canned goods situation is very firm. But this seems true of all food stuffs.

CANNED GOODS.—The tomato situation is very interesting. Wholesalers report that already the consumptive demand, especially north and west, is heavy. The Canadian canners filled only 80 or 85 per cent. of their orders, and they do not seem to have been much heavier than last year. The issue now turns upon the pack of the other canners. A pretty careful estimate is that the total pack is a little larger than last year. Some of the outside canners who can afford to, are holding their stocks for better prices, and there have been sales at prices in advance of present quotations. Some wholesalers look for an advance after Christmas.

TEA.—Latest mail advices from London indicate that the market for Indians is heavy, and for Ceylons slower and animated. Locally prices are firm.

COFFEE.—The market is very quiet, and locally without feature.

SUGAR.—The raw market is very quiet, with a tendency to steadiness. Reports of the European beet crop are all favorable, and the same is true of the American beet crop. Prices of refined are unchanged.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Phoenix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES. — The market is firmer. Prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38 0 42
Corn syrup, bbl., per lb	0 0[illegible]
" ½-bbls "	0 03
" kegs "	0 0[illegible]
" 3 gal. pails, each	1 4[illegible]
" 2 gal. " "	1 00
" 2-lb. tins (in 2 doz. case) per case	1 55
" 5-lb. " (in 1 ") "	2 40
" 10-lb. " (in ½ ") "	2 35
" 20-lb. " (in ¼ ") "	2 25
Molasses—	
New Orleans, medium	0 30 0 35
" ½ bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

DRIED FRUITS.—Prices continue to advance somewhat. Currants and raisins are scarce on spot. Some houses have been unable to fill all their orders.

Prunes Santa Clara—	Per lb.		Per lb.
90-100s, 50-lb boxes	0 05½	60-70s, 50-lb boxes	0 07
80-90s "	0 06	50-60s "	0 08
70-80s "	0 07	40-50s 25-lb "	0 09
		30-40s "	0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 10 0 11½	Citron	0 21 0 22
Orange	0 10½ 0 12		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 04		
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 08½ 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 10 0 12
" Fancy	0 14
" Extra fancy	0 18
Valencias, selected	0 09½
Seeded, 1-lb packets, fancy	0 10
" 16 oz packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees	0 05 Fards choicest
Sairs	0 04½ " choice
Domestic evaporated apples	0 07½

NUTS.—Prices are unchanged.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 31 0 32
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 09½ 0 10½
Pecans, per lb	0 14 0 17
Brazils, per lb	0 17 0 18

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES.—The Jamaica ginger crop has been a failure and there is consequently a tendency towards firmer prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 2

RICE AND TAPIOCA. — Quotations are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

BEANS.—Quotations are lower.

Beans, hand picked, per bush	1 65
" prime, No. 1 "	1 55
" Lima, per lb	0 06½ 0 07

SEEDS.—The only change is an advance in the price of fancy red clover. Supplies are scarce.

Alsike—

Fancy lots, per bush	6 50	6 75
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	7 50	7 75
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy.—

Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS.—Wool is slightly lower. Country hides are 1-4 c. better. Lambskins, horse hides and rendered tallow are advanced.

Hides, inspected, cows and steers, No. 1	0 11¾
" " " " No. 2	0 10¾
Country hides, flat, per lb., cured	0 10½
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	0 90 1 00
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb	0 05½ 0 05¾
Pulled wools, super, per lb	0 25
" " extra	0 27
Wool, unwashed fleece	0 15
" washed fleece	0 24 0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 50
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short striped		0 90
" " long striped		0 50
Marten,	3 50	20 00
Muskrat, fall		0 16
" winter		0 20
" spring		0 23
" western	0 12	0 15

N. B. MARKETS.

St. John, N.B., November 12th, 1906.

Dealers are extremely busy, particularly the wholesale grocer. His great difficulty is to get the goods he has bought, with which to fill his orders. The railways seem to be tied up. There is great delay even between here and Montreal. Perhaps the greatest difficulty is in the case of California dried fruits, while one car came through in nineteen days, many cars are a month on the way. Considering the conditions in California, shipments have been made promptly, except in the case of carton prunes, the outlook is these will be very late, owing to the difficulty in getting the cartons. Another difficulty the wholesaler meets, is in getting cars for outward shipments.

In the markets, raisins and currants are higher, and in short supply. Spices, particularly Jamaica ginger, hold at full values. Cream of tartar rather higher. Rice firmly held.

OIL.—It is all rush in burning oil, dealers trying to get orders filled before close of navigation. Prices unchanged. A fair, steady sale for lubricating oils. Gasoline continues a fair

demand, while in both these lines this is the quiet season, still there are openings for business now that there are not in the summer. Paint oil quiet, with firm prices ruling. Cod oil in fair receipt.

SALT. — Quite full stocks held in Liverpool coarse salt. Prices are firm Owing to the high freights charged by the Winter port boats receipts, at least for some time, will be small. In fine salt, business is quiet.

CANNED GOODS. — Vegetables, which are the big line, are very firmly held. Corn, and particularly tomatoes, rather light supply, that is looking forward for the whole season. In fruits, full values asked. Strawberries, which have a good sale here, are high. Spring salmon continue to be received. This line particularly controls the market. Full values rule. Lobsters extreme. New oysters quoted, prices are high. One result of the agitation in American canned meats is that such lines as potted ham are offered in two grades. Canned meats are firm. In domestic fish, business is rather dull.

GREEN FRUIT. — In apples, best stock brings full figures. Oranges continue ruling at full figures. Jamaicas quite reasonable. Lemons, while lower, are still high. Stock offered is good. Sale of bananas beginning to drop off. Grape fruit is becoming more popular. Some particularly nice Bahama stock offered. Bahama oranges also being pushed. Cranberries higher. Cape Cods about out of the market. Season ir Canadian grapes about over. Nice Malaga stock offered.

DRIED FRUIT.—Dealers find it difficult to keep track of the market. Market is almost bare of raisins. The few Velancias brought have been sold and no more to arrive. There is a fair stock of Malaga layer, though small boxes are short. There are no Malaga loose. About two cars new Californias have yet been received, and in loose none to hand, and the quantity bought not large. Prices in all raisins higher, and market very firm. Currants are also short and fill all. Prices are high. But one car prunes yet here. The prunes in cartons are proving a taking line, only a very few here and further supplies will be late. Dates and figs are firm. Peels are high, stock not large. Evaporated apples higher. In onions a full supply.

SUGAR.—While market is unchanged. The situation is not a strong one, it affects sales.

MOLASSES.—There are fair stocks, except perhaps in fancy Barbadoes. In this line higher prices asked. The quantity of Port Rico imported this year was not as large as usual.

FISH.—In fresh fish business is light. Supplies have been short. This has caused a firmer price in finnan haddies, Dry cod, while ruling at quite high prices, are not so firmly held. Supplies have been coming to hand quite freely. Pickled herring are easy. Smoked, while light supply, have but limited demand.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER, 511 Union Bank Building, Winnipeg, Man.

Winnipeg merchants are alive to the advantages to be derived by united action through their Association, and last week a deputation representing all branches of the retail trade, waited on the City Council to explain their grievances in relation to the removal of garbage. The deputation consisted of S. J. Rothwell, Horace Chevier, M.L.A., A. G. Lowman, Thornton Andrews, J. E. Thomas, Norman Lindsay, C. L. Chavest, J. A. Parks and T. E. McRobie. While the grocers and the butchers were the classes most interested, this deputation included representatives from the hardware dealers, clothiers, druggists and musical instrument dealers as well.

Their request was that garbage should be removed from stores by the city as it is done from private houses. The trade are willing to pay a special tax to have this work done by the city, as they complain that they cannot get satisfactory work from the carters and scavengers. Under the present system they cannot prevent the frequent delays of which the health department complain, and they are, moreover, compelled to pay ruinously high prices for this unsatisfactory service.

The civic health committee of the Council promised to give serious consideration to the representations of this deputation.

Mr. Coulson has sent out a circular letter to delinquent members of the Association calling their attention to the fact that their dues for this year have not been paid. No doubt many dealers in the country are as yet unable to see any direct pecuniary benefits from their membership in the Association, but they should remember that time is required to work the miracles which some members seem to expect. Since the Association was organized less than two years ago, it has gained recognition by wholesalers and manufacturers as a representative body of retailers, and it has been able to deal effectively with complaints about selling to consumers and similar grievances. It is surely worth very much to the retailers to have an organization prepared to speak for them in negotiations with other branches of the trade.

Members are not taking advantage as they should of the Association plan for the collection of overdue accounts. Winnipeg dealers have been using the Association collection forms for months past with the very best success, and the plan works as well in the country as in the city. It is the best system yet devised for the collection of slow accounts without antagonizing the trade unduly.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 15, 1906.)

Christmas grocery trade is now in full swing, and the local jobbing houses are very busy. As an instance of the volume of trade done by the Winnipeg wholesale houses, it might be mentioned that about a month ago, one local house had orders on file for 40 cars of straight groceries.

Values are steady in most lines quoted below, but there is a steadily upward tendency in the foreign dried fruit markets. Evaporated apples are also advancing.

CANNED GOODS. — The feature of the canned goods market is the scarcity of cohoe salmon. Local supplies are almost exhausted, and it is doubtful whether any more can be obtained. We quote:—

FRUITS.

	Group No. 1.	Group No. 2 & 3
Apples—		
gallons, per doz.	3 24	3 20
3-lb. "	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 73	4 78
red unpitted, " "	3 73	3 78
black pitted, " "	4 73	4 78
white pitted, " "	5 03	5 [illegible]
Currants—		
new, red, 2 doz. cases per case	3 83	3 88
black " "	4 03	4 08
Gooseberries—		
new " "	4 53	4 58
Pears—		
2's, F.B., per 2-doz. case	3 58	3 53
3's, " "	4 69	4 64
Peaches—		
2's "	4 08	4 03
3's "	6 14	6 09
Plums—		
Damson, 1's "	2 63	2 58
Lombard, 1's "	2 73	2 68
Greengage, 1's "	2 83	2 78
Pumpkins—		
3's "	2 29	2 24
Pineapples—		
2's, sliced, 2 doz. cases, per case		4 20
2's, whole, " "		3 75
2½'s, whole, " "		4 60
2's, grated, " "		4 40
Raspberries—		
red (new) "	3 78	3 73
black (new) "	3 78	3 73
Strawberries "	4 80	4 75
gallon, per doz		6 80
Blueberries, 2's, per case		2 00
" gallons, "		2 15

Goodwillie's Goods.

Strawberries, per case	3 10
Red raspberries, per case	2 60
Red cherries, "	2 60
Red currants "	2 60
Black currants "	2 60
Lawtonberries "	2 60

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's "	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 [illegible]
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 [illegible]
sliced, " "		2 [illegible]
Spinach—		
2's, per doz.	3 13	3 08
3's	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz.		2 89

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

Tomatoes—		
per case	2 79	2 71
Beans golden wax	1 98	1 93
" refugee	1 98	1 93

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River, " "	7 10
" River's Inlet, " "	6 85
" Red Spring, " "	6 30
" humpback, "	4 00
" cohoes, "	5 75

(Prices are for delivery in October-November.)

Lobsters (new), ½-lb. flats, per case	16 50
" " ½-lb. talls, per case	10 50
" " 1-lb. talls, per case	15 00
" " " flats, per case	15 50

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " tomato sauce, per case	2 30
" 2 " " "	1 85
" 3 " " "	2 40
" 1 " Chili "	25
" 2 " " "	1 95
" 3 " " "	2 35
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's "	2 80
" " 1's "	1 60
" Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per doz	2 50
" " " 1's "	1 35
" (Clark's), 1's, per doz	1 55
" " 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 00 3 43
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 50
" 2-lb. " "	2 65

SUGAR.—Prices are steady since the recent decline. We quote:—

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 5
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES.—Corn syrups are reported to be in particularly brisk demand from the country trade. Quotations are:—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud. 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—No change in price since the decline in Rios noted in last week's issue. We quote:—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 [illegible]

Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 33
" " 1-lb. "	0 24

MINCE MEAT.—There is a good demand for mince meat at unchanged quotations.

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS. — No change in active quotations since the advances in seeded raisins noted last week, but the entire foreign dried fruit list is firmly held, and advances would create no surprise. We quote:—

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 08½
" " fancy seeded in ½-lb. packages per package	0 09
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 15, 1906.

BUTTER—Market continues firm.

CHEESE—Little change in situation.

EGGS—Market strong. Prices unchanged.

PROVISIONS—Firm feeling in lard. Advance would not surprise. Smoked meats slow. Abbattoir dressed hogs quoted at $8.50 to $8.75 per 100 lbs.

Prunes 100-120 per lb	0 06½
" 90-100 "	0 07½
" 80-90 "	0 08½
" 70-80 "	0 08
Prunes 60-70 "	0 09
" 50-60 "	0 09½
" 100-120 per lb	0 09½
" 90-100 "	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 07½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 18
Apricots, standard in 25-lb. boxes, per lb	0 17
Peaches, choice, per lb	0 17½
Apricots, choice (new delivery about August 1), per lb	0 [illegible]
Apricots, standard (new delivery about August 1), per lb	0 21½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS.—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

NUTS.—In active demand for Christmas trade at following prices:—

Almonds, per lb	0 15
" (shelled), per lb	0 33
Filberts	0 10
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15½
" " Marbots "	0 13½
" " shelled, "	0 32
Pecans, per lb	0 15 0 16
Brazils, per lb	0 15

SPICES.—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11½ 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

COCOANUT. — In active demand at present. The shredded cocoanut in pails is quoted at 16 1-2c. per lb., and the feather strip at 17 1-2c.

BUCKWHEAT.—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO.—

Japan rice, per lb., cwt. lots	0 06½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY.—

Pot barley, per sack	2 50
Pearl barley, per half sack (49 lbs)	1 75
" sack	3 50

BEANS.—White beans, hand picked are quoted at $2.05 per bushel, the 3-lb. picked at $1.80 and the 5-lb. picked at $1.75.

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

WINNIPEG.

GREEN FRUIT.—

Winter Apples.

Famuse apples, per bbl.	5 50
Snow apples, per bbl.	5 00
Fancy greenings and other green var., per bbl.	3 50
" baldwins and red varieties, per bbl.	3 55
" northern spies, per bbl.	4 50
" Jonathan (American) apples, per box	2 00

Oranges and Lemons.

California Oranges (Valencias), 200s 250s, per case	6 25
" lemons, 300s-360s, per case	10 00
Cranberries (Cape Cod), per bbl.	11 00
Bananas, per bun	3 00
Malaga grapes, per keg	6 50
Tokay grapes, per case	3 00
Ontario grapes, red Rogers, per basket	0 40
" " Niagaras, per basket	0 30

Vegetables.

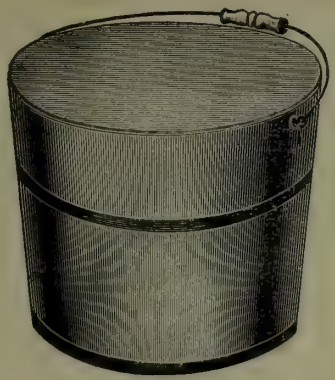
Manitoba celery, per doz	0 40
Native onions, per lb	0 02½
Valencia onions (large cases), per case	4 00
Sweet potatoes, per bbl.	6 00

NOVA SCOTIA MARKETS

Halifax, Nov. 13, 1906.

The local grocery markets are active and the prices fairly steady. There is a general complaint regarding scarcity of good butter, very little coming on the market at present. Dairy in tubs is quoted at 23 cents, and creamery prints at 27 cents. The receipts of eggs are light and are quoted at 22

LARD PAIL



CANDY PAIL

JAM PAIL

TRADE IN TIN CAN GOODS DEAD

The prejudice against goods packed in tin is becoming so marked that the Packer is being forced to the conclusion that he must do away with this style of package or the reputation of his goods will surely go down a peg in the estimation of the buying public. Dealers, who were the first to realize this fact (coming into direct contact with the Consumer) are continually expressing the view that the time has come when all articles of food such as Lard, Jam, Butter, Syrup, Candy, Mince Meat, Pickles, Biscuits, etc., etc., must be put up in wood packages such as

CANE'S NEWMARKET WOODENWARE

"THE STANDARD GOODS IN CANADA."

They are greatly superior to the "tin article"—being made of sweet, clean and natural wood—and are safe containers for foods of every description.

Read the following extract from a leading daily paper:

"The trade in tin can goods is dead! The agitation on the subject has affected everything that goes into a tin. Fruit, meat, vegetables, fish—everything." Such was the statement made the other day by the managing director of a firm largely interested in tinned goods. The imports of tinned meats to the Albert Docks, London, from Boston and New Orleans for the months of June and July in 1905, as compared with those for the same months this year are eloquent. Here they are:—

June, 1905 - - -	27,000 cases.
June, 1906 - - -	4,000 cases.
July, 1905 - - -	24,000 cases.
July, 1906—To date -	Nil.

PICKLE PAIL

THERE IS NO PREJUDICE AGAINST WOODEN PACKAGES

Write for Quotations

UNITED FACTORIES LIMITED

Head Office: TORONTO

FACTORIES
Toronto, Newmarket and London

BRANCHES
Montreal, London and Winnipeg

SYRUP PAIL

cents by the case. Guaranteed fresh eggs sell at 40 to 45 cents in the green market. Cheese is steady at 14 cents. The jobbers here are anticipating another decline in the price of sugar. California raisins are quoted here at 9 to 9 1-2 cents, and Velencia layers at 10 cents. New figs in ten pound boxes are quoted at 9 cents. The Dominion Molasses Company has advanced the price of Fancy Barbadoes two cents per gallon. The jobbing prices are: Puncheons, 30c to 31c; 40 gallon barrels, 33c to 34c; 25 gallons, 36c to 37c. Lard is quoted at 13 1-2c to 13 1-4c.

FISH.—Newfoundland fish buyers are invading the Nova Scotia fish markets, and they are buying up all the available dry codfish. Robert Moulton, a prominent fish dealer of Burges, Newfoundland, has been in Lunenburg the past week, and he has succeeded in purchasing 12,000 quintals of codfish from W. C. Smith & Co., and Adams & Knickle. The price paid was about $6 per quintal. Some schooners have been chartered to carry the fish direct to Oporto, and the fish are now being weighed off and prepared for loading. It is also stated that Mr. Moulton has purchased 6,000 quintals at Lahave. The good demand for fish in the foreign markets is the cause of this speculative move. There was a slump in the price of mackerel in the Boston market last week, owing to the heavy receipts from Cape Cod. Most of the mackerel taken last week in the western shores of Halifax County, were purchased by Halifax dealers, iced, and shipped direct to Boston, but they brought more than the price paid to the fishermen who caught them. This will cause a temporary setback to the shipments here, until the Boston market shows more strength.

David Churchill, Petrolea, has opened a grocery in his own block, lately occupied by C. R. Polly. Mr. Polly is moving to larger quarters in the Wickett Block .

WINDOW COMPETITION.

The art of decoration and display is in its infancy in the grocery trade of Canada. But it is developing rapidly and more interest is taken in it every year. In this trade science of attractiveness the window is a first consideration. Window dressing is very often the clerk's work, for one man who has natural ability in this direction there are a dozen who may become proficient by an intelligent study of the subject.

The Canadian Grocer desires to encourage interest in window dressing and has instituted a monthly competition with prizes of $5, $3 and $2.

Every grocer or dealer in foodstuffs is eligible. All that is required is to address to the editor of the Canadian Grocer, 10 Front st. east, Toronto, a photograph of the window to be entered for the competition and a description of how it is dressed, naming the articles used, giving the name of the person who dressed the window.

The Wee MacGreegor Company, Toronto agents for Skipper sardines, in their advertisement in this issue lay stress upon the fact that these sardines are entirely different from the ordinary Norwegian sardines, there being an absence of the smoky flavor. They are claimed by connoiseurs to be equal to the finest French fish. The proof of the pudding is in the eating, thereof, and the Wee MacGreegor Company give everyone a chance to test the merits of the goods. Write them for sample, mentioning the Canadian Grocer.

Flour, Grain, Hay, Pork, Smoked Meats, Fish, Etc.

SEEDS A SPECIALTY.

GEO. TANGUAY

Office : 48 St. Paul St.

Warehouses : 33-35, 34-36 St. Andrew St.

QUEBEC

For the Holiday Trade

It is time to look up your stock of Holiday Goods if you are desirous of obtaining your share of the Holiday trade. How about

Cadbury's Cocoa Butter

We are agents for this justly celebrated line. This is something every confectioner requires.

Or if it is something in ***Shelled Almonds*** or ***Shelled Walnuts*** that you want, write to us.

We have the best goods on the market, and our prices are right

C. A. Chouillou & Co.

14 PLACE ROYALE

MONTREAL

Eastern Township Merchants

Make a Comparison between Montreal and Sherbrooke Freights to your Town.

We give you Montreal Prices.

GET OUR PRICES BY MAIL

FISH, FISH, FISH

T. A. BOURQUE

Wholesale Grocers

Sherbrooke, - - Que.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
52	"	"	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

GENTLEMAN with established trade in Maritime Provinces, Magdalen Islands and Newfoundland, wants agency for wholesale grocery firm; also open to represent reliable feed, mill and grain exporters; address box 126 CANADIAN GROCER, Toronto or Montreal. (45)

SITUATIONS VACANT.

FRUIT, etc.—Wholesale or Retail—Wanted by smart experienced man, willing to take any berth; highest references. C. W., 130 Shuter St., Toronto. (46)

FOR SALE.

OWING to ill health Mr. Pritchard of Newbridge, Ont., is offering his general store, stock and business for sale, A first-class country stand. (46)

SITUATION WANTED.

EXPERIENCED traveller; good salesman; seeks situation. Box 127, CANADIAN GROCER, Toronto.

PAPER BORDERS IN FASHION.

The following is from a publication which is an authority on Interior Decorations and will interest every dealer in wall paper:

rations and will interest every dealer in border is in fashion, and we wish our answer could reach everybody at once and forever. The use of a border, whether ornamental or simple, is regulated by the character of the room and by the architectural proportions. Borders are always "in fashion." Sometimes a fabric for the wall or for doors or windows is complete without a border, sometimes it needs a border. It is like a picture which requires a frame, simple or ornamental, according to its character. There are occasions when the architectural character of a sidewall with mouldings and cornices eliminates the need for a fabric border on the fabric, but the border is there—it's inwood. The border is the emphasized frame.

Capt. Thomas Wallace of Wallace Bros., Woodbridge, has returned from a visit to the Cobalt region.

BUSINESS CHANCES.

$3750 —A SOLID brick store and separate dwelling, storehouses, stable and drive shed, together with the goodwill of an old established general store, situated about 10 miles from Toronto. The postoffice is in the store, which does a yearly business of $7,000 to $10,000. This is sacraficing the property, but the owner is giving up and the property must be sold. No reasonable offer as to terms will be refused. National Trust Company, Limited, Real Estate Department, 22 King Street East. [47]

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BAKING POWDER

We are making a generous offer to the Retail Trade, to still further increase the sale of GOLD STANDARD BAKING POWDER "Guaranteed-the-Best."

If you are selling Baking Powder and wish to satisfy your customers, and make increased profits, we can interest you.

Drop us a postcard for particulars.

THE CODVILLE-GEORGESON CO.
Limited
Dept. C.C.
Wholesale Grocers
WINNIPEG, - MAN.

FRESH PORK SAUSAGE

JUST THE LINE FOR COLD WEATHER TO INCREASE YOUR SALES

Our Sausage are noted for Quality and Flavor.

Put up in 25 and 50-lb. Baskets. Expressed to all points.

Let us add your address to our Standing Order List.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

English Brawn
OR
Potted Head Cheese

A very Seasonable Dish and a Good Seller on the cooked meats counter. Put up by us in 5, 10 and 20-pound pails.

CLEAN, WHOLESOME and DELICIOUS

Shipped by Express
Promptly upon Receipt of Order.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Corona
FLAT SHOULDER BACON

BONELESS

Can be easily sliced for frying, broiling, or boiling.

Mild New Sugar-Cure
Wrapped in Parchment

and the price is right—12 cents per pound.

Try a sample order.

We have no retail stores.

The Montreal Packing Co.,
MONTREAL, P.Q. Limited

Take Care of Your Sausage Orders
That We Can Do

Send You Sausage Trade
That We Can Do

N.B.—Sausage is our specialty, and sharp grocers know it.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The cheese market is at present in a very mixed state, recent country markets show an apparent considerable decline in prices, it must, however, be taken into due consideration, that the quality has now also considerably deteriorated, as present offerings are mostly of November make, which is always more or less faulty in quality.

Most factories are now closed for the season and only those receiving a sufficient quantity of milk, are enabled to make a few cheese, but, owing to feed and weather conditions, the quality of these cheese is naturally inferior to the September and early October make and they should therefore not be classed in price or value with the better quality of goods made previously.

Our supplies at present consist of three distinct qualities, viz : September and early October make, late October make, and November make, and each of these are quoted differently, however, current receipts being the lowest priced cheese, have more or less influence on the market quotations as the better grades are at the moment neglected, and only when the lower priced goods are cleared off the market and a new demand for "finest quality" comes on, will we again see higher quotations.

The statistical position is as strong as ever, our stocks in Canada are very light as compared with previous years, but meanwhile, the visible supplies in Great Britain are considerable and some of the large houses there seem to hope, that they may be able to shake out some of the weaker holders and get possession of their goods by taking up maturing drafts, this is a game of "the big fish eating the little ones," it does, however, not affect the real situation in the long run.

Receipts in Montreal were last week 58,857 boxes of cheese and 7,002 packages of butter, against 66,849 boxes of cheese and 10,920 packages of butter for the same week of last year, or a total since May 1st of 2,229,325 boxes of cheese and 567,662 packages of butter, as compared with 2,190,998 boxes of cheese and 725,383 packages of butter for the corresponding period of last year.

Our exports were last week 55,083 boxes of cheese and 482 packages of butter, against 41,703 boxes of cheese and 774 packages of butter for the same week of last year, or a total since May 1st of 2,105,662 boxes of cheese and 360,418 packages of butter as compared with 1,999,496 boxes of cheese and 550,371 packages of butter for the corresponding period of last year.

These figures show an increase in the receipts of cheese of 38,327 boxes and an increase in the shipments of 106,166 boxes, leaving a decrease in the stocks of cheese in Montreal of 67,839 boxes as compared with the same date of last year, but stocks at country points are so very much less this year, that it is a safe assertion, that our stocks in Canada are 150,000 to 200,000 boxes less than a year ago.

In butter we find a decrease of 157,721 packages in the receipts and a decrease in the shipments of 189,953 packages, which would leave an apparent surplus of 32,232 packages in our stocks at present as compared with the same date of last year.

But butter is different from cheese, the latter is ruled by the exports, or by the demand from Great Britain, while the former is more or less dependent on the home consumption. We have in previous articles given our opinion, that butter has this season been largely shipped into Montreal and that other consuming points in the Dominion of Canada were cut short in their supplies in consequence.

Recent developments have fully confirmed this theory instead of larger supplies of butter on the Montreal market, we are actually short of local requirements and late country markets all showed a substantial advance in prices, caused largely by outside orders from western and country towns. Quite a lot of butter, both dairy and creamery, was sold to Toronto and other inland towns, both dairy and creamery butter was brought back from England and sold here at a profit to go West, all of which shows a shortage of supplies in places outside of Montreal and the situation seems therefore quite healthy, at any rate, we are now quite independent of the export trade and will need our supplies for the home consumption.

OUR OLD COUNTRY LETTER.

88 Fleet Street, Lond n, E.C

November 3rd, 1906.

Supplies of Canadian cheese continue to come to hand in large quantities, but the demand is so poor as to make the volume of trade transacted on the spot very small. Buyers are showing no great desire to come in and buy. Even when they do come along, sellers, despite the general dullness of business, are not over hasty in making concessions. Probably they are bearing in mind the fact that future supplies from Canada cannot continue on the same scale as at present, and are keeping supplies in warehouse against future requirements. Judging from the half-hearted manner buyers have been making purchases for some while past, one cannot help thinking that they have been adopting a hand-to-mouth policy, and that their supplies on hand are small. In this case, sellers are wise in declining lower prices. As might be expected, cable advices from Canada are tending upwards. Spot quotations range from 62s. to 64s. The quality of Canadian cheese on arrival is, taken altogether, good, but one or two retailers say that by the time it reaches them it shows signs of staleness. This, of course, Canadians cannot prevent. It is the result of speculation over here.

Although the demand for butter has been better during the past few days, the demand for Canadian has shown little improvement. For choicest parcels sellers are endeavoring to make 114s., but the response is far from good. Supplies, however, are not large. Fair quantities of Australian, as well as of Siberian, are on hand, and these suffice to keep things going. Choicest Siberian makes 104s., with lower grades fetching anything from 94s. to 98s. This second grade butter is not clearing very fast. Siberian butter is very popular on this market, and it is wonderful what strides this industry has made within the past few years. Australian butter of choicest description is making 114s., with occasionally 116s. This is the new season's product.

Canadian bacon is in an unhappy way at the moment. Trade in Continental bacon has fallen off during the week, and this has had an adverse effect upon the market generally just at a moment when stocks of Canadian were beginning to accumulate. Prices have dropped something like 8s.

PROVISION SITUATION.

The Old Country market is not attractive to the Canadian Packer. Bacon selling there now at 54s cost 58s or 60s. Then the Christmastide is approaching when the British public expects something other than pork. The largest Canadian exporter sends forward normally 1,000 to 1,200 boxes of bacon a week and in anticipation of Christmas the cure for the week after next will be cut to 500 and for the next month the same.

The packers will turn their attention to the domestic trade and put away some stock for the early spring trade.

Farmers have not taken kindly to the decline in the price of live hogs, but they are coming to see that just before Christmas is not the time they can hold with any hope of a rise. Last week deliveries were a little below normal and Montreal got most of them. This week indications are that deliveries will be freer. Prices are down to a basis of $5.40 to $5.50 f.o.b. country points. One large packer quoted $5.30 to $5.35 and another $5.50 to $5.75. Stocks of domestic products are not very large yet and demand is very good for the time of the year.

A winding-up order has been granted by the courts in Montreal in the case of the Colonial Creamery Company, of that city. The company has branches in Quebec and Sherbrooke, but the plant in Quebec is the only one running now. It is said that lack of capital caused the trouble, the company being but a young one. The stock is placed at $20,000.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

DUNN PORK FACTORY FOR SALE

Sealed tenders marked "Tender for Dunn Pork Factory," will be received by the undersigned up to noon on Monday, 19th November, for the factory buildings, plant and premises and goodwill of the F. B. Dunn Packing Company, Limited, situated on the line of C.P.R. at Fairville, about a mile from the city of Saint John, N.B. The works are new and up-to-date. The goodwill of the business and all tools and delivery wagons included with the property; also a supply of ice now in store, sufficient for the ensuing season's operations. Ice is obtained from a pond on the premises in quantities sufficient for the business. The highest or any tender not necessarily accepted. For further particulars apply to the undersigned.

Barnhill, Ewing & Sandford
Solicitors.

Dated at St.John, N.B., 5th September, 1906.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS.—There has been no change in the situation since last report. Business is said to be only fair, the turnover last week not being as large as expected. Prices continue without change.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood (10½)	0 12½ 0 12¾
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12¾
"	" 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 09½
" "	½-bbl., per lb.	0 09¾
" "	tubs	0 09¾
Cases, 20 3-lb. tins, per lb.		0 10¼
" 12 5-lb. tins "		0 10½
" 6 10-lb. tins "		0 10½
20-lb. wood pails, each		2 00
20-lb. tin pails, each		1 90
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		$22 50 $23 00
American short cut clear		22 00 22 50
American fat back		23 00 23 50
Breakfast bacon, per lb.		0 15
Hams		0 14½ 0 15
Extra plate beef, per bbl.		12 50 13 00

BUTTER.—Demand for butter this week has been very good, fresh receipts going into consumption as rapidly as obtained. There is no accumulation of the finest butter and supplies of held creamery are being drawn upon to meet the demand for a lower priced butter than the absolutely fresh article.

Choicest creamery, salt, 56 lb. boxes		0 25½
" pound prints		0 26
Medium creamery		0 23½
Western dairy		0 20 0 21

CHEESE.—This week the feeling in the cheese market is slightly easier. Export business is very small, but the local demand continues good at prices quoted. November make is half a cent lower than other cheese.

Ontarios, September make		0 13½ 0 14
" October make		0 13 0 13½
Townships, September make		0 13 0 13½
" October make		0 13 0 13½
Quebecs, September make		0 13 0 13½
" October make		0 13 0 13½

EGGS.—Fair to good demand prevails for eggs. Orders received are not large, merchants not wishing to carry too large stocks with the market in its present condition. Prices remain about the same as formerly.

Fresh selects, doz		0 27
Storage " "		0 24
Fresh No. 1 "		0 23
Storage No. 1, doz		0 22

HONEY.—Demand is good at prices quoted, but supplies are small and constantly diminishing. It is expected that stocks will be quite exhausted before the arrival of the new crop next year.

White clover comb honey		0 15 0 16
White clover, extracted tins		0 10 0 10½
Buckwheat		0 09

TORONTO MARKETS.

PROVISIONS.—Prices remain fairly steady at last week's quotations. Lard continues firm, with tubs 1-4c higher. Beef is higher.

Long clear bacon, per lb.		0 11½ 0 12
Smoked breakfast bacon, per lb.		0 15 0 16
Roll bacon, per lb.		0 11 0 12
Small hams, per lb.		0 15
Medium hams, per lb.		0 15
Large hams per lb.		0 14
Shoulder hams, per lb.		0 11½
Backs, plain, per lb.		0 16½
" pea meal		0 16½ 0 17½
Heavy mess pork, per bbl.		21 50 22 00
Short cut, per bbl.		22 50 23 00
Lard, tierces, per lb.		0 11½ 0 11¾
" tubs "		0 12 0 12½
" pails "		0 12½ 0 12¾
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.		11 00 12 00
Beef, hind quarters		6 50 7 25
" front quarters		4 50 6 50
" choice carcases		6 50 7 50
" common		4 00 5 00
Mutton		0 07 0 08
Lamb		0 10 0 11
Hogs, street lots		8 00 8 50
Veal		0 07 0 10

BUTTER.—The market is about a cent higher than a week ago, but the opinion prevails that the advance will not hold. It is argued that the cheese factories are closing and more milk will be directed to the creameries and more will go to make dairy butter.

	Per lb.	
Creamery prints	0 26	0 28
" solids, fresh	0 24½	0 25
Dairy prints, choice	0 22	0 23
" tubs, choice	0 22	0 23
Baker's butter	0 19	0 20

EGGS.—Practically no strictly new laid eggs are coming in, such are being 28c to 30c. Other kinds are unchanged in price. The market looks good. A decline is not anticipated this side of Christmas.

Eggs (strictly new laid)		0 28 0 30
" fresh		0 22 0 23
" pickled		0 21
" splits		0 18

CHEESE.—Prices are a little easier.

	Per lb.	
Cheese, large	0 13½	0 13½
" " twins		0 13½

POULTRY.—The market continues in an unsatisfactory condition. Demand has not awakened. Receipts this week have been a little light and if the cold weather lasts it will stiffen things up. Prices are unchanged.

	Live Weight.	
Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 [illegible]

	Dressed weight.	
Old fowl	0 06	0 07
Ducks	0 09	0 10
Young chickens	0 09	0 10
Geese	0 08	0 09

It's Mince Pie Time

Make a prominent display of

Clark's Mince Meat

and you will be astonished at the quantity you will sell. There's a lot of Mince Meat used; the better the quality, the more you'll sell.

Ask Your Wholesaler to Tell You About

Wagstaffe's

Jams, Marmalades, Sealed Fruit in Glass and Mince Meat

Made for 17 years in Manchester, Eng. Now made in Canada.

Always guaranteed to be right.
Absolutely free from adulteration.
All pails gold lined.

WRITE FOR PRICE LIST AND QUANTITIES

Wagstaffe, Limited
HAMILTON, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY

Galloway & Parnell VANCOUVER

TRURO QUALITY BRANDS

Reindeer

Condensed MILK

30% Profit FOR The Dealer

Satisfaction for the Consumer

The steadily increasing demand for Reindeer Condensed Milk, is the public seal of merit, the dealers warrant to stock up.

Truro Condensed Milk Co., Ltd. Truro, N.S

Are You Losing Money Trying to Save Money?

It is false economy to wrap parcels up cheaply.

Cheaply wrapped parcels may go from your store all right, but by the time Mrs. Buyer reaches her home the parcel is all grease-spotted on the outside and she doesn't like it.

Real economy on your part would be to get in a supply of our

Oval Wood Dishes

They are inexpensive, strong, neat and can be used on many occasions. Have your patrons satisfied. Use our Dishes.

GRAHAM BROS., Kinmount, Ont.

Agent - Maritime Provinces
W. S. CLAWSON & CO., 11-12 South Wharf St., St. John, N.B.
Quebec, W. J. EYRE, 60 Queen St., Ottawa,
Ontario, McEACHERN & McPHERSON, 23 Scott St., Toronto.
Winnipeg, A. E. ROY, 159 Portage Ave. East, Winnipeg.

1c.

The money you spend for a postal card will bring you by return mail.

OUR NEW CATALOGUE

for 1906-07. It is beautifully prepared, printed in colors, and contains a full list of all our Maple Syrup, Maple Sugar, Confectionery Specialties, Pure Fruit Jams and Jellies, and many other lines. The prices are all there, and there are illustrations on every page. You will need this, so

WRITE FOR ONE TO-DAY DIRECT

There's no time like the present.
All jobbers handle our goods.

SUGARS, LIMITED

Head Office:
MONTREAL

Branches
Everywhere

These Are THE Goods

Following are a few of our lines:

"Diamond" Brand Maple Syrup

With the true smack of the Maple about it.

"Twin Block" Pure Maple Sugar

That has stood the test of the Government analysis.

Maple Cream Hearts

Those delicious maple goods that you have heard so much about.

The Big Four

The best selling package goods on the market. Retail at 10 cents.

Nut'y Creams

A new departure in the candy line. Novel and attractive package.

Fruit'y Creams

Another rapid seller.

All of the above, besides a great many other lines, are obtainable from jobbers in all parts of Canada. Place your orders with them early. These are the goods for the Christmas trade.

SUGARS, LIMITED

Head Office:
MONTREAL

Branches:
In Every Large City

We Don't Wonder why so Many Grocers Have Sent

US THEIR ORDERS FOR OUR

"VICTORIA" BRAND JAPAN TEA

We know it is the right kind of tea a grocer wants, and which he is sure to get every time.

We sell an enormous quantity of "Victoria" brand, but would like every merchant to try it. We know by experience that it is a **"customer getter."**

How is your Stock in Fruits ?

We have now in stock, the most complete assortment of fruits, ever held by a wholesale firm.

Malaga Raisins in 22-lbs. and 5 1-2-boxes.
Valencia Raisins
California Raisins
Seeded Raisins
Currants.
Prunes, Evaporated Fruits, Figs, Dates, Nuts, Peels, etc.
All guaranteed 1906 crop. **No old stock.**

PRICES ARE EXTREMELY LOW

Canned goods in quantity and quality

of the best known brands, either

FRUITS, VEGETABLES, MEATS, FISH, Etc.

If in want of any, write us for prices

We have just been appointed agents for the famous

HIAWATHA LYTHIA WATER

The leading table water of United States and Western Canada. We have just received a first carload and are now ready to quote. We also have in stock another carload of

"HIGH LIFE" LAGER BEER

The product of the oldest Brewery of Milwaukee. This beer has its place on the best tables and should prove a good seller.

TRY A FEW DOZEN

LAPORTE, MARTIN & CIE, LTEE.

MONTREAL

A TRIO WORTH TRYING

"Swiss Food"

On the market nearly 20 years. Enjoys enormous sales. Is pure and healthful. Yields big profits to grocers.

"Beaver Oats"

(Premium 776)

Big package. Delightful eating. Easy selling. Premium includes Cups, Saucers and Plates—genuine china. Twenty 5-lb. pkgs. in case.

"McIntosh's Crown Brand Rolled Oats"

Best bulk flake oats to be had. Uppermost quality. Sold where shown. Reasonably priced.

Get in an order. It's ordering time!

P. McINTOSH & SON, Toronto, Canada

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense

Flour from the Hard Wheat Belt

Brandon has been known as the "Wheat City" from the very early days, because it has grown up in the centre of the best wheat district in Manitoba.

That means that our big modern mill grinds the best wheat that's grown in Canada. You can't get away from that.

Try

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our agents

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

CANADA FLAKES

"THE FOOD OF QUALITY AND QUANTITY"

Ready-to-Serve Crispy, Snappy Wheat Flakes

The 10 cent package is larger than any 15 cent size of a similar food.

It is a rapid seller.

The 25 cent package, "Household," contains a variety of beautiful china tableware. A novel advertising feature. It sells.

A maple flavor that suits the name "Canada." It is a food distinctly Canadian, made by Canadians from Canadian wheat

CANADA FLAKES

For Your Christmas Trade

there are good reasons why you should make leaders of Suchard's Chocolates.

They are pure and wholesome.

They are rich and strengthening, and can be sold on their merits as a handy form of nourishment for those who take part in outdoor sports.

They are simply delicious; everybody who has ever tried them likes them, and wants some more.

Suchard's "Milka"

is the cream of milk chocolates. The Swiss Cream and the Suchard method of preparing the chocolate give it a fine-grained richness not found in any other chocolates.

"Velma"

is a new chocolate creation, which has all the smoothness of milk chocolate, and yet the full chocolate flavor is unmasked by the addition of any other ingredient.

Write for quotations.

Canadian Depot :

FRANK L. BENEDICT & CO., Montreal

MITCHELL & SAUNDERSON, Winnipeg, Man.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland

NESTLÉ'S CHOCOLATE

Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

J. N. WARMINTON

207 St. James St., MONTREAL

Strapping for Binding Cases

CLUTCH NAILS

for repairing or strengthening Cases and for holding several small Boxes together.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Of all the

Chocolate

"made in Canada"

that has stood the test of satisfying the consumer

MOTT'S

"Diamond" and

MOTT'S

"Elite" brands

stand out as the

"always reliable."

Remember to order these.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal
R. S. McINDOE, Toronto
JOS. R. HUXLEY, Winnipeg

WEBB'S

CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

changed; oats are firmer up to last week's high mark. On Monday No. 1 Northern was quoted at 79 but it recovered Tuesday.

(F.o.b. Georgian Bay points.

No. 1 hard		0 81	0 81½
Manitoba wheat, Northern	No. 1	0 79½	0 80
" " "	No. 2	0 77	0 77½
" " "	No. 3, nominal		0 76
Red, "	per bushel. 78 per cent. points	0 70	0 71
White, "	" " "	0 71	0 71½
Mixed, "	" " "	0 70	0 71
Spring, nominal "	" "	....	....
Goose, " "		....	0 65
Barley, No. 1, "		....	....
" No. 2, "		0 51	0 52
" No. 3x, "		....	0 48
" No. 3, "		....	0 45
Oats, white "		....	0 36
" mixed "		....	0 35

FLOUR—Prices are unchanged. Demand in the city is reported good but from outside points not quite so brisk. Export business is slow.

Pure Manitoba wheat, per bbl in sacks	4 00	4 50
85 per cent. patents " "	3 70	3 80
Straight roller " "	3 40	3 70
Blended	3 80	3 90

CEREALS.—Quotations are unchanged and demand continues brisk.

Rolled wheat in boxes, 100 lbs. nominal	2 25
" " 50 lbs. "	1 25
Rolled oats, carlots, per bbl., in bags "	4 25
" " " " in wood "	4 50
" " for broken lots in wood "	4 75
" " broken lots in bags "	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl. "	4 80
" " " in bags "	4 55

EGG-O-SEE TO MOVE.

After January 1, the Egg-O-See Company, with offices now in Quincey, Ill., will remove all of its office force to Chicago, and the officers of the company will also remove their homes to that city. The company has leased for a a long term of years the entire eighth floor of the American Trust Building, said to be the finest office building in Chicago.

J. W. Cassidy, president; J. E. Linihan, general manager, and L. D. Wallace, jr., assistant to the general manager, are now preparing to send their families to Chicago.

JAPAN'S RICE CROP.

The Canadian Commercial Agent in Japan, writing of the rice crop, says:

"According to reports from different sources, the rice crop of Japan for the coming autumn promises to be abundant, or at least to be much more so than that of last autumn. Farmers in the eastern provinces are expecting a record crop over recent years. The weather has been comparatively favorable ever since the rice was planted. The locusts this year have not been destructive; the plants have attained more than satisfactory growth on the whole; and but for heavy storms in the future, the crop will be a record one. There are, of course, some exceptions where disastrous floods were experienced some time ago, and rice fields extending to thousands of acres were completely ruined. These exceptional cases are, however, insignificant when compared with the area under cultivation, and will be fully made up by the abundance of the crop in the rice-growing provinces generally."

HE CERTAINLY WILL.

(The Advertiser, Kentville, N. S.)

W. H. Seyler has been promoted to the management of the Canadian Grocer, Toronto. D. B. Gillies, the former manager, has gone to the Northwest. We hope the new manager will be as good a friend to Nova Scotia as was Mr. Gillies.

J. W. Windsor, Montreal, has returned from a short business trip to Quebec.

LEONARD'S FOR QUALITY!

BONELESS COD

The brands that have stood the test for 25 years. Don't pay fancy prices when you can get

"LEONARD'S"

from your wholesale grocer or direct from

LEONARD BROS.

Wholesale Fish Dealers

St. John, N.B. MONTREAL Grand River, Gaspe

The English hall-mark of Quality—Holbrook & Co.

HOLBROOK'S

GENUINE Worcestershire

SAUCE

Has the Largest Sale in the World

HOLBROOK'S LIMITED, Canadian Branch, 28 Front St. East, MANAGER, H. GILBERT NOBBS TORONTO

DEER HUNTING.

On Thursday night, November 8th, two travelers who cover Eastern Ontario for a Toronto firm, left with a number of kindred spirits for a two weeks deer shooting expedition. They were supposed to be well provided with funds and all the accessories necessary for such an outing, but on Friday night, just 24 hours after they had started, the firm was astonished to receive the following telegram, signed by one of them—"Rush $25.00 care Robertson Bros., Gooderham, Ont. The bunch are already busted. Make sure at once. No fooling."

The firm is wondering what can have happened that their supply of funds should have vanished so suddenly, particularly as there has been no very marked depreciation in the market price of deer.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

'Tis Sixty Years Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

When you buy

UPTON'S

Jams Jellies and Orange Marmalade

You buy something that is easy to sell again.

The consumer appreciates the quality of

UPTON'S GOODS

We Pay the Freight on Five Case Lots and Over no Matter Where You Live

That means we put profits into your hands before the soap arrives. After the soap arrives the profits are continuous.

WELCOME SOAP

THE SOAP OF QUALITY

is put up in boxes, six cakes in a box, 18 boxes to case. It's delightful to use, lasts long, and is beneficial to the skin.

THE GUELPH SOAP CO., GUELPH, ONT.

BUSINESS MEN IN MUNICIPAL LIFE

No. 1.

It is a fact that goes without saying that in every municipality the successful business man is the man best qualified to serve his fellow citizens in municipcipal office. Clear-cut, far-sighted and withal economical business methods are required in the administration of the affairs of a municipality, just as they are required in the management of a store, a warehouse or a factory. The same qualifications which fit a man for success in the management of his own business are required in the administration of civic and municipal affairs.

All this goes without saying, but in many towns and municipalities it is a very difficult matter to persuade business men to offer themselves for election:

MERCHANT MAYOR OF SASKATOON.

they plead that they can't spare the time from their business and that they don't like the turmoil of an election campaign. Nevertheless these are the men best qualified for civic and municipal honors and their services are required. Recognizing the importance of interesting business men in these matters The Canadian Grocer commences in this issue a series of sketches of business men who are serving either as mayor of their town or in some important office in the Board of Trade.

Sasketchewan is the most rapidly growing province in the Dominion and Saskatoon claims to be its most rapidly growing town. Very much of the rapid progress of Saskatoon is due to the efforts of Mayor James Clinkskill, the subject of this sketch.

Mr. Clinkskill is a successful general merchant who has been in Western Canada since the early days of the country. In 1882 he left his native city of Glasgow and commenced business in Prince Albert, and the following year he removed to Battleford where he still has a successful store. In 1899 he opened a branch in what was then the little hamlet of Saskatoon.

Although a busy and successful business man, Mr. Clinkskill has found time for public and municipal affairs. In 1888 he was elected to the Legislature of the N. W. Territories and was a member of that House for ten years.

In December, 1905, Mr. Clinkskill was elected mayor of the town of Saskatoon, and in June last, when the city of Saskatoon was formed by amalgamation with surrounding towns of Riverdale and Nutana, he was elected mayor of the new city . During his term as mayor a progressive policy has been carried out. The council has prepared the new city charter on novel lines making provision for the appointment of city commissioners to conduct the active business of the city. In some measure the organization resembles the Board of Control in Toronto and Winnipeg. A progressive programme of local improvements—waterworks, sewage and electric light—has been inaugurated involving the expenditure of over $300,000; and the approval of the ratepayers has been secured for the establishment of a civic hospital to be built, equipped and maintained by the city. A project is being considered for the purchase of a plant to dispose of garbage along the latest and most scientific lines—following the example of Winnipeg.

Clearly the business man's administration is involving the expenditure of large sums of money, but Saskatoon will be a large city before the close of this decade and the city fathers are wise in planning for the future. When such large expenditures are neecssary, Saskatoon is fortunate in having as mayor a business man of proved ability who will superintend these big expenditures and see that the city gets value for its money.

LOAFERS

Steer clear of them, some are in biscuit form.

They hang around your shelves doing nothing but eat up space.

are the "policemen." They are vigilant and active.

They keep in touch with the people.

Then keep in touch with the biscuits that keep in touch with the people.

3 lb. Cards or Tins

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

HAMILTON GROCERS.

Address by Mr. Bristol and Presentation to A. G. Bain.

The feature of the last regular meeting of the Retail Grocers' Association of Hamilton, was an address by George E. Bristol. He gave a splendid talk on reasons why the wholesalers and retailers should work harmoniously together, so that the best results could be obtained not only for both classes of the trade but for the public. He also touched upon the losses which the retail trade is put to on account of bad debts, and to the position the retail grocer holds in respect to the public. All other branches of business can get cash, but the grocer must give credit.

A hearty vote of thanks was tendered Mr. Bristol. It is the intention of the association to have a prominent speaker at each monthly meeting hereafter.

A. G. Bain, who was chairman of the 1906 picnic committee, was given a surprise. On behalf of the association President Smye presented him with a magnificent Morris chair. Congratulatory speeches were made and Mr. Bain replied suitably.

President Wm. Smye, jr., was in the chair.

LEWIS P. MASON ILL.

Lewis P. Mason of Mason & Hickey, Winnipeg, is seriously ill with typhoid fever. While on his regular fall trip through the West, he was taken ill at Medicine Hat, and consequently he will be unable to make the trip as usual. Western dealers who buy from Mason & Hickey, should therefore send in their orders direct to the firm.

GOOD WINDOW DISPLAY

The Newfoundland Window That Won a Diploma in London and the Man Who Did the Work—Window Dressing Notes.

Herewith the Canadian Grocer is pleased to reproduce a photograph of the window which won for F. W. Lake, a clerk in the employ of Hon. G. Knowling, St. Johns, Newfoundland, a diploma from the Grocers' National Exhibition, recently held in London.

Mr. Lake is a Devonshire boy, and served his aprenticeship in Sidwarth.

"Window Dressing," he writes, in answer to an enquiry from Canadian Grocer, "has always been my delight. I can scarcely call it work, as it is a pleasure to me. It is one of the things very much neglected in this country. I suppose because it takes so much time. My opinion is that 'wasting' time over the windows pays the employer. It keeps things fresh for the public view, and we are well aware very few people will take the trouble to look at the same window more than once.

"This year I thought I would try to secure recognition of my work from the Grocery Exhibition in London. You may be sure I am very proud of the diploma awarded me for having the faith to come to this country."

In answer to our enquiry as to his methods of window dressing he wrote:

"I am afraid I can say very little about my method of window dressing. It comes natural to me. I am always careful that all articles are shown to the best advantage, and that there is no overcrowding. I am also careful not to hide stock of any kind, and not even to use stock for building purposes. I am careful also to see that all the leadronto, has not a very ornate, but plain-figures."

WINDOW NOT CROWDED.

Geo. J. Melhuish, 587 Yonge St., To ronto, has a not very ornate, but plainly attractive window this week. He is fortunate in being on a corner and has a wide display space on two streets.

F. W. LAKE, St. Johns, Newfoundland.

There are two large sheets of plate glass in each window.

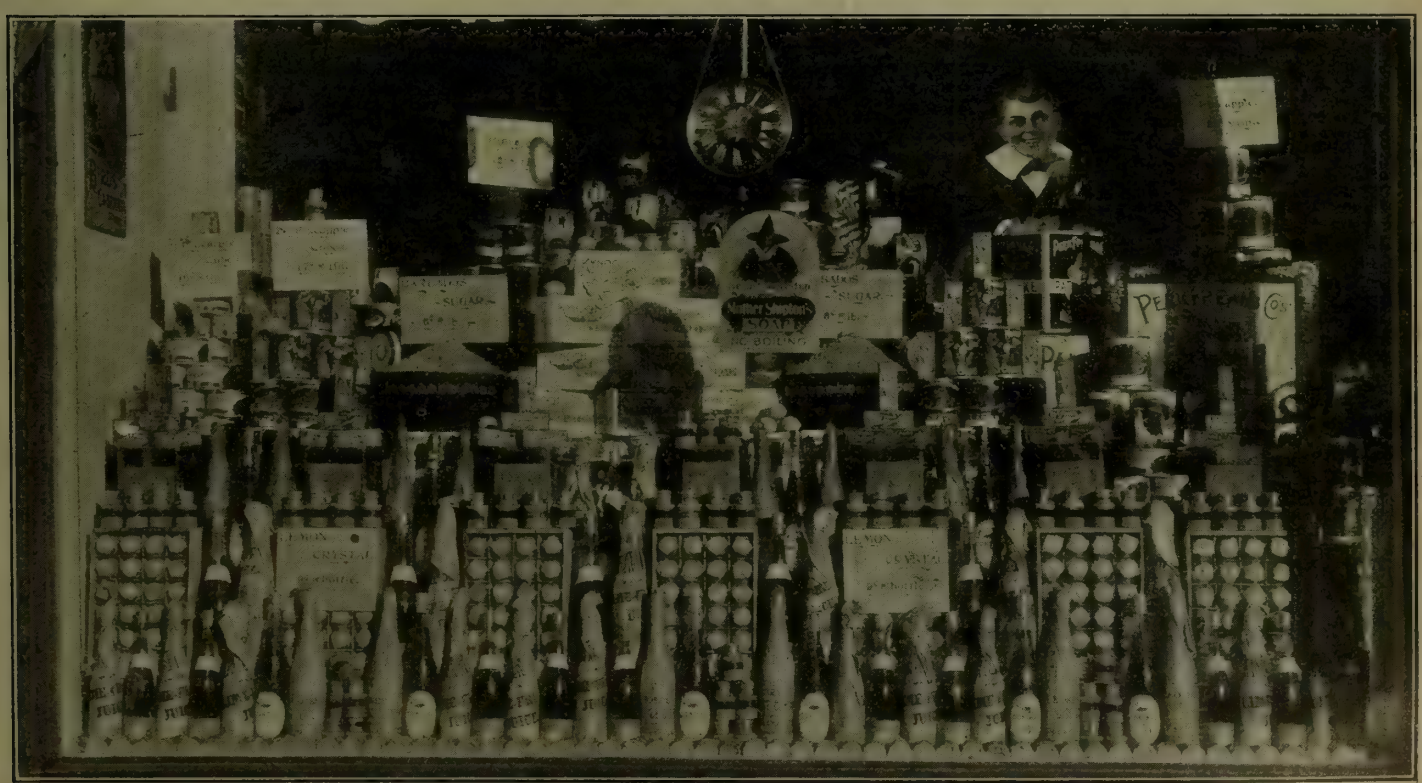
The Yonge St. window has three separate displays, honey, preserved fruits in glass and a line of cereals. Each display is small and self-contained, but neatly arranged. The window facing the side street contains cereals only. Nowhere does the window trimming rise higher than two feet. Some grocers might think there was not enough in the windows, that space was being wasted. But each display has individuality, is attractive and a change could be easily and quickly effected.

A WINDOW WITHOUT FORM.

In a grocery window of a store doing a large business in a pretty good residential district of Toronto 13 different lines were counted. It was a small window, too, and quite evidently there had been some attempt at artistic display. The result was far from artistic. A passer-by would get the impression of a confused collection of things to eat, suggesting perhaps a table upon which a sideboard had been emptied preparatory to cleaning. Very evidently the grocer was not getting the profit he should out of his window.

A LOT OF LIGHTS.

A British newspaper estimates that the United Kingdom consumes 500,000,000 matches a day, or about 12 for every man, woman and child. Smokers probably account for the greater number. About 90 tons of wood are used up in the form of matches every day, or about 35,000 tons a year. Sweden and Norway export over 25,000 tons of wood in matches every year. In France, where the tax on matches averages 8 cents per inhabitant, the consumption is comparativey small.



THE WINDOW THAT WON A DIPLOMA IN LONDON.

FOR THIS WEEK

WE HAVE

800 Kegs Almeria Grapes,
—Fancy and Extra Fancy
300 Boxes Florida Oranges
300 " Florida Grape Fruit
312 " California Lemons
600 " Messina Lemons
362 " Mexican Oranges
300 large Cases Spanish Onions

—ALSO—

DATES, FIGS, NUTS, BANANAS, Etc.

Send in your orders, they will be filled at lowest possible prices.

McWILLIAM Mc. AND E. EVERIST

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Markets are Steady and Nothing Unusual Appears in Price Quotations—Potatoes are a Little Scarce at Toronto—Storms Have Hindered Fish Shipments.

The Toronto cranberry market is still higher this week, while Montreal, being nearer the source of supply, and having also Nova Scotia to draw upon is trading at prices if anything lower than last week. The green fruit market apart from apples is now dependent upon imported varieties for the greater part of its supply

The stormy weather prevailing on the Atlantic coast has led to a shortening of fish supplies which is felt in all markets.

MONTREAL.

GREEN FRUITS.—A brisk trade in fruits is passing. Dealers report good demand for all lines. There is an easier feeling in the market this week. Apples are obtainable for prices between $2.50 and $4.75, which are lower than last week's figures. Jamaica oranges are also easier in price, while cranberries are offered at $9 a barrel. The first lot of Mexican oranges arrived this week. The goods are of good quality, and are selling well at $2.65 a box. Figs are selling freely from 8½c. to 13c., and dates are one cent higher than they were last week.

New dates, per lb	0 05	0 07
Bananas, fine stalk	....	1 25
" jumbos	....	1 75
Cocoanuts, per bag of 100	....	4 25
Pineapples	4 00	6 00
Egg plant, doz	2 50	3 00
Apples, bbl	2 50	4 75
New lemons	3 75	4 00
Pears per box	....	3 25
Pears bbl	5 50	9 00
Mexican oranges, box	....	2 65
Jamaica oranges, per bbl	....	4 50
Jamaica oranges, per box	....	2 65
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	....	9 00
" Canadian, bbl	....	8 00
" Nova Scotia's, per box	....	2 75
Florida grape fruit, box	4 00	4 50
Jamaica grape fruit, box	3 75	4 00
Almeira grapes, per bbl	4 50	5 50
Grapes, per keg	5 00	7 00

VEGETABLES.—There is but a fair trade passing in vegetables these days. Prices remain very steady, there not being much going on which would tend to change quotations. Potatoes are now selling from 75c. to 85c. Owing to the fact that the potatoes offering are not all ripe there seems to be a fear on the part of grocers to order very heavily, and as a consequence all the trade being done is for goods required for immediate consumption. The Green Mountain potatoes, which are very much favored locally, are now about finished.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Green peppers, per half-bbl. basket	....	3 00
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket	....	0 75
California " crate	....	3 25
Turnips, bag	....	0 75
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	....	1 00
Spinach, per bbl	....	2 00
Spinach, box	....	0 30
Cucumbers, per doz	....	1 25
Celery, per doz	....	0 50
Potatoes, per bag	0 75	0 85
Jersey sweet potatoes, basket	....	1 70
" barrel	....	3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate	....	2 50
" 56 lb cases	....	0 95
Red onions, bbl	....	3 50
Beets bag	....	0 75
Carrots, bag	0 90	1 00
Wax beans, per basket	....	6 00
Green beans "	....	6 00

FISH.—With the coming of the cooler weather fish dealers are beginning to turn over increased business, last week being a particularly good one to illustrate this. Lake trout are now off the market. Haddock and cod arrivals are not large, the catch being limited owing to continued stormy weather. Quite a few lots of fresh frozen fish have been received from the west, and these are now beginning to be a feature on the market. Haddies are still scarce, this being due to the fact that fresh haddock, from which they are cured, are not obtainable in desirable quantities. New smoked herring are now quoted, while kippers and bloaters are in good supply. There is a good demand for salt herring, the price of which is firm. Green cod is scarce, and prices may advance any day. Oyster, bulk, are arriving in good quantities, but the shell are not so plentiful. The fishing season in Prince Edward Island is nearly finished.

Fresh haddock, express, per lb	....	0 06
" halibut " "	....	0 10
Sea trout, " "	....	0 15
Flounders, " "	....	0 12
Grass pike, " "	....	0 07
Dressed bullheads " "	....	0 09
Dore, per lb. " "	....	0 09
Small whitefish " "	....	0 08
Market cod " "	....	0 05
Mackerel large, " "	....	0 11
B. C. salmon " "	....	0 10
Gaspe salmon, chilled, per lb	....	0 16
Smoked fish—		
New Rippered herring, per box	....	1 00
Yarmouth bloaters, per box	....	1 25
St. John bloaters, "	....	1 10
New haddies, in 15-lb boxes, per lb	....	0 08
Smoked herring, in bundles, per box	....	0 13
Oysters—		
Standards bulk, per imp. gal	....	1 40
Selects, bulk, per gal.	....	1 60
Shell oysters (Malpeques), barrels	7 00	9 00
Oyster pails, pints, per 100	....	1 00
" quarts, "	....	1 25
Prepared fish—		
Boneless cod, 1 and 2-lb. bricks	....	0 06
" fish, 2-lb. bricks, per lb	....	0 05½
" fish, 25-lb. boxes, per lb	....	0 04½
Skinless cod, per case of 100 lbs	....	5 50
Salt and pickled fish—		
Labrador herring, per bbl	....	5 50
" " No 1 N.S. herring, bbls	....	5 00
" " per half bbl	....	3 00
" salmon—		
" " in bbls	....	12 50
" " in ½ bbls	....	6 75
Mackerel, per pail	....	1 75
No. 1 green cod, in bb's, of 200 lbs	....	7 00
Small. " "	....	5 00
Large dry cod, 112 lb bundles	....	6 50
No. 1 salt eels, per lb	....	0 07½
New turbot, bbls 200 lbs	....	10 00

TORONTO.

FRUIT.—Oranges are slightly lower this week, and cranberries are still on the rise. Canadian grapes are exhausted.

Oranges, Jamaicas, per box	....	2 50
" Florida, 126s 216s	3 25	3 50
" Mexican 126s 216s	....	2 75
" California, late Valencias, box	....	3 00
Grape fruit, 54's, 64's 80's, 96's	....	4 25
Lemons, Californias, boxes	6 00	6 50
" Messinas, 300's-360's	4 25	4 50
Limes, per crate	....	1 00
Pineapples, Florida, 30s and 24s	4 35	5 50
Apples, snows	2 75	3 00
" Spies	....	....
" Baldwins	1 75	2 00
" Greenings	2 25	2 50
" Alexandria's	1 75	2 25
Bananas, per bunch	1 50	2 00
Red bananas per bunch	2 20	2 50
Plums, Idaho, 4 basket crates	....	1 25
Pears, per basket	0 40	0 75
Grapes, small baskets	0 25	0 30
" Almeria, per barrel	5 50	7 00
Chestnuts, per peck, $1.65 to $1.75, per bush.	6 50	7 00

Crabbs, per basket	0 30	0 40
Cranberries, per barrel	10	0 11 50
" " crate	3 75	3 90
" extra fancy, per barrel		12 50

VEGETABLES.—Canadian Tomatoes, radishes and cauliflowers are now off the market. California tomatoes are quoted at $4.00 per crate, but at this price cannot take the place of the Canadian variety. Hothouse radishes are not yet quoted. Imported lettuce is listed this week.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 35
" per basket		0 60
Extra fancy, double heads, per bbl		3 50
Onions, Spanish, per large case	2 50	2 75
" " small case	1 00	1 25
" Yellow Danvers bags		1 25
" Canadian, per bag		1 10
Cabbage, new Canadian, per bbl		1 00
Beets, new, per bushel	0 30	0 40
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 30
Lettuce, Boston, large, per doz. heads		1 00
Cucumbers, hot house, per doz		1 75
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush		1 75
" Lima, per lb		0 06
Watercress, per doz bunches		0 25
Tomatoes, California, per crate		4 00
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel		0 30
Mint, per doz	0 15	0 20
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz		0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Spinach, per bushel	0 50	0 60
Parsnips, per bush		0 50
Sage, savory, thyme, etc, per doz bunches		0 10
Oyster plant, per doz bunches		0 40

FISH.—The market shows no change, although fresh haddock and cod are still reported scarce owing to prevalent storms along the eastern coast.

Fresh hallibut	0 13	0 15
Haddock, fresh caught, per lb		0 08
Fresh cod, per lb		0 10
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket		1 25
Perch, per lb	0 05	0 06
Herring, large, per lb		0 10
" medium, per lb		0 06
Pike, per lb	0 05	0 06
Blue fish, per lb		0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb		0 20
Finnan haddie, per lb		0 08
Oysters, per gal		1 90
Labrador herring, per half bbl		3 00
" " bbl		5 50
Frozen.		
Halibut, per lb		0 12
Pink Salmon, per lb		0 10
Red "		0 12
Fancy Manitoba white fish, per b		0 12

EXPRESS TARIFF TOO HIGH.

For Inter-provincial Trade, Says W. S. Loggie of Chatham, N.B.

W. S. Loggie, M.P., of Chatham. N.B., head of firm of W. S. Loggie & Co., fish and fruit canners, was in Toronto Saturday, en route to Winnipeg, whence he will return in time for the opening of Parliament.

No one is better qualified to speak of the fishing industry of the Eastern Province than Mr. Loggie. To a reporter, regarding the inter-provincial trade in fish, he said:—

"Shipments of fresh fish to Ontario are practically prohibited by the tariff of the express companies, he states, and imports from New England to Ontario were subject to a customs duty. He thought the express companies could afford to lower their rates, and also that Toronto should have a large general freezing establishment such as already exists in London and Ottawa.

California Celery and Tomatoes

First Car Coming to us this week.

Fancy Pineapples, Hothouse Cucumbers, Head Lettuce, Mushrooms, Tokay Grapes, Etc.

White & Co., Limited

The Fancy Fruit House

Toronto and Hamilton

"St. Nicholas" "Home Guard" **LEMONS** **B. L. O. E.** "Kicking" "Puck"

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

ALMERIA GRAPES—the Finest. **MEXICAN ORANGES**—Sweet
FLORIDA ORANGES, NEW LEMONS, CRANBERRIES
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
WE CAN HANDLE YOUR BUTTER, EGGS, POULTRY (DEAD OR ALIVE) TO ADVANTAGE.

CALIFORNIA LATE VALENCIAS
FOR FANCY TRADE
The only Sweet Orange on the market at present.
Our last car **EXTRA FANCY "GOLDEN ORANGE."**
Brand **VALENCIAS** due now, very desirable sizes and prices reasonable.
Let us have your orders
HUGH WALKER & SON **GUELPH ONT.**

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF
CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.
REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.
TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &ª
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

Fish can be brought here by express in thirty-two hours from Chatham, N.B.,

The lobster pack this year, Mr. Loggie said, was an average one, and prices were well maintained. The canned lobsters were exported chiefly to the United Kingdom, France, Germany and Denmark. The salmon catch was good this year, and prices in Great Britain, which took the most of them, were higher than usual. Prices in Boston, however, were poor, the market being over-stocked.

ANOTHER.

G. L. Johnston, Gananoque, last week said to the Grocer's representative:

"The Canadian Grocer is all right. I find your quotations very correct and reliable, and watch everything closely."

PURE APPLE CIDER

PURE CIDER VINEGAR

And when we say PURE we mean PURE in every sense of the word.

Barrels, Half Barrels and Kegs

Order To-Day

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.

Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

SUGAR *vs.* GLUCOSE

Dishonest Jam and Jelly makers don't depart from legitimate standards for any other reason than to make more money.

They don't care a rap for you, your customers, your future, your bank account. Glucose is used by such makers to take the place of granulated sugar and thereby reduce the cost of manufacture.

E. D. Smith, in making

"E.D.S." BRAND
JAMS AND JELLIES

would no more think of permitting the use of glucose than he would think of eating jam, etc., with glucose in it.

One means death to trade
The other means death to the stomach

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, ***Winona, Ont.***

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

HALIFAX COLD STORAGE CO., Limited
Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. **HALIFAX, Nova Scotia**

THE LARGEST SALE ON RECORD

"HALIFAX" CODFISH

Put up under the following packages:

HALIFAX SHREDDED CODFISH, 2 doz. to case.
HALIFAX FISH CAKE, 24/1s to case.
HALIFAX 1 lb. WOODEN BOXES, 2 doz. to crate.
HALIFAX 3 lb. WOODEN BOXES, 1 doz. to crate.

BONELESS

Order now. Prices and further particulars on application

THE ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

A. H. BRITTAIN & CO., Agents, MONTREAL
H. G. CONNOR, Agent, WINNIPEG
CHAS. MILNE, Agent, VANCOUVER

Branch Offices
Halifax, Can.
Montreal, Can.
Winnipeg, Can.

Chebucto Boneless Codfish

Packed in 20 lb. and 40 lb. boxes in 1 and 2 lb. bricks

Skinless

Cod, in 100 lb. and 50 lb. boxes

Pollock, in 100 lb. and 50 lb. boxes

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

Fish for Advent

No. 1 **Labrador Herring** in barrels and half-barrels.
No. 2 **New Brunswick Herring** in bbls. and ½-bbls.
Boneless Cod, 1 and 2-lb. blocks and loose.
Smoked Herring and **Bloaters**.
Green Cod and **Finnan Haddie**.

Wholesale Trade Only **Lowest Market Prices**

J. W. WINDSOR, Montreal

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer fo the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

"With 'Baited' Breath the Skipper Calls" "Baited" With What?

SKIPPER SARDINES

of course. They catch every palate. Don't confuse ***SKIPPER*** Sardines with the numerous other brands of Norwegian Fish on the market. ***SKIPPER is in a class by itself.*** Millions of householders throughout the world keep asking "gently but firmly" for ***"SKIPPER"*** Sardines. They are ***Sardine satisfaction.*** $2,500 guarantee of purity on every can.

FOR SALE BY

Eby, Blain Co., Ltd., Toronto	Balfour, Smye & Co., Hamilton
H. P. Eckardt & Co., "	Lumsden Bros., "
F. W. Humphrey, "	Jas. Turner & Co., "
T. Kinnear & Co. "	Edward Adams & Co., London
Jas. Lumbers, "	W. H. Merriman, St. Catharines
Jno. Sloan & Co., "	Jno. Sloan & Co., Belleville
Warren Bros. Co., "	T. Kinnear & Co., Peterboro
	Provost & Allard, Ottawa

If Skipper Sardines have not been brought under your notice we shall be glad to send a sample can free of charge so that the Skipper claim may be investigated. They'll suit you to a "T."

Address **The WEE MacGREEGOR CO.**

Sole Canadian Agents **TORONTO, ONT.**

GETTING TOGETHER

RETURNED NOV/29/06 to OWNER Cut Book No. 58 Page No. 6 a.a.w.

We're after the biggest wholesale trade in **Fish** of any concern in Canada, and we're getting it. We can make you a proposition that will mean business from the word "go," and all we ask is a chance to talk things over. Can't we get together?

This is a good house to send to for anything you want in a hurry or something that's particularly hard to get. Put us to the test!

RETURNED NOV/25/0 to OWNER Cut Book No. 58 Page No. 6 a.a.w.

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne St., Toronto **THE F. T. JAMES CO., LTD.**

None of my Cigars ever come in for the Tight-Rolling that makes the draw hard, nor the Loose-Rolling that makes them burn badly

My "Pebble" and "Pharaoh"—in fact, all my cigars—get the perfect roll, right amount of filler, properly protected by the binder, properly finished with the wrapper.

You may not be acquainted with these facts, but smokers certainly are; and, of course, you know Mr. Smoker is the doctor.

"Pebble" and "Pharaoh" suit the final party, therefore, they should be sold by the middle party —you.

"500" offer—don't forget it still stands good.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

DO

Smokers buy all their tobacco from cigar stores? Not they!

The Grocer comes in for a good share by reason of the fact he is handy to get at and—two birds can be killed with one stone: the grocery order given in and the tobacco bought at the same time.

T. & B. T. & B. T. & B.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

HERE AND THERE WITH THE TRADE.

B. O. Beland, importer of wines, etc., Montreal, has sold to the H. L. Boisseau Co.

M. J. Parks has purchased the general store of the late L. B. Currie, West Dublin, N.S.

There has been an advance of ¼c. in nitrate of soda and indications point to still higher prices.

Castile soap has been advanced from ½c. to ¾c. a lb., owing to the high prices now being asked for oils.

J. W. McLeod & Co., general merchants, Denmark, N.S., have been succeeded by McLeod & McLean.

The assets of Lucien Levesque, general merchant, Lake Megantic, were advertised to be sold on December 8th.

Ernest Lizotte and Joseph G. Guilbeault, Grand Mere, Que., have registered as Lizotte & Guilbeault, grocers.

J. T. Irwin has purchased the general store business at Port Morien, N.S., formerly carried on by C. A. McAskill.

Harris & Barnes have opened a general store in Disley, Ont., in the building formerly occupied by Mr. Mahony.

Walker, Reid & Holmes, of Edmonton, are building an addition to their store in preparation for the Christmas trade.

A. W. Gilroy, lumber dealer, and J. F. Gilroy, grocer and butcher, Springhill, N.S., have gone into partnership under the name of Gilroy Bros.

The general store business of J. W. Webb, Bridgewater, N.S., has been transferred to a limited liability company under the style of the J. W. Webb Co., Limited.

C. A. McGrath, who conducted a grocery business in the north end of Halifax, has closed out his business, and has taken a position with Davis & Burton, grocers, of that city.

An exposition of Canadian made products is being held in Hamilton's Departmental store, Montreal, this week. Several of the largest manufacturing houses in Canada are represented.

Fred. J. Clarke, who some time ago bought out the grocery business of J. L. Archibald & Sons, Halifax, has registered the co-partnership of J. L. Archibald & Co., being himself sole partner.

Michael S. Hocken, general merchant, a prominent citizen of Chatham, N.B., and closely identified with the muncipal affairs of that town, was stricken with paralysis and died suddenly a couple of weeks ago.

William H. Dunn, 396 St. Paul St., Montreal, has been appointed sole agent, for the province of Quebec for Gillard's Pickles. Gillard & Co., of London, conduct one of the largest pickle establishments in the British Empire.

J. R. Goring, Welland Port, has taken the store formerly occupied by R. J. Gracey, and will install a general stock. He has also the post-office. This stand Mr. Goring formerly occupied a goodly number of years, and his host of friends wish him continued prosperity.

The Wee MacGreegor Co., Toronto, have opened another branch store at 89 Bank street, Ottawa. They demonstrate their methods of making oat cakes and scones on the premises, and judging by the way the business is increasing, the public seem to have caught on and made up their mind it's a good thing.

As a result of the recent analyses conducted by the Department of Inland Revenue, which showed that maple syrup and maple sugar collected in all parts of the country had been greatly adulterated, the matter has been placed in the hands of the Department of Justice, and the guilty parties will be prosecuted.

Proposed changes in the system of measurement of lobsters, to determine the minimum length to which they must attain before being offered for sale, are meeting with vigorous opposition on the part of Maine fishermen. who claim that further restriction would mean ruin, owing to the scarcity of lobsters, which comply with even the present requirements.

W. T. Merrick, Toronto, manager for Rose & Laflamme, Montreal, has removed his office from Room 501, Board of Trade Building, to more convenient and commodious quarters at Room 510 in the same building. Among their long list of agencies, Rose & Laflamme include H. Goodwillie & Son's fruits in glass, and Mr. Merrick says the sales this year have been phenomenal. In fact they for the first time found themselves oversold.

"Campbellcroft," said a traveler to The Canadian Grocer representative this week, "is one of the few places in Ontario that hasn't and ought to have a bank. There's more business transacted than in many places where there are banks. A stockman told him the other day he had paid out there in a year $100,000. The place has a flour-mill and sawmill and there is a large trade in grain, fruit and cheese. A local capitalist is prepared to put up a building for a bank if one would go in."

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by—
McDOUGALL
Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

WALL PAPER

THE Canadian wall paper trade is in good condition. Manufacturers were busy last month filling orders to be shipped by boat. Export trade, though small, is growing, and each year sees a larger number of orders to be shipped before the close of navigation. Some factories have been working overtime to have these orders filled.

The fine landscape borders which were brought out last Spring have proven to be good sellers, and have amply repaid manufacturers for their enterprise. The heavier class of paper has sold a trifle better this year, and there has been a satisfactory demand for higher qualities.

Sanitary papers have sold exceedingly well, and larger orders have been placed than in previous years. It is noticed that these papers are of better design than usual, and that the process by which they are made washable has been improved.

IMPORTS AND EXPORTS.

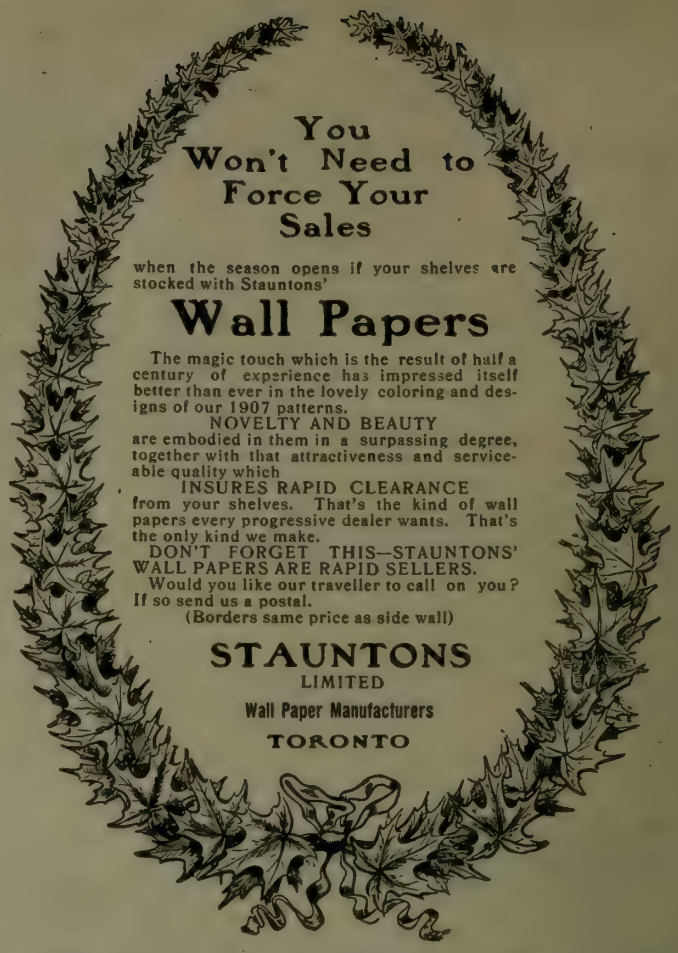
DURING the month of August, last, Canada imported 40,712 rolls of wall paper from the United States, 5,583 rolls from Great Britain and 212 rolls from other sources. The value of these importations were $4,298, $1,346 and $42 respectively. During the same month she exported 134 rolls of the value of $19 to Great Britain, 200 rolls valued at $16 to the United States, 100 rolls valued at $10 to Newfoundland and 3,547 rolls, valued at $522 to other countries.

The import figures are somewhat less than those for August 1905, when we imported a total of 56,609 rolls, as against 46,507 rolls this August. The export figures fall very short of those for 1905, which gave a total of 71,152 rolls as against only 3,981 this year. This can be accounted for from the fact that Newfoundland got in her full supply during the month of August last year and only a small portion of it during August this year.

A LINE OFTEN NEGLECTED.

IN the majority of smaller general stores throughout the country there is great need of improvement in the mode of handling wall paper. Too often the department is stocked without mature thought, and the display of attractive lines and the cultivation of appropriate policy in salesmanship are neglected. If the papers are simply piled up on the shelves with no attractive feature visible but the common little sample cards, how can the best results be secured? Couple this condition with the offices of a clerk who will automatically and without appreciative enthusiasm pull down and show the different papers, and put them back again without saying anything stronger or more impressive than "Now, here's a pretty thing," or "How does that suit you."

It is seldom a difficult undertaking to put new life into the wall paper department. After the stock is in classify it according to the different uses for which you will recommend it, and then infuse the proper spirit into the clerk in charge. Do not be backward about making displays and changing them often. You need not attempt any elaborate arrangement in these; what you want primarily is to have the most effective colors and patterns in your line taken from the shelves, and placed so that they can get a chance to attract.


You
Won't Need to
Force Your
Sales
when the season opens if your shelves are stocked with Stauntons'
Wall Papers
The magic touch which is the result of half a century of experience has impressed itself better than ever in the lovely coloring and designs of our 1907 patterns.
NOVELTY AND BEAUTY
are embodied in them in a surpassing degree, together with that attractiveness and serviceable quality which
INSURES RAPID CLEARANCE
from your shelves. That's the kind of wall papers every progressive dealer wants. That's the only kind we make.
DON'T FORGET THIS—STAUNTONS' WALL PAPERS ARE RAPID SELLERS.
Would you like our traveller to call on you? If so send us a postal.
(Borders same price as side wall)
STAUNTONS
LIMITED
Wall Paper Manufacturers
TORONTO

QUALITY and PRICE!

These are the two points to consider when buying your cigars.

HOGEN-MOGEN and ROYAL SPORT

FIVE CENTS *TEN CENTS*

These are the cigars which will give the greatest satisfaction.

QUALITY—The very finest. PRICE—The very best consistent with the quality.

The SHERBROOKE CIGAR CO.

SHERBROOKE, P.Q.

The Cost of Installing Business Systems.

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

The cost of installing Business Systems is in proportion to the size of the business.

A small business requires a more or less simple system of accounting - the expense is almost nothing compared to a big business whose arrangements are more complex.

■ ■ ■ ■ ■ ■

Our Monthly Account System is especially adapted to the retail business.

Our Monthly Account System does it all in one operation - makes the entries in your books and prepares your bills at the same time.

Our Monthly Account System stops the work from piling up at the end of the month and enables you to have each customer's bill ready at a moment's notice.

■ ■ ■ ■ ■ ■

Let us tell you how Business Systems can be adapted to your business.

It costs you one cent to know.

A post card will bring you the information.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

GOOD WAGGONS ADVERTISE YOU

We make good waggons.
That is our specialty.
First-class materials used.
Work decidedly artistic.
Prices Particularly Right.

We can ship direct to you now. Write!

H. C. Abbott & Co. London, Ont.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

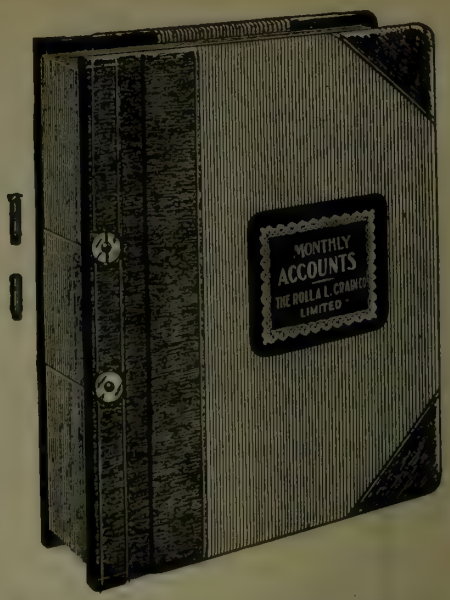
Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros, Montreal.
Gorman Eckert & Co., London, Ont.

The Crain Monthly Account System



$17.75 is the price we have always charged for this excellent system for the retail trade.

It Cannot Be Purchased Cheaper

that is in the 14 x 11 size. True, the Monthly Account System is being quoted cheaper. We can supply you with a complete outfit for **$14.75** in our 8½ x 11 size, but we do not recommend it as it is more expensive in the long run to the merchant, and it is not as easily handled. The sheet being short only accommodates one account, while with the 14 x 11 size you can have three accounts to sheet.

When purchasing a Monthly Account outfit consider first the size of the sheet, then the cost of supplies. In the first cost of putting in a system a couple of dollars should not be considered. In an 8½ x 11 size one thousand billheads; in the 14 x 11 size, assorted one, two and three accounts to the sheet, you get from two to three thousand billheads.

Write us for further information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office: 18 Toronto Street
Montreal Office: 74 Alliance Building
Winnipeg Office: 11 Nanton Blk., Main St.

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

The Ontario Office Specialties Co.,

126 Adelaide E., TORONTO

FOR YOUR NEXT SALE

We give you much for little money. As an inducement for you to use our signs, we will send you, express prepaid, for $10.00 the following signs:

One Cotton Sign, 3-in. x 20-in., lettered in handsome colors.
Six Show Cards, 22-in. x 38-in.
Six " " 14-in. x 22-in.
Two hundred assorted price tickets.

This lot would cost you $15.00 at our regular prices.

We will write up copy, giving you up-to-date matter, without extra charge.

Our folder, WHY SIGNS PAY, is free for the asking.

The Martel-Stewart Co., Limited
Montreal, Canada

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED
164 King Street West, TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

oreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

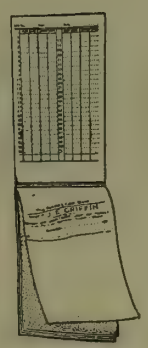
THE CARBON SHEET

can be quickly used on our

Counter Check Book

(SPECIAL DUPLICATING)

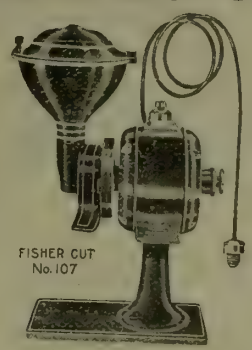
Reason: alternate pink and white leaves.



The Carter-Crume Company, LIMITED

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

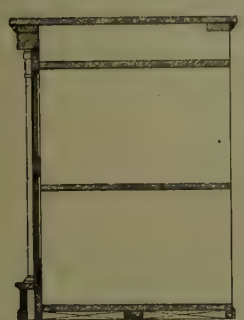
Granulates 2 pounds and pulverzes ½ pound per minute.

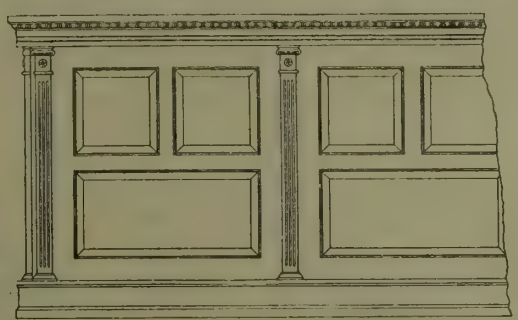
Makes neat, attractive store fix ture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A SOLID OAK COUNTER





ATTRACTIVE—SUBSTANTIAL—SERVICEABLE

If desired the rear of this counter may be

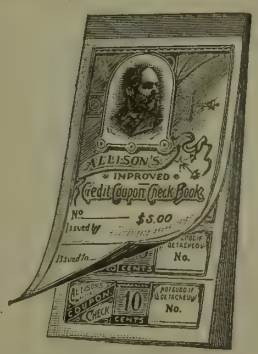
Equipped with "WALKER BINS"

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representatives:

MANITOBA: Stuart Watson,, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask.



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick or lose him.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

THE LATEST—THE BEST

The Greatest Family Package Ever Offered.

Big Advertising Campaign and Sale Guaranteed on your Introductory Order.

This is what we offer you in the New FAMILY SIZE PACKAGE OF

Quaker Oats

Read this proposition carefully **Then act promptly**

Quaker Oats is now put up in **large size family packages.**

Every Package contains a piece of high-grade English semi-porcelain china, beautifully decorated. This china is as far superior to ordinary china as Quaker Oats is to ordinary Rolled Oats.

Our great advertising campaign on Quaker Oats, which is now running in all the standard magazines and street cars, is the most extensive ever put behind a cereal product. It is sufficient to put Quaker Oaks into every home, and the beautiful china in every package will make our advertising doubly effective.

This proposition is so unusual and so much better than any other ever offered in the cereal line that we are willing to guarantee the sale of this package **on your first order.** The only conditions of this guarantee are, that your order must be placed for shipment **before January 1st, 1907,** and the goods **must be prominently displayed in your store.**

Quaker Oats is the best known cereal in the world, and this is the only family package advertised. The price is no more than for the ordinary family package of rolled oats.

This will be the fastest selling family package ever known.

SEND IN YOUR ORDER TO-DAY

The Quaker Oats Company

SUCCESSOR TO

The American Cereal Company

Peterborough, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 15, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 75
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household." 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 34
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 44 doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
1 " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

	Per
Elite, ½s	$0 30
Prepared cocoa, ½'s to ½'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case. ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 40

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
In-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II. 40-lb. boxes	42½c.
" III. 80-lb. boxes	37½c.
" IV. 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Interesting But Not New

We mean the oft repeated tale of increased sales of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. This season history repeats itself and shows our sales of both styles of our goods very largely in advance of our sales for corresponding period last year. This interests you almost as much as it interests us because it proves for you our claims tosuperiority. Push RISING SUN and SUN PASTE: It pays to do it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

If you have enquiry for Condensed Milk and don't carry it in stock, don't run the risk of dissatisfying your customer by getting inferior goods, but order

BORDEN'S BRANDS:—

"Eagle" brand Condensed Milk
"Peerless" brand Evaporated Cream

ALWAYS BEST

(UNSWEETENED)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09¾
Tubs, 60 lbs	0 09¾
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10¾
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case or 1-lb. containing 60 packages pe box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

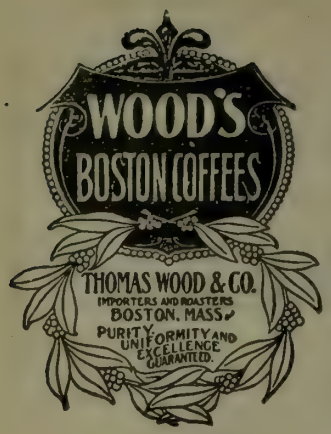
Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20



STRIKING SNAGS

One of the greatest perils in navigating the western rivers lies in the danger of striking "snags."

A snag often upsets all the calculations of captain and crew.

Just so with a poor lot of coffee in a grocery store. It is a commercial snag. While it may not completely wreck your business, it does great damage.

The grocer who pins his faith to **WOOD'S COFFEES** always has plain sailing.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½

Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½

Brantford Gloss—

1-lb. fancy boxes, cases 36 lb.	$0 07½

Canadian Electric Starch—

Boxes of 40 fancy pkgs., per case	2 50

Celluloid Starch—

Boxes of 45 cartons, per case	3 50

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—

Packed in cases of 56 lbs. each (cases free)

No. 1, London—

Per lb.

In papers of 4 to 5 lbs. 6½c.

Blue, white or assorted.

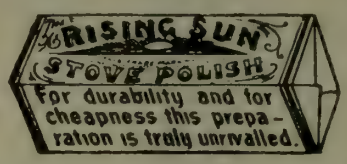
In Pictorial Cardboard Boxes—

4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.

Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.

1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Per case.

Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 55
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

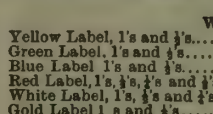
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 [illegible]
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

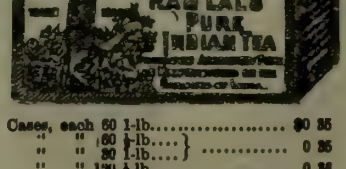
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each	60 ½-lb.	$0 35
" "	60 ¼-lb. } 80 ½-lb. }	0 35
" "	120 ¼-lb	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	...
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	....
Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
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No. 1 per lb.	0 25
No. 2 "	0 30
No. 3 "	0 26
No. 4 "	0 20
No. 5 "	0 17½

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Smoking—Empire, 4s, 5s and 12s	$0 46
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" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
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" Universal, 13s	0 47
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Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
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C. & B. French Sardines. In Oval Glass.
C. & B. Chicken and Tongue. In Vacuum Glass.
C. & B. Veal and Ham. In Vacuum Glass.
C. & B. Prawns in Aspic. In Vacuum Glass.
Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents: C. E. COLSON & SON, Montreal

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 23, 1906. NO. 47.

Raised on it.

'To study your customers' requirements is to make yourself invaluable to them——————

Robinson's Patent Barley

is a food product every housewife and mother will thank you for—***Try it.*** If you have never handled it ask your jobber to get it for you—Or write us for full particulars and sample.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

¿ The Spanish put the *Question Mark* at the beginning of a query as well as at the end.

So do we—

¿ Are you selling your customers the *Best* Syrup for table use, and is it "CROWN" BRAND?

¿ Why don't you order a trial shipment?

Every jobber can sell it.

PUT UP IN TINS

2-lb. tins—cases 2 doz. Also in Brls., ½-Brls
5 " " " 1 " Kegs and Pails.
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

Start Making Money

IVORINE
Cold Water
STARCH

offers grocerymen excellent inducements.

Being the best obtainable it virtually has no competition. Being low in price it causes sales at a high speed.

They are yours rightfully. Stock up and get the profits

Ask your Jobber for a quantity

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

FOUR FAMOUS BRANDS

THAT ARE "ON THE SQUARE"

Codou's Macaroni

Made only from Russian Wheat from Taganrog. Light, white, tender, delicate Macaroni put up in handsome packages. Macaroni that never varies in its high quality. Macaroni that is always "on the square."

Cox's Powdered Gelatine

Your customers want this. Once used always used because **instantly prepared**. The purest, strongest, best Powdered Gelatine made. Each package will make two quarts of rich Gelatine.

Receipt book mailed FREE to your customers on receiving their address.

Griffin & Skelley's Seeded Raisins

No other special patented process for Seeded Raisins compares with that owned by Griffin & Skelley. It is almost human in its workings. Grown, picked, cured and packed in the largest vineyards on the Pacific Coast. Always highest quality and always "on the square."

"Thistle" Canned Fish

Canned Haddies, Kippered Herring, and Herring and Tomato Sauce. Clean, delicate, rich in flavor. The "Thistle" Brand stands at the head of all others because it belongs there.

Beware of imitations.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal

20½ Front St. E., Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D, STAMPER, Prop,
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(Continued on page 4.)

PACKED WHERE GROWN——

Accounts in a large measure for the excellent quality of our

"Anchor" Brand Persian Dates—— 1-lb. Pkgs.

The finest quality and in a clean convenient package makes the line a very popular seller, and our price makes them a good 10c. retailer.

Jacobs' Irish Biscuits—— Are world-renowned.

We have an especially fine assortment for the holiday trade. Tins free. No trouble in selling them.

Oyster Wafers—— A Dainty, Delicious Confection.

Sell at sight.

Rosebud Pickles—— Mixed and Chow. 40-oz. Bottles.

The best value in a 25c. retailer ever offered. These are such good value that the best part of the shipment was sold before their arrival. We have a limited quantity to sell. ORDER NOW.

Don't overlook the fact

that you will soon have a big demand for Raw Sugars for Christmas baking. We are well prepared to supply this with

Jamaica Crystals In bags and brls.

Fancy Grocery Barbadoes In bags.

Our quotatations are right.

Last but not least

Let us remind you that we have an enormous stock of

Eleme Figs——All sizes.

1¼ to 3-in. Figs. 10 to 100-lb. boxes. Glove Boxes, Umbrella Boxes.

Fancy Locoums——*3 and 5-lb. boxes.*

The **EBY, BLAIN CO.,** Limited

WHOLESALE GROCERS

TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

GREY BREAD WRAPPER

A SPECIALTY

ALSO TASTELESS AND ODORLESS PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES WITH PLEASURE.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

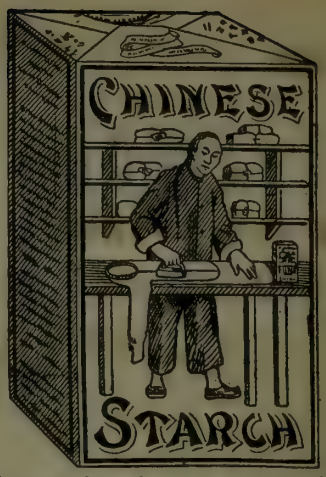
The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO, Limited

10 FRONT ST. EAST, TORONTO

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G.F. Sutton, Sons & Co.

King's Cross

London, Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY Ltd.

154 Pearl St., Toronto

30 Hospital St., Montreal

PROTECT YOUR TEA-TRADE.

The tea peddler is abroad, and will get your tea-trade if you don't take steps to protect it. The only way to prevent this is to give your customers

The Only Tea of Superior Quality

"SALADA"

CEYLON TEA

Grown at an elevation of five thousand feet, and, being packed in lead packages, its original deliciousness is preserved.

FOR PRICES AND SAMPLES WRITE

"SALADA," Toronto or Montreal

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. ¶ A reputation of over 50 years now stand back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞Merchants should recommend food-products that are produced in clean factories.

Thoughtful grocers will keep well stocked at this season of the year with

LYTLE'S MINCE MEAT

One of the best selling lines of the season, and a class of goods popular, because good, with best consumers everywhere.

—Order from your jobber or direct

The T. A. LYTLE CO.
Limited
TORONTO, CANADA

TOMATO CATSUP **JAMS IN GLASS**

Be sure and stock your requirements before cold weather, as we cannot guarantee against freezing in transit.

Remember the *best brands: AYLMER, SIMCOE, MONARCH, TIGER, etc.,* Every package guaranteed quality.

CANADIAN CANNERS LIMITED

The Standard Dollar Pickle

No better value can be produced for the money.

A Sixteen Ounce bottle filled with fresh clean crisp vegetables, pickled in our malted vinegar.

They have the taste, appearance and quality of the high priced grades.

Mixed Pickles, Chow Chow and White Onions in Single Cases of 2 doz. or in Assorted Cases, Tissue Wrapped.

$1.00 per doz., f.o.b., Montreal

The OZO CO., Limited

MONTREAL

E. NICHOLSON D H BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, November 23, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres	yield	87,203,000	bushels
Oats	1,838,000	"	"	75,725,600	"
Barley	546,000	"	"	16,980,600	"
Flax	55,660	"	"	690,184	"
Grand Total				180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

"RIVERDALE" BRAND CANNED GOODS

The Lakeside Canning Company, Limited

Wellington, - Ontario

VALENCIA RAISINS

ASK your Jobber for

RIERA'S "Maple Leaf" brand

D. RATTRAY & SONS

AGENTS

QUEBEC Montreal OTTAWA

NO SPECULATION

ABOUT **"MELAGAMA"** MOTHER'S FAVORITE TEA

IT SELLS

Our prices are rock-bottom—(see list in back of this issue)—so are our prices on bulk teas. We treat our customers fairly and we ship promptly. Try us and see.

MINTO BROS. - - Importers - - TORONTO

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

Its Delicate Malt Flavor, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

TABLE RAISINS

New Goods ***Boxes and Quarter Boxes***

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

It's only the Best things that envious natures assail, — the trashy things die without criticism —

JAPAN TEAS

are acknowledged by those who really know teas to be the Purest, **Cleanest, Healthiest** and **Most Perfect** teas grown on earth —

If you really want to sell the best tea, taken all round, give your customers **JAPAN TEA**—

BUY LEAD!

This is a good time to invest in lead. It's a sound proposition; no speculation; no risk. The stock's been on the market for 60 years, pays a good profit to you and gives your customer good value.

JAMES' DOME BLACK LEAD

The best Stove Polish in the world.

W. G. A. LAMBE & CO., Canadian Agents.

For Immediate Shipment

Eleme Raisins,
Malaga Table Raisins,
California 1s Seeded,
California Loose Muscatels,
Tap Figs, Layer Figs,
Fard Dates,
Hallowee Dates,
Sair Dates

WARREN BROS. & CO.

Limited

Wholesale Grocers

37 Front St. E., Toronto

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

"Klaus's"
Improved Swiss
Milk Chocolate

A Good Seller at all Times

Keep up your Stock for the Holiday Trade

You will Require it.

Agents:
Rose & Laflamme, Montreal Toronto

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

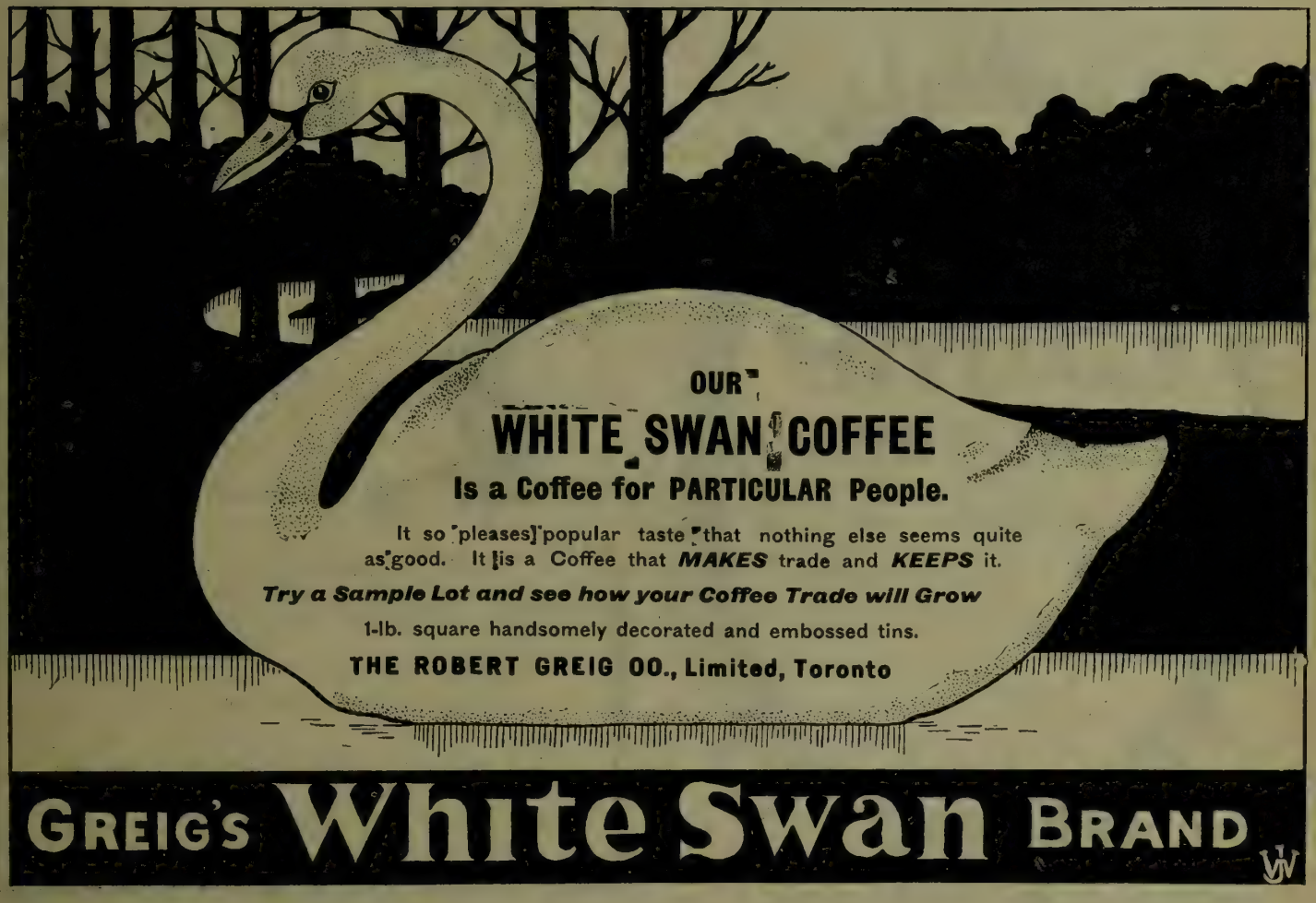
Dealers in Canadian, American and Eastern Produce

Consignments Promptly Attended to. Correspondence Solicited.

CORRESPONDENTS

LONDON—Frame & Co., 21 Mincing Lane. **NEW YORK**—Frame & Co., 132 Front Street

Cable Address: BOYD—TRINIDAD. **CODES USED:** Lieber's, A B C 5th edn. A1—Premier and Standard Shipping.


OUR
WHITE SWAN COFFEE
Is a Coffee for PARTICULAR People.
It so pleases popular taste that nothing else seems quite as good. It is a Coffee that MAKES trade and KEEPS it.
Try a Sample Lot and see how your Coffee Trade will Grow
1-lb. square handsomely decorated and embossed tins.
THE ROBERT GREIG CO., Limited, Toronto

GREIG'S White Swan BRAND

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼ lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - - MONTREAL

Recommend

all your best customers to try

'CAMP'

COFFEE

When they discover how good it really is, how quickly and easily made, and how economical in use, repeat orders will follow, and of course, mean profit to you. Depend upon it, there's no other liquid coffee to approach "Camp" for fragrance, flavour and purity.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents: ROSE & LAFLAMME
MONTREAL.

Royal Crown Witch-Hazel Toilet Soap

—Easy to Sell to Men

Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

Stock it—and you get the benefit of the extensive advertising we are doing.

The ROYAL CROWN Limited.
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal
Agents for Quebec and Lower Provinces.

25

PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES and SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HAZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East. - TORONTO.
BICKLE & GREENING - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG MAN.
C. E. JARVIS, & Co., - - - VANCOUVER, B.C.

Tartan BRAND

SIGN OF PURITY

HEADQUARTERS

for all Mediterranean Fruits

Valencia Raisins, Malaga Raisins of all kinds, Sultanas, Table Figs, Cooking Figs

Also report new Dates, new Santa Clara Prunes, new Valencia Shelled Almonds, new Jordan Shelled Almonds

All of the above of finest quality, bought at lowest prices. It will pay you to see our travellers. Write or wire before placing your order.

***Our Telephone is Free to Buyers,* 596**

***BALFOUR, SMYE & CO.,* Wholesale Grocers, HAMILTON**

POINTS THAT SELL

Suchard's Cocoa easily and quickly :

SOLUBILITY—Scarcely a trace of sediment remains in the cup. This proves purity.

SMOOTHNESS--Because it all dissolves so readily, Suchard's has a velvety smoothness peculiar to itself.

FLAVOR—Once a person tastes

SUCHARD'S COCOA

properly made, that person is almost certain to become a steady customer. The flavor is finer and more delicately rich than that of any other brand.

ECONOMY—Although Suchard's costs more per pound than some other cocoas, you only need to use a very small teaspoonful per cup, and much less milk is required than with cheaper brands.

These qualities make Suchard's a quick and ready seller, and the profits are larger per pound than on cheaper cocoas.

Write for quotations.

Canadian Depot :

Frank L. Benedict & Co., Montreal

Mitchell & Saunderson, Winnipeg, Man.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE :

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

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Specially Selected
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CAPSTAN BRAND PURE MINCE MEAT
Package Mince Meat
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The business of this country has certainly outgrown its transportation facilities, largely increased as the latter have been. Delays in receiving goods are causing buyers and sellers great inconvenience and loss. We cannot see any immediate relief in sight; and buyers who are depending upon getting fruits for their Christmas trade may suffer considerable loss through not having the goods when they want them.

Our "FUTURE" orders for Dried Fruits—and they were heavy this season, have all been shipped. Our buyers have their Fruits in ample time for Christmas trade.

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WE ARE NOW SHIPPING

Fancy Hallowee Dates
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Our travellers have attractive prices.

JAMES TURNER & CO. LIMITED
HAMILTON

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 2

I was talking last time about trying to win prospective buyers over to the line of Jams and Marmalades that I was carrying.

Well, it occurred to me that my business was not to dictate customers' wants, but to supply them.

Yet, at the same time, I recognized that it would be impossible to stock up every line of Jams and Marmalades on the market.

I decided I would systematize the buying.

(To be continued)

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Are Canadian Agents for
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Nuts! Nuts! Nuts!

Our stocks are now complete in all lines. Your commands will receive prompt attention.

Large shipment of ***Grenoble Walnuts*** just to hand. Also special lot of ***Tarragona Almonds.*** Filberts always in stock.

These are the goods for the Christmas trade.

Quality First Class **Prices the Very Best**

Write for Quotations

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

FUTURE OF THE APPLE IN ONTARIO

The future of the apple trade in Ontario rests upon several natural conditions, soil, climate, markets, transportation and the trend of trade, as well as upon the character of the men who are growing the fruit and the character of the men who are handling it. I will also assume that men will do what is for their best interests although I am perfectly well aware that not infrequently this rule of action is violated. On the whole it would be more correct, perhaps, to say that I am endeavoring to show the lines along which the apple industry should develop rather than the actual development that will take place.

Of the various elements that enter into this problem I propose to select a few, the importance of which has been overlooked, or which are not likely to be handled by others. Some of the most important I will pass over with just a simple reference, transportation, for instance, is a most important element in connection with the future development of the apple industry. Soil is also another important element. Forunately here I need say little inasmuch as there are few parts of Ontario where the soil is unsuitable for the culture of apples. Some parts may be slightly better than others, but on the other hand the conditions are so uniform and the question so local that it may fairly well be omitted in an investigation of this kind.

Apples and Altitudes.

I would first draw attention to the heights of land. This element in the determination of climate is not a striking one in Ontario. Nevertheless, the net results of height above the sea level are just as definite and just as effective as in mountainous districts such as British Columbia. The traveler in British Columbia can stand at the foot of a slope and pick tender flowers, but raising his eyes but a few hundred feet, he can see the whole mountain top covered with snow and, perhaps, even with glaciers that never disappear. The result is brought about solely by the differences in the height between the base of the mountain and its top.

The slopes in Ontario are so gradual that we are not aware of the heights we reach. I would, therefore, play the schoolmaster to the extent of noting that Lake Huron is 575 feet above the sea level, Lake Erie 565, and Lake Ontario 262 feet. Compared with this we have: Chatham 589 feet, London 805, Brantford 705, Stratford 1189, Durham 1687, Walkerton 931, Mount Forest 1348, Orangeville 1557, Lindsay 854, Peterboro 649, Ottawa 215, Montreal 47.

The height of land embracing the Counties of Dufferin, Wellington, Perth, and Waterloo, renders the winter climate frequently so severe as to make it impossible to grow the tenderer varieties of apple trees. We are, therefore, obliged to put these counties in the same apple district as the northern portion of the province, which I have designated as district No. 4, and which includes the Valley of the Ottawa and St. Lawrence Valley, roughly as far as Kingston. For the purpose of the apple industry I need only consider the more favored portions of this district No. 4 where they grow the Fameuse and McIntosh Red, the Wolfe River, Duchess and Wealthy. Such varieties as the Spy, Baldwin, Cranberry, Pippin, King, etc., are altogether too tender for this area, so that this district is not considered in the production of what we call winter varieties.

North of Lake Ontario.

The counties bordering on the north shore of Lake Ontario, together with a small portion of the County of Grey bordering on Georgian Bay, and one or two townships in the County of Dufferin, designated district No. 3, have that happy medium climate that renders them peculiarly well-fitted for the winter varieties. The temperature is not so severe as to cause serious loss from winter killing, and the summer temperature not so high as to prematurely ripen these varieties.

The counties bordering on Lake Huron, and the second tier of counties north of Lake Erie, named district No. 2, are also admirably suited in climate and soil for the production of winter varieties, but the orchards of these districts were planted under different conditions that have induced me to place them in a separate class.

We come now to the counties bordering directly on Lake Erie which I have grouped under district No. 1. This may be called the tender fruit belt of Ontario where peachers, cherries, tomatoes and all tender fruits are grown with the greatest success. The apple also grows here to perfection. Nevertheless, it is a matter of notoriety that, though the earliest orchards of Canada were planted in this district and though it made its reputation as an apple growing district long years before the other portions of the province were settled, of late years the industry has fallen into disrepute. Splendid old orchards in perfect health and vigor and bearing a full crop have been chopped down to make way for ordinary grain crops, and even in years of comparative scarcity, as last year and this, thousands of barrels of apples have been allowed to go to waste in orchards in this district. Some of the finest of the apples, if not the very finest exhibited at the recent Horticultural Exhibition in Toronto, came from this district. Such a condition of affairs calls for some explanation. If the fruit can be grown to perfection and if orcharding is profitable, why is it that we find this waste of fruit and want of confidence in the apple industry ?

Too Warm for Winter Kinds.

The explanation is partly a question of climatology and partly an economic question. As a matter of climate, this district No. 1 has a mean annual temperature many degres higher than districts 3 and 4. The Fameuse apple will be in full bloom in Chatham early in May; the same variety will not be in bloom in Lindsay for two weeks later. The fruit grower in Chatham does not fear serious frost until the first of November, probably until the 10th or 15th of November. The fruit grower north of Lake Ontario is very anxious, indeed, if he has any apples exposed the last week of October. It will thus be seen that the apples north of Lake Ontario begin to grow nearly two weeks later than in the southern parts of Ontario. It will also be noted that in district No. 3 they do not have nearly so high a temperature during the summer months and consequently are nearly a month later in reaching the same degree of maturity as the varieties in district No. 1. In consequence of this, all the common winter varieties, such as the Baldwin, spy, russet, and king are ripe in district No. 1 early in October and in the natural order of things are subjected to the warm genial weather that prevails in this district during the latter part of October. At the end of three weeks of this warm weather the apples are in a condition of maturity when they must go at once into consumption. That is to say, apple operators will not store these varieties, or if owing to very favorable conditions of temperature, they do attempt to store them the consequence is a very serious loss when they come to be repacked during the winter months. The growers, then, of winter stock in this district, are forced to sell so as to go on the market at least before Christmas and they have not the alternative of accepting this market or the later winter market.

The Cheap Season.

It might be noted just here that in the apple industry it is always likely that the cheapest apples will be those that must go into consumption during the months of October, November and December. During these months there will always be the fag ends of the high priced early apples as well as the odds

and ends of the late winter varieties that for one reason or another have to be forced upon the market. These two sources of supply, together with the large volume of apples that ripen normally at this period, will always make a surplus at least of No. 2 grade at this time. Herein lies the reason for the low prices and for the want of market for the apples grown in district No. 1.

Somewhat different conditions prevail in the district which I have designated. No. 2, including the second tier of counties on Lake Erie and the counties bordering on Lake Huron. This district, of course, fades imperceptibly into district No. 1 upon the south, but upon the whole is admirably fitted for growing the winter varieties. In common with district No. 3 it has that happy medium of climate not so severe as to induce winter killing and not so high in temperature as to permaturely ripen the apples. The standard winter varieties are matured normally so as to meet the temperature approaching the freezing point that prevails in these districts after the first of November. These apples go as it were into a natural cold storage and, if harvested with care and placed at once where they will be protected from the occasional warm days, will be in the best condition to be repacked and shipped for the winter market.

Future for Early Apples.

What, then, should be the aim of the orchardist in the counties north of Lake Erie, district No. 1 ? One thing is certain, they can never compete under natural conditions with other portions of Ontario in the production of winter apples. It is verv true that in this respect they have conditions not dissimilar to the orchardists in New York State, and they may make orcharding as successful in New York State by adopting the same devices as have been adopted there, namely, an extensive system of cold storage. If, at some point, or several points, in this district, cold storage facilities are provided whereby the apple may be packed when they are matured (the last of September or the first of October), and placed in cold storage chambers, where they will be quickly reduced to a temperature near the freezing point, they may, with confidence, then be repacked for the winter trade. Dismissing, however, the question of cold storage, the orchardists here should recognize the defects of their apples and market them early in the season, indeed, though they have not clearly recognized the defects of their apples as keepers; all the apples that have been used have been sold for immediate consumption.

The Irresponsible Buyer.

As has already been pointed out, the market is not always a reliable or steady one, and consequently the more reputable dealers have avoided this district in their operations. It has been the prey too frequently of the irresponsible buyer who has come in with his glib tongue and a light purse, and promised prices that induced the apple grower to part with his fruit. The apples were packed and shipped and if the price realized was a good one, or if the apple operator was so fixed that he could not get out of the district readily, he paid the farmer a part, or the whole, of what was promised. If, on the other hand, the markets were poor, if he made a clean breast of the matter and explained that the markets had gone wrong and he could not pay the promised price, the farmer very quickly realized that he had no recourse.

This, however, is not a necessary condition of affairs. It simply indicates bad business methods, and the remedy here is quite aside from any question of climate, soil, varieties or markets. The question is simply one of organization among the apple growers themselves. This has been demonstrated by the success of one or two co-operative organizations which have been working in this district. I need only to refer you to the success with which the Chatham Fruit Growers' Association is working. Another co-operative organization is working most successfully in Simcoe. Both of these organizations have this year sold all the apples their patrons had at prices much higher than the average prices paid for winter apples in the counties north of Lake Ontario. What has been done at Chatham and Simcoe can be done in Essex and Elgin and other counties constituing this dtstrict.

Apple Packs seen at Fruit Exhibition, Toronto.

Markets for Early Apples.

Just here may be a convenient place to discuss the question of markets for early apples. The two most important markets for early apples are the western provinces and Great Britain. The markets of the western provinces are opening so rapidly that few who have not paid special attention to this matter will realize and appreciate the extraordinary growth of late years. The influx is not likely to lessen for many years, but the market for apples cannot be measured by this standard, large as it will be. The great cost of distributing the apples limits the consumption very largely to the cities and towns capable of taking at least carload lots. During the last few years there have been established along the railway lines of the western provinces, hundreds of stations, none of which, until recently, were able to take the fruit in carload lots. Last year and this some dozens of these places have come into the market accepting carload lots. A few years ago Winnipeg was the only distributing point. Now large distributing warehouses have been established at Regina ,Prince Albert, Moose Jaw, Calgary, Lethbridge and Edmonton. In consequence of this an extraordinary demand for fruit has sprung up, quite out of proportion to the number of people entering the country last year and this. The comparative cheapness with which the fruit can now be distributed has increased the consumption among the people. The extraordinary prosperity of the Northwest has made it possible for almost everyone to enjoy fruit, which necesasrily is high-priced even yet compared with the price which is reecived by the grower. We can look forward then confidently to a market there that will readily absorb a very large proportion of all the fruit that Ontario can grow. It is very true that the Ontario grower in the near future will have to meet the competition from the Province of British Columbia. This, however, he need not fear. The growers of each province, when all the elements of success are taken into consideration, are upon a comparatively equal footing, and even if this were not the case, the market will likely increase much faster than the production of fruit in both provinces.

Market in Great Britain.

In addition to the Northwest there is another growing market available for the Ontario grower, namely the market of Great Britain. It has formerly been an axiom of apple growers that Canadian fruit would be acceptable in Great Britain only when there was a failure of the English and European crop. This conception of the British market is not a true one. For a number of years a large quantity of early fruit has gone from Canada to Great Britain, and prices have always been quite satisfactory and there appears to be no good reason why this market should not continue and, in all probability, increase even in the face of the competition with the apples of the home market. It is quite true that the Canadian apples will not compete with the best early fruit of Great Britain, but there are cer-

tain features of the business that are distinctly in favor of the Canadian growers. First, we have an admirable system of ocean transportation and a fair degree of efficiency in the railway transportation. If the early fruit is cooled properly before being packed and then shipped in a refrigerator car, there is almost an absolute certainty of its reaching Great Britain in the best of order. The question therefore of losses in transhipment is reduced to a minimum. During the last two or three seasons the cargo inspectors at Montreal and at ports in Great Britain have very carefully reported upon the condition of the apples at the time of shipment and upon arrival in Great Britain, and in no case has there been a serious loss where it could be shown that the fruit was properly started from the orchards

Benefit of Big Shipments.

In the British markets the Ontario grower has upon his side the large brokers and fruit merchants. The Canadian apples reach the brokers and fruit merchants in uniform packages, uniformly graded, and in large quantities compared with English fruit of one or two varieties. This element of uniformity in grading packages and variety, will itself, almost offset all the disadvantages that we have in the matter of transportation. It is easier for the fruit merchants to buy and distribute Canadian apples than it is to buy and distribute the home grown fruit. The English orchards have the disadvantage of being planted with a great many different varieties, and no two portions of England put up their fruit in the same kind of packages. It is very difficult for the dealer in Great Britain to get the same varieties or the same packages of home grown fruit twice. This makes all transactions in English fruit a retail affair, and naturally the large sales all go to the Canadian or American product. As compared with the American apples I quote from the latest number of an English market paper, The English Grocer, to show that Canadian apples have a preference of two shillings per barrel, which effectually protects them from any serious competition from states to the south of us.

Taking these two markets then, the markets of the western provinces and the British markets, I see no reason why the present stock of apples should not be sold at good prices if proper means are taken to place them upon the markets.

Markets for Erie Counties.

One word more with reference to this southern division, No. 1. If, then, the market for early fruit is to be a growing one, I should strongly recommend that the growers confine themselves very largely to the early varieties. The Red Astrachan can be shipped from the County of Essex the third week in July, the Duchess the last of July and the first of August, the Wealthy, of course, somewhat later. Such varieties as these, therefore, should be selected, and this district should apply itself to supplying, not only the western provinces, but our own city population in Toronto, Ottawa, Montreal and Quebec, with all the apples they need after the first of August, when we would entirely exclude the American product that now finds its way to our markets. It is unfortunate that the orchards of this district are devoted so largely to Baldwins, spies and russets and other winter varieties, inasmuch as these apples come in in the glut months of October and November. If the orchards were composed of the early varieties that I have mentioned, the prices would be much higher than could be realized for the very best winter fruit in any part of Canada.

District of Many Varieties

The conditions in district No. 2 are somewhat peculiar. Of course, there is no sharp line of demarcation between these districts and the southern portions of Brant, Oxford and Middlesex may in some years be properly classed as part of district No. 1, but the greater portion of district 2, including the Counties of Lambton, Middlesex, Huron and Bruce and part of Grey, has all the advantages for growing the very best winter varieties of apples. The planting however, was done in the earlier days. In the selection of varieties there was the greatest latitude. No orchard was considered complete without a dozen or more varieties, which was all well enough for home market or for home use, but rendered the conditions very unfavorable for the commercial market. Every farm, too, had an orchard, very few of a large size, and very few making a specialty of apples, in fact, very few counted it more than a pure side line in their general farming operations. The result is that, though the small orchard predominate, yet the aggregate is a very large number of trees, probably not less than two and a quarter million.

The difficulty comes in in making sales. The large apple operator cannot without extraordinary expense harvest these apples profitably. He cannot send his gangs of men around more than once or twice at most, and yet these orchards would furnish almost continuous picking from the first of September until the close of the season. As a consequence, many of the apples are picked before they are ripe or sometimes after they have reached maturity, and many of them are not picked at all, because they are not in the proper state of maturity at the time the gang visits the orchard. Though the aggregate, of course, is so large the number of desirable varieties is probably not more than half the aggregate number.

Need of Co-operation.

The recommendation which I would make for this district is co-operation in marketing and selling. There is no one who can pick these apples so cheaply or so well as the man who grows them, but he cannot pack them nor market them. He has not enough of any one kind to pay him to do this properly. It can be done, however, by uniting into co-operative associations, which would furnish the packers and the facilities for selling. It is notable that two of the most successful societies in co-operative associations are in this district, namely, Walkerton and Forest, and I cannot help thinking that a very slight encouragement would organize several more associations.

The central counties of Western Ontario marked No. 4 call for some special comment. The altitude here and consequently the climate is adverse to the best conditions for apple growing. Flesherton is fifteen hundred feet above the sea level, nearly a thousand feet higher than Lake Huron and twelve hundred feet higher than Lake Ontario. Nevertheless, there are many sheltered spots where the apples, even of tender varieties, succeed fairly well so that it is not surprising that in this district there are probably more than half a million trees. One could not recommend though, the planting of early varieties for commercial purposes. These varieties would be three weeks or a month latter than those grown in the southern tier of counties and would come in during the glut months, having none of the advantages of the apples of better varieties and better quality grown in the southern tier of counties. I see no hope, therefore, of a profitable apple business being conducted here, except along the general lines that would be recommended for the Ottawa and St. Lawrence Valleys, district 4.

I have referred to the height of land running through the central portion of Ontario, beginning at Queenston and constituting the bluff from Queenston to Hamilton. This height of land, continuing, as it does, north to the Georgian Bay, slopes much more rapidly towards the east than it does towards the west, as it approaches the Georgian Bay, and it begins near Collingwood to once more take the high cliff form similar to that between Queenston and Hamilton. It is upon the eastern slope of this height of land, near the Georgian Bay, that we find some of the finest orchards in the world. It is a happy blending of soil, situation and climate that makes it an ideal country in which to grow winter apples. Here new orchards are being planted very rapidly, and as a general thing the bearing orchards are composed of comparatively few varieties. The fruit growers of this district had learned the lesson taught by the experience of the older orchardists in Southern Ontario and gave their orders so as to have, say, three, four or a half dozen varieties in their whole plantations. They also had sufficient confidence to plant in large blocks of ten, twenty or thirty acres, and are now reaping the reward of their forethought.

Eight Hundred Dollars an Acre.

It is not an uncommon thing at all in this district to find large orchards

that are paying dividends on a capitalization of five to eight hundred dollars an acre. When you consider that the land without trees is valued at from fifty to seventy-five dollars per acre and that the cost of putting in an orchard and caring for it until it comes into bearing is probably not more than a hundred dollars per acre. It can readily be seen that the whole operation is a paying one for the farmer. The drawback is that he has to wait ten years for his dividends, and in this glorious age, when fortunes are being exchanged every few hours, ten years looks to be such a hopelessly long period that even the patient farmer sometimes dismisses the scheme in disgust.

The counties north of Lake Ontario, styled district No. 3, owe their high reputation as an apple region, partly to the climate, partly to the geological formation, and partly to the shrewdness of the orchardists in learning lessons from the experience of the older orchardists in the west. Geologically, the best apple orchards in this district are in what is known as the Iroquois Basin, extending to the high land at varying distances from the present shore of Lake Ontario. This land is extremely fertile and has the climatic advantages of the lower situation protected by the high ground to the north. Many very excellent orchards, however, are grown on the high land just beyond this basin till it merges into district 4, where only the hardiest trees will grow.

Large Orchards, Few Varieties.

Large orchards are the rule in district 3. The varieties have been well selected to meet the requirements of a winter trade. Orcharding is a specialty with many growers, and the enterprise is considered extremely profitable. This district is well adapted to the usual methods of the apple operators. Owing to the larger orchards, and the fewer varieties, the cost of picking and packing is much smaller than in district No. 2. The recommendation here is, of course, to continue along similar lines, planting the hardy winter varieties.

Cold storage is quite unnecessary in district No. 2. They are, consequently, twenty-five cents a barrel, at least, ahead of winter varieties grown anywhere else to the south. The business, therefore, of growing apples might possibly, though it is exceedingly improbable, become unprofitable in New York State, while the growers north of Lake Ontario could continue with a margin of twenty-five cents per barrel, at least.

Dessert Apples to Perfection.

District No. 4 contains probably much less than a million apple trees, many of these of unsuitable varieties. The area covered is extremely large, so that, with the exception of a few small sections in this district, it cannot be regarded seriously in the light of a business. Nevertheless, there is no part of Canada where a larger return might be made than in this district. They grow to perfection here the Fameuse, the McIntosh Red and the Wealthy. In addition to these the Alexander and the Wolfe River can be grown quite profitably; they are much better apples and better keepers than when grown further south. Nevertheless, they are not of extraordinary quality. The Fameuse and the McIntosh Red stand at the head as dessert apples. If the excellence of these apples as a dessert fruit were recognized, and if the growers would but pack in boxes after the style of the Pacific Slope fruit, the business would be extremely profitable. There is a splendid opening for any packers who will take up the packing of these apples in this district, and cater to the very high class of customers—those who are willing and able to pay a large price for a most excellent article.

A Summing Up.

To sum up the situation generally, I should recommend that district 1, or the counties along Lake Erie, should devote themselves very largely to early fruit.

The pressing need in district No. 2, or the counties along Lake Huron, is better organization for harvesting and selling. Co-operative associations are an absolute necessity in this district of small orchards, with many varieties.

What has been said with reference to the Ottawa and St. Lawrence valleys is equally applicable to many parts of the central high counties of South Grey, Wellington, Waterloo and Perth.

The Georgian Bay and Lake Ontario counties, district No. 3, will undoubtedly devote themselves to the winter varieties, and we can look for a large increase in the acreage of orchards on these lines.

I have less hope that many new orchards will be planted in district No. 4. Nevertheless, if co-operative associations were formed, that would induce a somewhat better culture, and introduce box-packing, fruit growing would become one of the leading industries.

TOMATOES AND TRUSTS.

Toronto Grocery Resolve to Abstain From Buying Ahead.

The Toronto Retail Grocers' Association held its monthly meeting in the Temple Building on Monday evening last. The secretary reported that there were now 28 members on the roll. A discussion took place regarding the holding of the Annual At-Home. According to present arrangements the evening might conflict with Lent. It was though better to avoid this, and a committee consisting of Messrs. Snow, Beaton and Bell, was appointed to secure options on more suitable dates.

It was suggested that more attention be paid by the Association to actual trade matters. The advance in soap prices was a question which should be looked into, and the suggestion was made that the Association purchase out of its own funds sufficient soap to supply Toronto retailers at present prices. This opened up a discussion on the canned goods situation. There was nothing to warrant tomatoes being at their present price of $1.57 1-2, it was argued. The remedy lay with the grocers themselves, who should cease buying canned goods far in advance of the opening of the canning season, as the pack was entirely governed by the demand. One of the speakers stated that he knew for an actual fact, that last year tomatoes were dumped in Georgian Bay in order that if anything, the pack should be short. The discussion ended in the passing of a resolution that "the grocers of this Association condemn the practice of buying, heavily in advance, canned goods, gem jars, and articles of like nature, as directly aiding and abetting combines which are detrimental to the best interests of the retail trade." The members present pledged themselves to observe this resolution, and to induce as many other grocers as possible outside of the Association to assist in the matter. It was also suggested that a standing committee be formed to look into such questions as they arose, and to advise members as to the best course of procedure in each.

The secretary's report on the finances of the outing was left over until the next meeting, when the nomination and election of officers will also take place.

Among those present were: Messrs. Snow, Vice-President; D. G. Beaton, Secretary; McLean, Kelly, Panter, Cootes, Bell, Stewart, Bond, Thorne and Clarke.

CROP GROWERS' GRIEF.

For the first time in many years, Vancouver is enjoying the delight of eastern grapes this fall. Western grapes are as different to eastern grapes as day is from night, and are not to be compared with them. Nearly all the grapes consumed here come from California, and while they make excellent light wines, they do not compare with eastern grapes for table purposes. In the Niagara district, which is the great grape-growing section of Canada, Concord grapes are regarded as an inferior variety. In plentiful years they rot upon the vines. It is no uncommon thing to find them being sold in the stores for a cent a pound. Yet in Vancouver small baskets of them containing two or three pounds sold on Saturday for a dollar. If the farmers in the Niagara Peninsula ever hear of this they will tear their hair and weep and be afflicted with a great grief.—Vancouver Province.

FROM GROCER CORRESPONDENTS

INGERSOLL.

Ingersoll, Nov. 12, 1906.

The volume of business reported thus far this month, is below the average, for which state of affairs the fine weather is chiefly responsible.

Alarmed by the wintry spell at the beginning of the month the country people have been busily engaged harvesting their roots, shipping their apples and winding up their work in general, hence the marked dropping off in all branches of trade.

For the remainder of the month and until the holiday season a very brisk trade is anticipated by the merchants. They have stocked up extensively as usual for the Christmas trade, and their shelves and counters have a decidedly bright and inviting appearance.

Few towns can boast a better retail trade than Ingersoll, and with the advent of Winter, the merchants see busy days ahead of them.

No little difficulty has been experienced in meeting the demand for butter and strictly fresh eggs. Both of these commodities have been unusually scarce, much to the chagrin of the average purchaser. The ever increasing number of cheese factories in the "Oxford district" the home of the cheese industry, has had the effect of materially diminishing the butter supply. The supply on the market every Saturday has been far short of the demand, and had it not been for the foresight of the merchants in stocking up from outside sources, a famine would undoubtedly have resulted. From twenty-five to twenty-seven cents per pound has been the ruling wholesale prices for creamery butter and from twenty-three to twenty-five cents per pound for dairy butter. There is a keen demand for fresh eggs at twenty-five cents per dozen. Dried apples will be plentiful. They are just being marketed, the majority of the sales being made at five and a half cents per pound. There is a good demand for potatoes at seventy-five cents per bag. A number of the merchants have already stocked up, some making purchases of those grown on the sand to the South.

There has, until the past few days, been a shortage of poultry. This is explained by the fact that many buyers are at work in the country, and that in many instances the producers are holding their stock in reserve. The most of the sales have been made on the basis of ten cents per pound, or on an average of from seventy-five to ninety cents per pair. The receipts of canned goods have been heavy, for which there is a somewhat brisk demand, after a comparatively quiet period.

Jas. Brooks, for some time cake baker for Fred Dutton, has leased part of Jacques & McPherson's store, and has embarked in business on his own account. He has very convenient quarters for his work-room, and a tempting assortment in his window. He reports a very gratifying month's business.

Fred Dutton, who for several years conducted a very successful grocery business, and latterly was engaged in the bakery and confectionery business, has decided to take up insurance work. He has disposed of his business to Mr. Talbot of Aylmer, who has had wide experience. Mr. Dutton will be travelling representative for the Central Life Insurance Company, with territory from Woodstock to Sarnia.

LONDON.

The Retail Grocers' Association of London held a meeting last week at which a number of wholesale grocers were present by invitation of the Association, and questions of mutual interest were discussed in a highly profitable manner. President C. H. Lee presided and Messrs. John Dillon of A. M. Smith & Co.; Wm. Turnbull of Edward Adams & Co.; T. B. Escott, and John Garvey, were some of the wholesalers who delivered addresses. Many interesting facts were cited and useful pointers given by the speakers. A suggestion that the retail and wholesale men unite in an organized opposition to "dollar" goods, met with general favor and it was decided to ask the grocers of other cities to take the same attitude in this matter. There are many articles sold by the manufacturers at $1.00 a dozen, and which the retailer must sell at 10 cents each, if handled at all. Both the wholesalers and retailers contend that, taking everything into consideration, this margin of profit is too small. Hence their ultimatum to the manufacturers: "No more 'dollar' goods."

The Late Wm. H. McCutcheon, London.

William H. McCutcheon, for many years a prominent grocer of this city, died suddenly at his home, corner of Waterloo and Oxford streets, on the 10th instant. He was the first United States Consul at London, having come here in that capacity 27 years ago. When the Cleveland Government first attained power, Mr. McCutcheon was displaced, and, deciding to remain in London, opened up a grocery at the corner of Dundas and Clarence streets. He afterwards removed to the corner of Waterloo and Oxford streets, where he remained in active business up to the time of his death. Mr. McCutcheon was born at Baltimore 65 years ago, and had been a Captain on the Great Lakes before entering the Consular service of the United States. His death was due to heart trouble. He had just arisen from his bed in the morning when he was suddenly taken ill, and died before a doctor could be called. His widow and two daughters, Mrs. E. S. Hunt of Port Arthur, and Mrs, Robert Pearse of this city, survive.

KINGSTON.

Kingston has a standing population of 19,000, not counting the men at the Penitentiary who wear the clothes of many colors.

When the fall comes, 1,200 students arrive, this adds considerable to the population, but I might add that they subtract from it when they reach their finale by taking off our good looking daughters. It is surprising what a stimulus it is to trade when 1,200 students with big appetites come and sit down three times a day at our tables, 25,200 meals a week and as eggs poached, fried and boiled went down, how the price went up and stock disappeared.

Well, we are glad to have them with us and proud to have them go up and wallop Varsity at football. It is the meat they eat that gives them pluck.

It has been proposed to let the convicts of the Penitentiary cut stone for the new Medical Building for Queens.

The unions are aroused and called a meeting to protest. A petition was taken around and signed by many, and is being sent to Parliament. Some business men say they are compelled to sign all these petitions sent around whether they feel like it or not. The college is considering the advisability of using brick. We await developments.

The Bailey Broom factory is booming, and has a big stock of corn on hand, finest grade. Their putting the retail price on the label of each broom is a brain saver for the merchant, and prevents to a great extent price cutting. Would that all manufacturers in all lines would adopt this plan. There would be less assignments in the country. Sam Bailey has been all his life making brooms, except when he goes after the ducks and partridges. He

(Continued on page 42.)

THE CANADIAN GROCER

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APPLE ARTICLE BY AN EXPERT.

The first article in this issue, "The Future of the Apple Crop in Ontario," is by Alex. McNeill, chief of the fruit branch of the Dominion Department of Agriculture. By years of experience as a fruit grower and shipper, and by virtue of his energetic discharge of the duties of his present position, bringing him into intimate relation with the fruit industry throughout Canada, and the markets of Great Britain, no other man is so well qualified to speak on this subject. Ontario is the great apple producing province of the Dominion. Of the total production of twenty million barrels, Ontario produces eighteen millions. Following the lines indicated by Mr. McNeill, the industry will in the near future assume very much more importance than at present. This article will be read with interest by everyone interested in the Canadian apple trade.

FOOD FAIR FOR MONTREAL.

The Grocer learns upon excellent authority that Montreal is to have another Pure Food Fair, which will take place it is said, the last two weeks in April, 1907. The Montreal Arena, the largest rink in the city, has been secured. The fair held this spring was very successful and drew large crowds every day, but with a larger space and greater facilities for handling the visitors, even greater success may be anticipated for the Food Fair of 1907. The retail Grocers' Association, of Montreal, will, it is understood, run the affair, and plans are now being made, although nothing definite nor authorative has yet been given out.

APPLE CROP SHORT.

Fruit Inspector, P. I. Carey, who is in a better position, perhaps, than anyone else to know the apple situation in Ontario, states to the Canadian Grocer this week, that the No. 1, winter pack was about 50 per cent. of the average. The ink spot, bitter rot and coddling moth, have worked havoc and the crop is especially poor in the large producing districts, while in the less important districts the crop is pretty good. The quality of the stocks for export, Mr. Carey says, is not satisfactory, and the inspectors have their season's work cut out for them.

In Colbourne, 65,000 barrels are stored, in Brighton, 30,000, and in Trenton, 30,000, says the same authority. That is somewhere about three quarters of what was stored there last year, and the storage in those three places is about 60 per cent. of the storage capacity in Ontario, and repacking has already commenced.

There seems now to be no doubt, despite earlier estimates to the contrary, that the apple crop in Canada is short. The total export of apples this year will be one to two hundred thousand barrels less than last year. To date, the shipments are one hundred thousand barrels short.

A HARD CRACK.

The head of a well-known commercial house in Canada told an interesting story the other day about his early experience in business, when capital was very scarce with him. In his efforts to get business he had allowed a certain retailer to get into his books, to the amount of $1,500. Upon finding one day that the outlook for payment was very bad, he told a fellow business man, who was also a creditor of the retailer, what his fears were. Instead, however, of keeping this information to himself, in order to ingratiate himself with the retailer, repeated to the latter what he had been told.

A few days afterwards the head of the firm who had unbosomed himself to his confrere, was surprised to receive a writ for $10,000 damages for libel. After failing to get the Court to order the plaintiff to guarantee costs he, at the instigation of his own lawyer, settled for $500.

To make matters worse, shortly afterwards the retailer failed and his estate was then in such a deplorable condition that he did not pay one cent on the dollar, the creditor in question losing his $1,500 as well as the $500 costs.

This was hard luck, but the moral is, "Be very careful to whom you express your fears in regard to customers."

BACK TO THE TALLOW DIP.

Citizens of the smaller towns throughout the country who find fault with the service furnished by their local electric lighting plants, are not the only members of the community who have cause for complaint. During the past week, Toronto has suffered with an electric lighting service, which, in many instances, would disgrace even the humble coal-oil lamp or the tallow candle. In some cases actual loss has been occasioned subscribers to the service, owing to the poor quality of light and the lack of power compelling early closing, when extra time was really required to keep pace with the rush of business. The service is a disgrace to Toronto, and the Grocer takes this opportunity of inviting a tender for the purchase of the plant from some town having no particular aspirations to become a modern city.

ACADIA SUGAR'S GOOD SHOWING

The annual statement of the Acadia Sugar Refining Company for the year ending September 30th, which has just been issued, shows the net trading profit for the year to be $210,681.14. After providing for the interest on the bonds and the regular six per cent. dividend on the preferred stock the Directors recommend that three per cent. be paid on the common stock. Last year and the preceding year only one per cent. was paid on the common stock. The company had a most successful year as the following comparative statement will show:—

1906	$210,681.14
1905	127,656.66
1904	223,009.54
1903	181,018.60
Total	$742,365.94

Along with the report that increased importation of tea has lessened the consumption of beer in England comes the statement that the use of beer in Ireland has also declined from 30.25 gallons per head of population in 1895, to 27.90 in 1905.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—
Fish—Revised.
Foreign dried fruits of interest.
Evaporated apples—Advanced ½c.
Maple products—Advanced again.
Honey—Advanced.

Montreal, Nov. 21, 1906.

The jobbers are exceedingly busy with their local trade. By this is meant the business they are carrying on with customers resident along the St. Lawrence, and who are reached much more easily by boat than by rail. Every effort is being made to get all orders delivered to these before the close of navigation, which will probably take place within a week or ten days. Collections are reported very good for the season of the year. Interest centres in raisins at the moment. The markets for California, seeded and sultanas, as well as Valencia raisins, are most interesting, and should be followed by all grocers. There is more or less activity in canned goods, salmon being purchased freely by grocers in all parts of the country. Jobbers are experiencing some trouble in obtaining deliveries of tomatoes. Sugar is without feature. No change is expected in prices at the present time. Teas are rather quiet than otherwise. Some trade is passing, but this is limited There appears to be a little more enquiry for syrups and molasses, but there is not any very noticeable improvement yet. Evaporated apples continue to advance, and are now quoted as high as 9c. Beans are very scarce, as is also honey. Maple products are again higher in price. Soap has been advanced 30c a case by two large manufacturers. Castile soap quotations have been withdrawn from the market for the present.

CANNED GOODS.—There are yet some jobbers who have not received full shipments of tomatoes and corn ordered before prices were made known. Many have secured a sufficient number of cases to fill the orders of many of their customers, and in some cases, of all, but very few have obtained any goods for store—goods which are most urgently required for local trade. One jobber said he "wired every morning and wrote a letter every evening," but still the tomatoes were not forthcoming. The answer of the packers is lack of help, or lack of cases, or something else, which precludes their shipping the goods. Meanwhile there is considerable activity in other lines. Grocers all over the country are buying salmon in rather large quantities, despite the very high prices which rule. This is the cause of much surprise in the trade. Formerly but few lots of salmon were sold outside of what seemed barely necessary for the season. Now, with prices such as they are, everybody is calling for salmon. The jobbers do not understand the situation.

SUGAR.—The sugar market is featureless Interest in this article in limited, although there seems to be a fairly good business being done There are many large lots going to points on the river routes, but outside of this, and some buying in the West, there is not a great deal of activity Prices are steady and a change is not looked upon as possible at the moment

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 8

SYRUPS AND MOLASSES.—There is a little more interest in syrups and molasses with the coming of the cooler weather. On the whole, however, the situation is just about unchanged. A period of activity is succeeded by a period of stagnation, and the one balances the other.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 10
Corn syrups, bbls.	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS—The quiet which has ruled in the tea market lately is being dispelled gradually. Enquiries are coming in a little better than for some time past. There is a firm undertone to the markets generally. Most tea merchants are doing some little business, but not much. Ceylons are very scarce, few lots being offered. In their circular for the month of October, dated November 3, McMeckin & Co., of London, say of Indian teas: "The offerings at London public auction were 233,000 against 195,000 in the same month in 1905. This is almost the largest quantity offered any one month, and it is a testimony to the strength of the demand that it was taken by the trade with comparative ease. The market opened strong with very active demand, continuing so until the middle of the month. From then onwards there was less animation, with lower prices for all grades, and there was no recovery at the close."

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 13	0 15
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 24
" " pinhead	0 30	0 35

COFFEE.—Fair to good business is being done in coffee this week. Some good shipments have been made recently to interior parts of the country.

Jamaica	0 10½ 0 11
Java	0 18 0 30
Mocha	0 19½ 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS.—Raisins command the greatest attention on this market. This applies particularly to the seeded article. The market locally is bare, and the New York market seems to be just as bad. Large houses will not book any further orders for at least two weeks. California raisins are advancing, but it is impossible to say anything definite to-day, with a chance of its being authorative to-morrow. Nobody can tell what is going to be the state of the market twenty-four hours hence. So much for existing conditions. It is generally conceded that the California market is bare, while the local market is little better. Valencia raisins are in small supply locally, but the tone of the market is rather easy than otherwise. Prunes are very strong and advancing. Sultana raisins are practically off the market here, few lots being held. For such as are obtainable 12c to 15c is asked.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09½ 0 10
Layers, "	0 09½ 0 10
Dates—	
Dates, Hallowees, per lb	0 05 0 06
Californian Evaporated Fruits—	
Apricots, per lb	0 [illegible]
Peaches, "	16
Pears, "	0 17
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
Excelsior Window Clusters,"	4 50
" " ¼s	1 30
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10 0 11
" " choice seeded, in 1-lb. pkgs.	0 10 0 11
" " 2 crown	0 08 0 08½
" " 3 crown	0 09½ 0 10
" " 4 crown	0 09½
Prunes—	Per lb.
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 [illegible]
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 08 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08 0 09
" " in 1-lb. cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 12 0 15
" " 1-lb. carton	0 16
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 08
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 23
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

PEELS.—Peels continue strong at unchanged prices.

Citron peel per lb	0 19	0 21
Lemon peel, per lb.	0 1¼	0 11
Orange peel, per lb	0 10½	0 11

SPICES.—The market continues without feature. More or less holiday trade is being done, but grocers are not buying for the holiday rush at the time of writing.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES.—"Is there going to be a repetition of last year?" This is the question in the trade regarding evaporated apples at present. Indications point to a continually advancing market, and few would be surprised, if present conditions continue, to see this line selling at 15c and 16c, as it did this spring. As it is, prices are again higher, 8½c to 9c being asked for what goods are on hand.

BEANS.—Beans on spot are very scarce, and much in demand, which is rather an embarrasing state of affairs for dealers. Any firm holding stocks at present can coin money. Some houses have supplies in cars in the railway freight yards, but are not able to get the goods for some reason or other. Lower prices are thought possible, but have not yet been realized.

Choice prime beans	1 50	1 55

MAPLE PRODUCTS.—Maple syrup in bulk is now selling all the way from 7½c to 9c, and in some cases a shade above the latter figure, according to quality. This is another advance in the market. Maple syrup is moving out very well.

Maple syrup, bulk, per lb	0 07½	0 09
Pure Townships sugar, per lb		0 10
Pure Beauce County, per lb		0 11

RICE AND TAPIOCA.—There is a little more tapioca on the market now than there has been for some time. This has been purchased at a price slightly lower than previous lots, but not low enough to warrant any decline in current prices.

Supplies of rice are good and fair trade is passing.

B rice, in 10 bag lots	3 25
B rice, less than 10 bags	3 35
C C rice, in 10 bag lots	3 15
C C rice in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 09

RAW FUR.—Prices quoted remain unchanged.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	6 60	1 50

Wm. Gilbert, general merchant, "Cambray," was in the city this week, making large purchases for his Christmas trade. He reports business very brisk.

ONTARIO MARKETS.

POINTERS.—
Shipments Delayed.
Raisins Stocks Short.
All Canned Goods Firm.

Toronto, Nov. 22, 1906.

Business is very heavy and the freight congestion is causing much delay and annoyance. Goods both coming and going are being held up. Take one wholesaler's experience. Goods that were passed at the customs on November 9, were delivered on the 13th.

The unloading of a car of raisins on track in Toronto was begun a week ago Monday, and the last were delivered Tuesday. A car of seeded raisins was passed at the customs a week ago Monday, and no word has been had of them yet. There are great quantities of goods in the freight sheds, that in the rush have got mixed up and no one knows when they will be delivered. These are the experiences of only one house. All are in the same box.

A leading broker said to the Grocer yesterday:

"The difficulty of obtaining transportation by rail from the seaboard, which usually exists at this time of year exists in an intensified form, and not only is it difficult to get a transfer of the goods from the docks to the railways, but transportation is slow and facilities for cartage very inadequate, so that delivery is difficult to obtain. The same conditions make it very difficult to ship out promptly, as the cartage companies sometimes fail to lift goods for days after notice. Buyers should recognize these conditions, and give as much time as possible for the execution of their orders."

All canned goods are in a very strong position. Sugar is quiet. Dried fruits are scarce on spot, and some anticipate a scarcity of raisins before Christmas.

CANNED GOODS.—The situation in all lines is regarded here as very strong. Tomatoes are strongly held by the few canners who have them. Offers are being made at a 10c. advance over canners' opening price for No. 1. The pack is thought to be but little in excess of that of last year, and the consumption is expected to be considerably heavier. The pack of canned peas is said to be about the same as last year, and the indication is that there will be no carrying over.

TEA.—The statistical position of Ceylon is very strong. Stocks in London are lower than for a very long time, and the volume of teas arriving is much below the average Flavory sorts are scarce and high, and there is no indication of any change in this condition for some months. Indian teas are not in the same strong position, that is, not to the same extent, but the position is strong enough to warrant recent advances, and it looks as if the market would go still higher. Cable reports today quote an advance of 1-2d. above the last weeks' prices, and state that future advances are expected. There is no change in the position of Japans, but values are easily 10 per cent. above those ruling last year. The curtailed consumption of Japans alone, prevents the position from becoming very acute, as there is no available quantity to supply anything but a sluggish demand.

SUGAR.—The market for raws is steadier, but little business is passing and in New York, the tone is easier, as the opening of the new Cuban campaign approaches. Refined quotations are unchanged locally.

Paris lumps, in 50-lb. bags	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Phœnix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—The market is firmer. Prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb.		0 02½
" ½-bbls "		0 03
" kegs "		0 03½
" 3 gal. pails, each		1 40
" 2 gal. "		1 00
" 2-lb. tins (in 2 doz. case) per case		1 75
" 5-lb. " (in 1 ") "		2 40
" 10-lb. " (in ½ ") "		2 35
" 20-lb. " (in ¼ ") "		2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

COFFEE.—Fair business is passing, and the situation here is unchanged.

DRIED FRUITS.—Raisins are scarce on spot. Shipments by the Jacona are only arriving here now. Some anticipate a scarcity before the Christmas trade is over. The Valencia situation is strong for immediate shipment. California raisins have advanced to 10c. f.o.b. on the coast, which means 12 1-4c. laid down here, a prohibitive price. Currants remain firm as yet, but it is thought they will be lower later on. Evaporated apples are in a strong position.

Prunes Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05	0 05½	60-70s, 50-lb boxes	0 07	0 07½
80-90s "	0 05½	0 06	50-60s "		0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	0 09½
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 10 0 11½	Citron	0 21 0 22
Orange	0 1½ 0 12		
Figs—			
Elemes, per lb		0 08	0 15
Tapnets, "		0 03½	0 04
Currants—			
Fine Filiatras	0 07½ 0 7½	Vostizzas	0 08½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana		0 10	0 12
" Fancy			0 14
" Extra fancy			0 18
Valencias, selected		0 09	0 09½
Seeded, 1-lb packets, fancy		0 10½	0 11½
" 16 oz packets, choice		0 10	0 11
" 12 oz. " "		0 08	0 09
Dates—			
Hallowees	0 05	Fards choicest	
Sairs	0 04½	" choice	
Domestic evaporated apples		0 07½	0 08

NUTS.—Almonds are about 25 per cent. higher than last year. Wallnuts are rather lower than last year. New goods have arrived at eastern points, and are due here. Filberts are about 2 cents higher than last year. Sales of nuts generally are not in excess of actual demands, but it is too early in the season for an actual shortage to have manifested itself. Shelled almonds are very scarce, and the primary market is continually advancing. Reports from primary sources suggest an early exhasution of the crops. Malaga raisins are 50 per cent. higher than last year, and are scarce. The great bulk of the fine qualities was destroyed by storms. Shippers find great difficulty in executing orders in complete form.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 3	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	0 9½	0 10½
Pecans, per lb	0 14	0 17
Brazils, per lb	0 17	0 18
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES.—Quotations are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—Quotations are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 0.½

BEANS.—Quotations are lower.

Beans, hand picked, per bush		1 60
" prime, No. 1 "	1 50	1 55
" Limas, per lb	0 06½	0 07

SEEDS.—Business is very quiet, owing to the open weather. Prices are unchanged.

Aliske—

Fancy lots, per bush	6 50	6 75
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	7 50	7 75
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, straight unhulled	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS.—Wool is steadier with a hardening tendency. Tallow is very scarce here, and consequently high, although offerings are freer in the States. Hides are steady with easier tendency in Europe and the States; unchanged here.

Hides, inspected, cows and steers, No. 1		0 11½
" " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 75	1 00
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 06½
Pulled wools, super, per lb		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 00
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short striped		0 90
" " long striped		0 50
Marten	3 50	20 00
Muskrat, fall		0 18
" winter		0 20
" spring		0 23
" western	0 12	0 15

LAST MINUTE PROVISION MARKETS.

(Montreal, Thursday, Nov. 22, 1906.

BUTTER—Very active demand at unchanged prices.

CHEESE—No change in situation.

EGGS—Market quite unchanged.

PROVISIONS—Lard continues firm. Smoked meats slow. Abattoir dressed hogs quoted $8.75 to $9.00.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 22, 1906.)

Owing to the advancing cost of raw materials, the Western manufacturers of laundry and toilet soaps are advancing their prices. As the margin of profit on soap is very small already, it will be necessary for retailers to advance their prices, and it is quite possible, that the manufacturers' advance will be a good thing for the small store man. Prunes are still advancing in California, and there can be little doubt that higher prices will prevail in Winnipeg in the very near future. Dealers would be well advised in anticipating their requirements and buying at present prices as an advance of a cent a pound is not at all unlikely. Christmas trade continues very brisk, and wholesale houses report the largest trade on record.

SUGAR.—Prices continue as follows:

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 5
Lump, hard, in bbls	5 60
" " in ½-bbls	5 80
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES.—Prices are quoted as follows:—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" " 5 " " 1 "	3 60
" " 10 " " ½ "	3 30
" " 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE.—Since the decline in Rios, noted two weeks ago, there have been no changes in local prices. We quote:

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 31
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MATCHES.—Quotations continue as follows since the recent advances:

	Per case
"Telegraph"	5 15
"Telephone"	5 05
"King Edward"	4 10
"Head Light"	4 90
"Rising Star"	6 50
"Eagle"	2 20
"Victoria"	3 35
"Silent," 200's	2 50
" 500's	5 30
"Comet"	2 40
Capital	3 35

MINCE MEAT.—

Mince meat, 7 lb. pails, per lb		0 09½
" " 28 " " "		0 08½
" " 12 oz pkgs., per doz		1 05

FOREIGN DRIED FRUITS.—Prunes are advancing rapidly in California, and further advances on local prices may be expected within the next few weeks. Dealers would be well advised in anticipating their requirements for the season at prices prevailing now. Revised prices for present delivery will be noted below. New Hallowee dates are on the market and are quoted below. We quote:

Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 11½
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs. per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 08½
" " fancy seeded in ½-lb. packages per package	0 09
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 8 -90 "	0 06½
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06½
Figs, cooking in toms ts, per lb	0 05½
" " in sacks "	0 07½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (2 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—A number of grocery businesses, from four hundred up to four thousand dollars; splendid stores, good dwellings, live businesses, showing large returns; also confectionery, coal and wood, and general country stocks. Call and see my list. No charge to buyers. John New, 156 Bay St., Toronto.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., Victoria, B.C. (57)

BUSINESS CHANCES.

$3750—A SOLID brick store and separate dwelling, storehouses, stable and drive shed, together with the goodwill of an old established general store, situated about 10 miles from Toronto. The postoffice is in the store, which does a yearly business of $7,000 to $10,000. This is sacraficing the property, but the owner is giving up and the property must be sold. No reasonable offer as to terms will be refused. National Trust Company, Limited, Real Estate Department, 22 King Street East. [47]

Figs, cooking in taps and sacks		0 05½
" " " boxes		0 05½
Apricots, choice, in 25-lb. boxes, per lb		0 18
Apricots, standard in 25-lb. boxes, per lb		0 17
Peaches, choice, per lb		0 17½
Apricots, choice (new delivery about August 1), per lb		0 22
Apricots, standard (new delivery about August 1) per lb		0 21½
Peaches		0 16½
Pears, choice (halves), per lb		0 16
" standard " "		0 15
Plums, choice (dark pitted) per lb		0 14½
Nectarines, choice		0 16

CANDIED PEELS.—

Lemon, per lb		0 10½
Orange "		0 10½
Citron "		0 18½
Mixed, in 1-lb drums per doz		2 10

OATMEAL AND CORNMEAL. — Quotations are as follows:

Rolled oats, 80 lb sacks, per sack		1 85
" 40 " "		0 85
" 20 " "		0 39
" 8 " "		0 22½
Granulated oatmeal, per sack		2 50
Standard, per sack		2 35
Cornmeal "		1 60

NUTS.—New nuts are on the market.

Almonds, per lb		0 16
" (shelled), per lb		0 33
Filberts		0 11½
Peanuts,		0 10½
Jumbos		0 12½
Walnuts, new, Grenobles, per lb		0 15
" " Marbots "		0 13
" " shelled, "		0 30
Pecans, per lb	0 15	0 16
Shelled walnuts, January delivery		0 26
Brazils, per lb		0 15

HONEY.—Still very scarce. Quoted as follows:

Pure clover honey, 5's, per case		9 00
" " 10's "		8 75
Honey (buckwheat and wild flower), 60's per bl		0 13½

Graham Bros. & Co., Kinmount, have just shipped a car load of butter trays, 60,000 to St. John, N.B.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BAKING POWDER

We are making a generous offer to the Retail Trade, to still further increase the sale of GOLD STANDARD BAKING POWDER "Guaranteed-the-Best."

If you are selling Baking Powder and wish to satisfy your customers, and make increased profits, we can interest you.

Drop us a postcard for particulars.

THE CODVILLE-GEORGESON CO.
Limited
Dept. C.G.
Wholesale Grocers
WINNIPEG, - MAN.

IT PAYS

to bring to the notice of your Customers the superior merits of the Coffees you sell.

CHASE & SANBORN'S

High-Grade Brands have more good qualities than any others.

Chase & Sanborn,

The Importers, Montreal

1906 CANNED GOODS

SPECIAL OFFER IN

TOMATOES 3s **STRAWBERRIES 2s**
CORN 2s **RASPBERRIES 2s**
PEAS 2s

Send us your inquiries. Prices right.

L. CHAPUT, FILS & CIE.

WHOLESALE IMPORTERS

2, 4, 6 & 8 DeBresoles Street, - MONTREAL

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The market for cheese continues to be a conundrum, the season for manufacture is about closed, as most country boards have held their last meetings for this year, prices have shown a great decline, which must, however, be largely attributed to the poor quality of the late offerings, the demand from Great Britain has been very poor and really finest qualities are neglected, so that our present market must be called "quiet and uninteresting."

Recent advices report that a large retail concern in London, operating some 500 retail shops, have reduced their price to sixpence (twelve cents) per pound, this is below the cost price in Montreal, and it simply means, that they are willing to sell their goods at a loss for reasons of their own, but, if they continue this for any length of time, it will certainly bring on an increased consumptive demand, and this, under the existing condition of light supplies, might lead to extraordinary high prices later on.

Under much improved storage facilities, especially in London, and a much cheaper fire insurance. Cheese have been sent forward from here more freely this season than ever before, and the result is now, that the bulk of the visible supplies are in British centres and therefore in sight of the distributors, who buy cautiously, thinking that the holders of cheese will have to reduce their prices in order to clear their stocks.

This is undoubtedly a weak feature in the present situation, but, with stocks in Canada fully 200,000 boxes less than a year ago, and nothing to be expected from the United States from now on, these visible supplies may melt down very quickly, and a large shortage may be discovered long before new supplies can reach the consuming markets.

Receipts in Montreal were last week: 47,737 boxes of cheese and 6,185 packages of butter, against 54,386 boxes of cheese and 9,028 packages of butter, for the same week of last year, or a total since May 1st of 2,277,062 boxes of cheese and 573,847 packages of butter, as compared with 2,245,384 boxes of cheese and 734,411 packages of butter for the corresponding period of last year.

Exports were last week: 58,964 boxes of cheese and 747 packages of butter, against 77,491 boxes of cheese and 2,825 packages of butter for the same week of last year, or a total since May 1st of 2,164,626 boxes of cheese and 361,165 packages of butter, as compared with 2,076,987 boxes of cheese and 553,196 packages of butter for the corresponding period of last year.

According to these figures we have further reduced our stocks of cheese in Montreal by 11,227 boxes during last week, and, as there are practically no stocks in the country east of Toronto this year, while there were larger stocks last year, and prices are now about on a par with last year's prices at this time, we cannot but think, that the situation is perfectly healthy and that the natural demand for the coming winter months will absorb all the supplies at good and probably advancing prices.

The butter market is not like the cheese market. We have at present a very strong market, and prices have advanced sharply. We have brought back from Great Britain quite a lot of both dairy and creamery butter, yet we seem to be short in our supplies in spite of the fact that the difference between receipts and shipments should leave us a surplus in our stocks of 31,467 packages, but we have had a large demand from interior and western points, which upsets all statistical arguments of receipts and exports.

The fact is, as previously reported, climatic and other conditions have curtailed the flow of milk, and our production of milk has been very much less this year in consequence, the farmers have been getting very high prices for their milk, but it is an open question, whether they have really received larger returns per cow, as they had a less quantity to deliver.

The butter markets in Great Britain have not been profitable for exporters from Canada, and now they are able to return to us quantities of our own butter to be resold here at a fair margin of profit after paying expenses both ways.

Prices are high and they may still go higher, but there is a "danger signal," it is an old saying that "high prices make long crops." Butter will be made as long as cows can be milked at a profit, and, with no export outlet, we may after all, have enough or more butter than needed for the home consumption.

PROVISION SITUATION.

The market for live hogs is firmer this week, and products are lower, the reason for the former situation is that there was an apparent shortage of hogs last week.

Deliveries everywhere were light. One of the largest firms got 2,000 less than expected, and others were worse off. The price this week is $5.65 f.o.b., east, and $5.75 f.o.b., west. The farmers appear not to be delivering freely this week either. Most of the hogs that have been coming forward have been light, so that the farmer if he doesn't like the price can afford to hold for a while yet. And the farmer is not satisfied; because of the decline from $7.00, and over, some are already talking of going out of hog raising. But at present prices, according to authorities, grain fed to hogs pays 50 per cent. more than sold to the grain dealers.

In the Old Country, the market last week was practically stronger. American and Canadian shipments were light, and Danish were about normal. Prices there, however, still show a pretty sharp loss for Canadian packers. Hogs received next week will be marketed in England during Christmas week, and their demand will be very light. The danger facing the packers at the moment, is that they may get loaded up with high priced hogs.

The domestic demand for hog products is falling off, and trade is not regarded as very gratifying. This accounts for the decline in prices and only about 15 to 20 per cent. of the normal deliveries of hogs throughout Canada go into domestic cuts. The percentage of current receipts will be, perhaps, a third. Receipts for the last two or three weeks have been running eighteen to nineteen thousand. Normal receipts are twenty-five to thirty thousand. Reports indicate that there are plenty of hogs in the country.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS.—Compound lard is scarce and firm, which has the effect of making the market for pure lard also quite firm. Although no advance in prices has occurred, from the present indications there will be an advance before there is a decline. Smoked meats are moving but slowly, as is usual at this season of the year. Prices asked for American pork are high, and as a consequence the feeling in the local market is a healthy one.

Lard, pure tierces	0 12½
" 56-lb. tubs	0 12½
" 20-lb. pails, wood (10½)	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 13½
" " 5-lb. "	0 12¾
" " 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.	0 09½
" " ½-bl., per lb.	0 09½
" " tubs	0 09¾
Cases, 20 3-lb. tins, per lb.	0 11
" 12 5-lb. tins "	0 10½
" 6 10-lb. tins "	0 10¾
30-lb. wood pails, each	2 70
20-lb. tin pails, each	1 90
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	$22 50 $23 00
American short cut clear	22 00 22 50
American fat back	23 00 23 50
Breakfast bacon, per lb.	0 15
Hams	0 14½ 0 15
Extra plate beef, per bbl.	12 50 13 00

BUTTER.—A very firm market rules at present. Good demand exists for all kinds at current prices, which are slightly higher than those quoted last week. Grocers are buying for their winter requirements, and quite a few large orders have been booked recently. Stocks here are very light. Little export business is being transacted owing to the high prices which are asked.

Choicest creamery, salt, 56 lb boxes	0 25½ 0 26
" " rounds prints	0 26 0 26½
Medium creamery	0 23 0 24
Western dairy	0 20 0 22½

CHEESE.—There has been practically no change in the cheese situation since

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags

Wrapping Paper | **Twines**

Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

last report. Demand is not strong, and export business is almost nil. Some few lots have gone forward, but they were not large. It is expected that there will be some export call within the next few weeks.

Ontarios, September make	0 13½	0 14
" October make	0 13	0 13½
Townships, September make	0 13	0 13½
" October make	0 13	0 13½
Quebecs, September make	0 13	0 13½
" October make	0 13	0 13½

EGGS.—A little more buying is being done this week than last, and there is a good feeling generally in the market. Fresh selects, while quoted at 27c, are practically unobtainable. Considerable trade is being done in storage goods, some fairly large lots have changed hands recently. Grocers in river ports have been buying larger quantities than for some time past. Storage selects are quoted from 24c to 26c this week.

Fresh selects, doz		0 27
Storage " "	0 24	0 26
Storage, No. 1, doz	0 20	0 22

HONEY.—Honey is as scarce as ever, and prices are climbing higher week by week. Grocers find it very difficult to obtain supplies, even though they be very small in size. For white clover extracted, tins, 11c to 12c is asked. Buckwheat is up to 10c.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat	0 09	0 10

TORONTO MARKETS.

PROVISIONS.—Most of the quotations given below are less than last last week. Lard is a shade stronger.

Long clear bacon, per lb	0 11½	0 11½
Smoked breakfast bacon, per lb	0 15	0 16
Roll bacon, per lb		0 11
Small hams, per lb		0 15
Medium hams, per lb		0 15
Large hams per lb		0 13
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 0	21 00
Short cut, per bbl	22 00	23 00
Lard, tierces, per lb	0 11½	0 12
" tubs "	0 12	0 12½
" pails "		0 12½
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	6 50	7 00
" front quarters	4 50	6 50
" choice carcases	6 00	7 00
" common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 10½
Hogs, street lots	8 00	8 50
Veal	0 07	0 09½

BUTTER.—Deliveries are slightly heavier than recently, owing to the closing of the cheese factories; but the factories kept on as long as they could so that their closing makes less change than usual. Quality is not very satisfactory, owing to turnips taking their place in feeding. Dairy prints are slightly higher. Rolls are coming in.

	Per lb.	
Creamery prints	0 26	0 28
" solids, fresh	0 24½	0 25
Dairy prints, choice	0 22	0 25
" tubs, choice	0 22	0 23
Baker's butter	0 19	0 20

EGGS.—The situation is little changed. Strictly new laid eggs are practically off the market, and the quotations are merely nominal. Commission men have buyers out on local markets for both butter and eggs. They are paying as high as 27 cents for strictly new laid eggs.

Eggs (strictly new laid)	0 23	0 70
" fresh	0 22	0 23
" pickled		0 21
" splits		0 18

CHEESE.—Prices are about unchanged.

	Per lb.	
Cheese, large	0 13½	0 13½
" " twins	0 13½	0 14

POULTRY.—The market is weak, Supplies are ample and demand is slow. The quality also is still causing complaint.

Live Weight.		
Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08
Dressed weight.		
Old fowl	0 05	0 07
Ducks	0 08	0 09
Young chickens	0 07	0 10
Geese	0 07½	0 08½
Young turkey		0 12½
Old turkey		0 11½

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

WINNIPEG MARKETS.

BUTTER—

Fancy fresh creamery, in 1 lb. bricks		0 27
Choice " " in 1-lb. bricks		0 25
Fancy creamery, solids, 56's, 28's, 14's		0 25

CHEESE—

Manitoba, large		0 14½
" small		0 14½
Ontario		0 15

LARD—

Tierce basis, per lb.		0 12½
Small packages take the following advance:		
50-lb. tin cans, per lb.		0 00½
20-lb. tin pails, in 80-lb. cases, per lb.		0 00½
10-lb. " in 60-lb. "		0 00½
5-lb. " " "		0 00½
3-lb. " " "		0 01
20-lb. net white wood pails, per lb.		0 00½

CURED MEATS—

Hams, selected stock, special mild cure		0 17½
Bacon, " " "		0 22½
Backs, " " "		0 18½
Hams, light, 10 to 12 average		0 16½
" medium, 14 to 16 average		0 16½
" heavy, 20 to 30 for slicing		0 16
" heavy, skinned 2 to 30 for slicing		0 17
Picnic hams light choice, 6 to 8		0 13½
Shoulders light, choice		0 11
Breakfast bacon, clear, bellies, light 8 to 10		17½
" " clear bellies 12 to 14		17
Clear backs, b bacon light		16
" b bacon 12 to 14		15½
Spiced rolls, long if in stock		0 17
" short		0 14
Dried beef ham sets		0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear		0 13½
" " " smoked		0 13½
" " " boneless backs		0 14½
Shoulders " "		

BARREL PORK.

Heavy mess pork, boneless, per bbl		24 00
" " " per ½ bbl		12 00
Standard mess pork, per bbl		24 50

It's Mince Pie Time

Make a prominent display of

Clark's Mince Meat

and you will be astonished at the quantity you will sell. There's a lot of Mince Meat used; the better the quality, the more you'll sell.

Ask Your Wholesaler to Tell You About

Wagstaffe's

Jams, Marmalades, Sealed Fruit in Glass and Mince Meat

Made for 17 years in Manchester, Eng. Now made in Canada.

Always guaranteed to be right.
Absolutely free from adulteration.
All pails gold lined.

WRITE FOR PRICE LIST AND QUANTITIES

Wagstaffe, Limited
HAMILTON, ONT.

THE

Manitoba Canning Co. Ltd.

GUARANTEES

ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS

Nicholson & Bain, WINNIPEG and CALGARY

Galloway & Parnell, VANCOUVER

TRURO QUALITY BRANDS

Reindeer

Condensed MILK

30% Profit FOR The Dealer

Satisfaction for the Consumer

The steadily increasing demand for Reindeer Condensed Milk, is the public seal of merit, the dealers warrant to stock up.

Truro Condensed Milk Co., Ltd. Truro, N.S

BUTTER DISHES FOR SPRING

Agents are quoting close prices. Write them at once and get your order in quick. This will avoid delay next Spring when you want the goods.

Agent - Maritime Provinces
W. S. CLAWSON & CO., 11-12 South Wharf St., St. John, N.B
Quebec, W. J. EYRE, 60 Queen St., Ottawa,
Ontario, McEACHERN & McPHERSON. 23 Scott St., Toronto.
Winnipeg, A. E. ROY, 159 Portage Ave. East, Winnipeg.
British Columbia, C. E. JARVIS & CO., Vancouver.

We manufacture the neatest and best dish.

CRAHAM BROS. & CO.
Kinmount, Ont.

LOOKING BACKWARD!

"Diamond" Brand Maple Syrup

The kind that reminds you of your boyhood days.

"Twin Block" Pure Maple Sugar

When you taste it you are carried back mentally to the days when you visited your uncle's farm at sugaring-off time.

LOOKING FORWARD!

Every grocer should look forward to making our goods pay his rent. YOU CAN DO IT. Others ARE DOING IT.

If you haven't our complete catalogue, send for one to-day.

FOR SALE BY JOBBERS EVERYWHERE

SUGARS, LIMITED

MONTREAL

QUALITY WILL TELL

It may surprise some, but the large number of orders we have received lately for our famous

Victoria Brand Japan Tea

is nothing new to us. We know the reason—QUALITY. Grocers, like everybody else, must obtain good value for their money, and this they are getting when they buy this popular tea. And they have learned that there is profit in **"Victoria" Brand Japan Tea.**

HADN'T YOU BETTER GET IN ON THIS ?

Now, Speaking About Fruits

You know that it is very difficult to get dried fruits, the quality of which you may depend upon. We have got the VERY BEST. Wire or write us for anything and everything in dried fruits. **Malaga, Valencia and California Raisins, also Seeded Raisins, which are very scarce; Currants, Prunes, Figs, Dates, Peels and All Other Evaporated Fruits.** All 1906 New Goods.

ALL THAT IS THE BEST IN GROCERIES

If you want fair treatment, prompt shipment of your groceries, good reasonable prices and everything in the way of attention, then deal with us.

LAPORTE, MARTIN & CIE., LTEE

St. Peter and Lemoine Streets, MONTREAL

CEREALS AND CONFECTIONERY

Western Wheat Higher on Account of Snow and Nearing the Month End—Flour Trade Quiet and Quotations Unchanged.

Grain markets have been quiet save for some manipulation in wheat. Early in the season excessive estimates were made of the crop both in Canada and the States to aid the bull movement in railway stocks. There were heavy short sales then which are now being covered.

A Beerbohm estimate of the Argentine crop about to be harvested places it at 5,000,000 bushel less than last year.

Last week's world's shipments of wheat were 10,512,000 bushel, compared with 11,008,000 bushel a year ago. The visible supply of wheat on Monday was 39,370,000 bushel against 33,744,000 bushel in 1904.

Oats are half a cent higher on the strength of shorter supplies. The visible supply on Monday was 11,248,000 bushel against 27,913,000 bushel a year ago and 24,324,000 bushel in 1904.

TORONTO.

GRAIN. — Western wheat is higher. The snow storm and the end of the month approaching have made operators anxious to cover contracts for November. Millers are buying only in immediate requirements. Ontario wheat is quiet. Oats are advanced 1-2c.

(F.o.b. Georgian Bay points.		
No. 1 hard		0 83½
Manitoba wheat, Northern No. 1		0 82
" " " No. 2		0 79½
" " " No. 3, nominal		0 76½
Red, " per bushel, 78 per cent. points	0 70	0 71
White, " " " " "	0 71	0 71½
Mixed, " " " " "	0 70	0 71
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "	0 51	0 52
" No. 3x, "	0 48	0 49
" No. 3, "		0 45
Oats, white "		0 36½
" mixed "		0 35½

FLOUR.—Quotations are unchanged.

Pure Manitoba wheat, per bbl in sacks	4 10	4 50
85 per cent Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 70
Blended	3 80	3 90

CEREALS.—Quotations are unchanged and demand continues good.

Rolled wheat in boxes, 100 lbs, nominal	2 25
" " 50 lbs "	1 25
Rolled oats, carlots, per bbl., in bags "	4 25
" " " in wood "	4 50
" " for broken lots in wood "	4 75
" " broken lots in bags "	4 50
Oatmeal, standard and granulated, carlots, on track, per bbl "	4 80
" " " in bags "	4 55

SULTANA RAISINS.

Interesting Report by a reliable Smyrna Firm—Fig Crop.

The following report on the Sultana raisin and fig situation, was received this week by P. L. Mason & Co., Toronto, from C. Whitall & Co., one of the most substantial and reliable firms in Smyrna:—

SULTANAS.—It is now possible to arrive with a certain accuracy at the probable result of the yield of sultanas this season.

The total sales to date including Smyrna, Vourla, Cesme and Carabournou, amount to 7,800 tons.

Stocks remaining in the country are estimated at 17,000 bags, equal to 6,000 tons, total 23,800 tons.

We have made every effort to obtain the most reliable information with regard to stocks lying in the country and although the reports we have received show some divergence, we have in the majority of instances, included in the above list, the maximum figures received. At the same time we must point out that dealers here are not inclined to assess stocks remaining in the country at over 4,500 to 5,000 tons It is interesting to compare the above figures with last year's statistical position at the same date:—

Total sales to date as above, 17,800 tons in 1906, 32,000 tons in 1905.

Stock in Smyrna to date, 1,300 tons in 1906, 4,000 tons in 1905.

Total stocks remaining at this date, 6,000 tons in 1906, 23,000 tons in 1905.

No doubt can now exist about the shortage of the production this season, and it has merely become a question at present whether the eventual result will prove nearer 22,000 or 24,000 tons.

Our market presently is extremely irregular. Stocks have sunk to a dangerously low figure, and arrivals from the interior are steadily diminishing. On the other hand, demand till last week has been very active, and continental buyers, who had practically kept aloof throughout September, have within the past fortnight operated with more freedom and the latest cable advices from Germany would warrant the expectation that further supplies will be required by that country. Symrna dealers are very bullish in their view, and are in no way inclined to sell the small stocks they have on hand except at a further substantial margin of advance. Business is becoming very difficult to work, as much owing to the scarcity of low and medium qualities, and the consequent difficulty of grading standards, as to the reluctance of dealers to bind themselves to the firm offer of their fruit even for an interval of twenty-four hours.

FIGS—Total arrivals to date amount to 99,242 camel loads, as compared with 89,068 loads in 1905. In spite of the prospect of the production exceeding last season's record total of 108,000 loads, or say about 23,500 tons, prices have been steadily advancing since the middle of September, and the demand prevailing still continues to absorb all daily arrivals.

W. B. Stringer of W. B. Stringer & Company, fruit brokers, Toronto, was in Montreal for a short time this week, and gave the Grocer a call.

TRADE ENQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1361. Scotch Whisky.—A Scotch firm in the whisky trade is seeking to establish a connection in Canada with high-class trading establishments who are open to handle a high grade of Scotch whisky.

1362. Codfish.—A London agent engaged in the Spanish trade, and offering good references wishes to get into direct touch with Nova Scotian firms with the view of arranging the direct import of dried codfish into Spain.

1363. Agent.—A London firm handling teas, coffees and cocoas is prepared to appoint suitable Canadian resident agent.

1365. Butter colors, etc.—A London firm seeks the services of a first-class Canadian representative to sell well known brands of rennet and cheese and butter colors to Canadian factories.

1366. Frozen salmon.—A London firm wishes to be placed in correspondence with Canadian shippers of frozen salmon.

1367. Clarets.—An old firm in Libourne desires a representative in Canada, to sell good clarets.

1368. Agent.—A well known firm in Mercurey (Burgundy) desires valuable agents in Montreal, Toronto, Winnipeg.

1369. White wines.—A firm in Augrande-sur-Loire (Anjou) will gladly enter into correspondence with Canadian buyers of white wines.

1370. Agent.—An important firm in Limoges desires a good agent to sell in Canada first-class liquors.

1371. Brandy.—A good firm in Cognac ask for representatives to sell in Canada a good mark of brandy.

1372. Olive oil.—An Algerian factory of olive oil in Bougie desires to be put in touch with Canadian wholesale grocers.

1373. Agent.—An important exporter of olive oil in Marseille wishes an agent in Canada.

1377. Cheese.—A Manchester firm desires to correspond with Canadian cheese exporters.

1378. Flour.—A Manchester firm ask for samples and prices of Canadian flour c.i.f. Manchester. The samples to be sufficient for a baking test about 3 lbs.

1379. Butter.—A Manchester provision firm will be glad to get prices of Canadian butter from shippers of same.

1381. Cider.—A Lancashire firm ask for prices c.i.f. Manchester of Canadian cider in casks.

1382. Clothes pins, etc.—A Manchester firm with large connection ask for prices of clothes pins and towel rollers.

1384. Flour.—A Lancashire firm of flour importers asks prices of best first

"THE FOOD OF QUALITY AND QUANTITY"

CANADA FLAKES

Ready-to-Serve Crispy, Snappy Wheat Flakes

The 10 cent package is larger than any 15 cent size of a similar food.

It is a rapid seller.

The 25 cent package, "Household," contains a variety of beautiful china tableware. A novel advertising feature. It sells.

CANADA FLAKES

A maple flavor that suits the name "Canada." It is a food distinctly Canadian, made by Canadians from Canadian wheat

MR. GROCER :

Do you know that

SHREDDED WHEAT

is the only wheat food made in this country that is thoroughly cooked, that contains the whole wheat and nothing but the wheat, that is not "treated" or "flavored" with anything, and that it is therefore the world's staple cereal food, good for any meal in any climate in any season?

We are spending nearly a half million dollars a year to create a larger market for this product and larger profits for **YOU.**

SHREDDED WHEAT is a Canadian product, made in Canada of Canadian wheat.

The Canadian Shredded Wheat Co., Ltd.

NIAGARA FALLS, ONT.

Toronto Office - 32 Church St.

"It's All in the Shreds"

BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense

Flour with a Reputation

Of course you sell flour, but perhaps you don't care much what kind you handle. Did it ever occur to you the kind of flour you handle

Will make the Reputation of your Store

It's for that reason that you should stock flour from the "Wheat City," from the centre of the best wheat district in America.

Remember our brands :

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our agents

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL

Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

patents flour c.i.f. Manchester from Canadian exporters.

1385. Game.—A Manchester firm wishes to correspond with Canadian shippers of game embracing partridge, duck, snipe and plover.

1386. Bacon.—A Manchester provision firm desires to correspond with shippers of Canadian bacon.

1387. Eggs.—A Manchester provision firm wishes to correspond with Canadian shippers of eggs.

1389. Apples.—A Manchester firm wishes to correspond with shippers of Canadian apples.

1392. Salt.—A Manchester firm dealing in table salt put up in packets, linen bags and tins, will be glad to furnish prices, etc., to Canadian importers.

1393. Pick handles and yellow pine.—A Yorkshire firm desires to get in direct communication with manufacturers and shippers of pick handles, and also yellow pine, for which they have a large demand. Correspondence and quotations invited.

1398. General produce. — Yorkshire produce firm desires to have prices from Canadian shippers of general produce.

1399. Sweets, horehound drops, etc.—Yorkshire firm manufacturing sweets, horehound drops, sticks, etc., desires to extend their Canadian business and invites correspondence.

1403. Hay.—Yorkshire forage contractor is open to receive from Canadian shippers of all classes of Canadian hay, with a view to direct business.

1405. Dog fish.—A Bristol firm would like to hear from Canadian exporters of dressed dog fish to be used as fertilizer.

1407. Apples.—A North of England firm in a position to handle large consignments of apples desires to be placed in communication with reliable packers of the best brands.

1410. Chocolate powder.—A London firm wishes to appoint sole buying agents for Canada for their chocolate powder, packed in cartons of different sizes.

SOAP ADVANCED.

Surprise and Eclipse Soap has been advanced by the manufacturers to the extent of 30 cents a case. A prominent wholesaler, speaking to the Grocer about the advance, thought that Danial J. Sully was responsible for the action of the manufacturers. "Sully, the former cotton king," said he "has now a heavy interest in an American soap firm capitalized at $1,500,000. This company has cornered the tallow market, and thus forced soap makers to advance their price. I would not be at all surprised to see more advances within a few days."

Castile soap quotations have been withdrawn from the market for the time being. By some, this action is attributed to the recent soap combine in England.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

WANTED
Choice boiling Peas in two-bushel bags also, good malting Barley. Send samples with prices delivered Montreal.
STEVENS & MILLER,
126 Board of Trade, Montreal.
Mill Feed always wanted.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

Are You Content ?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

GRANOSE BISCUITS
are made of Granose flakes pressed into oblong moulds. They are delicious and tasty cakes.
Our advertising has introduced them throughout Canada.
Have you them in stock?
The Battle Creek Health Food Company, Limited
Canadian Factory and Office, LONDON, ONT.

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

Eventide Mathematics
At night count up your sales of our
POT AND PEARL BARLEY
and the profits will astound you.
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

ROLLED OATS, Coronet Brand
We never stock any Rolled Oats so you can always depend on them being fresh.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT { FULL STOCKS BEST BRANDS } SALT
Verret, Stewart & Co., Ltd., Montreal

THE STANDBY

Don't you think there is need for a grocery standby?

Don't you know there is a Rolled Oats standby and that it is

McIntosh's Crown Brand Rolled Oats

Flaked Oats always made right always clean, always free from dust and black specks.

Specify this brand next time

"When the people think of cereals they think of McIntosh."

P. McIntosh & Son,
Toronto

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa
(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S: No better Chocolate

If you sell

Chocolate

the names of

MOTT'S

"Diamond" and "Elite" brands

should be familiar to you. If they are not you have yet to sell your customers **The Best.**

Always the same pure quality. All jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. TAYLOR, Montreal — R. S. McINDOE, Toronto — JOS. E. HUXLEY, Winnipeg — ARTHUR NELSON, Vancouver

A LINE THAT WILL PLEASE YOUR CUSTOMERS

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
CANADIAN GROCER
Montreal and Toronto.

FROM GROCER CORRESPONDENTS.

(Continued from page 24.)

looks out for advancing markets, and is generally pretty well corned.

The retail merchants held a meeting lately, and discussed the pedlar nuisance. They are pleased with the changes and hope the officials in each city will do their duty. That's the weak spot. We have too many wooden officials who do nothing but draw their salary. They actually don't know the by-laws on the books. The Government should hold examinations of officials and displace the incompetent. Then we would have some recompense for our trouble in getting by-laws passed, as it is, it is sawing wood with a toothless blade, and is much against the grain.

Here are some current quotations:—Butter Creamery prints No. 1.

	Wholesale.	Retail.
Butter, Creamery, prints, No. 1	27	30
Butter, Creamery, prints, No. 2	26	28
Butter, Creamery, solids	25	28
Butter, Dairy,prints	22 to 25	26
Butter, Dairy, tub .	22	25
Eggs, fresh	30	35
Eggs, late gathered	25	30
Eggs, limed	22	25
Cheese, new	13	17
Cheese, old	17	20
Lard, pails 20 lb. ..	12½	15
Lard, tubs, 50 lb...	12¼	15
Honey, 12 oz. sections	x12½	15
Honey, 16 oz. sections	17	20
Honey, extracted,lb.	8½	12
Potatoes, bag ....75 to 80		$1.00
Cabbage, doz.	50	75
Onions, bag	90	$1.20
Turnips, bag	40	60
Apples, bbl. .....$2 to $4		
Apples, pk.		20 to 40

The Kingston retail merchants at present are united and working in harmony.

There is very little price cutting going on which goes a long way to foster good feeling.

Regarding by-laws, such as Transient Traders, Pedlars, Early Closing, etc., well, we have them on our Statutes, but the difficulty is this, the officials are so long in service they simply won't bother themselves and attend sharply to offenders. We have a good magistrate, who acts fairly to all, and will punish law breakers when brought before him. Merchants do not feel like becoming informers on each other. The police are paid to do this work, and their chief should see that they do it, until which time peddlers and hawkers will have full sway and free trade.

Our Government Dairy School, under the management of J. W. Mitchell, B. A., opened November 19. Mr. Mitchell advertised, and offered the farmers around Kingston $1.30 for their milk, 10 cents higher than last year. Mr. Polley, proprietor of the Clarified Milk Company, offers the same, and it is a question if enough milk will be obtained in the neighborhood to keep the milk churns and churn presses busy at the school. Last year the Victorian Creamery, Lindsay, sent their cream to the Dairy School, and the students were kept busy making pasteurized butter and white and colored cheese.

The attendance at the school last year was large. They came from all over the globe to learn the art and they were a happy and jolly lot of young men.

James McCulla, proprietor of the Belfast Tea House, has been on the sick list for several weeks, he is now able to stand behind the counter and receive the good wishes of his friends and customers, who were anxious about him. He is one of the many grocers who believes in early closing, and enjoys a drive in his runabout every evening.

The stock and effects of Wm. Pollick Baker, were put up at public auction this week. William was a hard worker and built up a large trade. He had a genial manner and was liked by all his customers. Family troubles caused financial cramps and William took Horace Greeley's advice and went West. His assets about covered his liabilities.

Jas. E. Purdy, for many years clerk in Gilbert's main store, bought out Harry Newbury, and is paddling his own canoe. Harry Newbury went out to have a look at the great Northwest, to see if the hills are as green as pictured. He may find some of them white before he returns.

GALT.

A. Hollands and A. McAuley, formerly with the Galt branch of the Wm. Davies Company, will open up a new meat and provision store on South Water street, next month. The store is a large double one ,and was recently occupied by Norris & Lockhart, plumbers. Mr. Hollands, who was manager at the Wm. Davies Company's store, has been succeeded by W. M. Hall of Toronto.

John Sloan was in London last week on business.

Hugh Walker of Deans & Walker, Main street, made the remark to your correspondent that his firm had recently experienced considerable difficulty in securing a prompt delivery of orders placed with Toronto wholesale houses.

"Last week," he said, "we placed an order with a Toronto house for a commodity of which we were entirely out. The firm's representative assured us that we would have the goods here next day. The consignment has not yet arrived, and we have had the Toronto house on the 'phone and on the broiler several times. It would seem as though the Toronto houses were almost independent of us. If we thought we could get better satisfaction from some other house we should certainly give another house our orders. But they are all the same."

The Grocers' Section of the Retail Merchants' Association, the Galt branch of which was recently re-organized, is in good working order and practically every grocer in town is a member. It is confidently expected that the work of the section will be of great benefit to the trade. The chairman of the section, is John Sloan, and the other members are: A. Deans, J. H. Laird, Wm. McKenzie, Wm. Mullett, P. Radigan and Hugh Walker.

It is a somewhat remarkable fact that the grocers of Galt control the prices on the market each Saturday. The Galt market is a large one, but there is absolutely no advantage to be derived by townspeople purchasing their supplies there. The prices on all produce are controlled by the prices ruling in the grocery stores . Last week eggs sold for 30 cents on the market, while in the grocery stores the price was 28c. This is an instance in which the price in the grocery stores was less than on the market. And there are frequently other instances of this character.

CHARLOTTETOWN, P.E.I.

Charlottetown, Nov. 19, 1906.

Oats are very scarce and prices rule high. Well informed persons predict $1.00 oats before spring.

Potatoes are almost a failure. Prices are higher than ever known.

Among the traveling men who lately returned to the mainland with well filled order books was H. B. Potter, representing the Gold Dust Twins and Sunny Monday Soap.

Major Ed. Lalibertre, of the Quebec fur house of that name, was here the past week and reported good sales for this time of year. Mr. Lalibertre reports furs as high this year.

P.E.I. oysters are very high and scarce. The S.S. Concouna took out 500 barrels on her last trip.

After an absence of five years the genial representative of Magic Baking Powder, T. T. Cartwright, has been a welcome visitor to the trade here. Mr. Cartwright has just returned from an extended trip to Newfoundland in the interests of the E. W. Gillett Co.

W. W. Walker, formerly with Sidney Grey, has branched out in the grocery and fruit business for himself, being a popular young man he will without doubt do a good business.

Carvell Bros. are very busy these days, their business is away ahead of last year. They are large importers and exporters. They recently made a large shipment of P.E.I. produce to Newfoundland.

A. Campbell, M.P., proprietor of Campbell's Flour Mills, Toronto Junction, was a visitor the past week. Mr. Campbell's Queen City Flour is extensivey used in P.E.I. It has been well advertised under the supervision of Mr. Campbell's son.

W. A. Poole & Co., Lower Montague,

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and old water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM. Proprietor
RENFREW, - - ONTARIO
The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate an Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel or City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office Guelph, McLean's Block.
Branch Office, Acton Town Hall.
Corporation Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

45 HIGHEST AWARDS In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

When you buy

UPTON'S

Jams Jellies and Orange Marmalade

You buy something that is easy to sell again.

The consumer appreciates the quality of

UPTON'S GOODS

Sixty Years of Popularity

COX'S GELATINE
may now be had in a new form as

COX'S INSTANT POWDERED GELATINE

It dissolves instantly in hot water. No trouble. Recipes in every box.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premie Sauce of the world

Holbrooks Limited

Canadian Branch:

28 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

are loading several schooners with produce for Newfoundland.

J. Thompson, of Poole & Thompson, Montague, was in the city the past week. This is one of P.E.I.'s progressive firms.

Carvel Rattenbury & Messervy will be succeeded by the N. Rattenbury Company, with a capital of $100,000. They will engage in packing pork in addition to their large wholesale grocery business. N. Rattenbury will continue to manage the business. This is one of the largest businesses in P.E.I., having branches at Sydney, N.S. and St. Johns, Newfoundland.

Jenkins & Son have one of the most up-to-date grocery stores in the Maritime Provinces. This firm do a large business.

M. A. Sweet, representing Sunlight Soap, crossed to the mainland Friday, with a well filled order-book.

Ernest White, the representative of Suprise Soap, reports trade is large. Ernest is a worker; he has good goods and knows how to talk them.

ST. CATHARINES.

A once flourishing Retail Grocers' Association, through dissensions among themselves, and endeavoring to undermine and undersell one another, the Association terminated its existence a short time ago. Edwin Moore was the president. Mr. Moore has sold out his business to John J. Timmons, and has left the city.

Mr. Timmons has enlarged the premises since assuming proprietorship, and is doing a thriving business.

W. A. Sherwood, has taken his son, W. H. Sherwood, into partnership in his grocery store.

E. D. Voisaru sold his wholesale grocery business to Ross, Parnell and Atkinson, and his retail grocery business to his brother Joseph, on assuming the management of the Sterling Bank in this city.

Joseph Becker has sold his business to Becker & Company, but is retained as manager.

James Lee, the Welland avenue grocer, has just completed the erection of a handsome brick residence adjoining his store premises.

ANCIENT COLONY NOTES.

St. John's, Nfld., Nov. 14, 1906.

The C. L. March Co. have opened a ready-made clothing store in addition to their other lines. This company is very progressive.

The Thos. Smyth Co. are receiving large shipments of Nova Scotia apples by each incoming steamer. This company's business is rapidly increasing. They have a special brand of packet beef that they are now pushing.

All kinds of produce is very high this fall, owing to the short crop in Prince Edward Island. Oats and potatoes are very scarce.

George Neal, the wholesale merchant, has received some heavy shipments of fruits and provisions.

Contentment

is a poor virtue in biscuit selling.

Don't be Satisfied

until you are doing a huge business.

are used to figuring in large sales.

Try Them

Eat Them **Sell Them**

3-lb. CARDS OR TINS

How many for you?

THE **Mooney Biscuit & Candy Company,**
LIMITED,
Stratford, - Canada.

Hearn & Co. recently received one of the largest shipments of sugar ever received in this city.

H. Tapper of the Union Grocery Store is a large importer of fruits. His imports of pears this year have been unusually large.

Mr. and Mrs. E. Kennedy, Avondale, are in the city. Mr. Kennedy is one of the most successful Labrador merchants.

J. J. St. John, the Duckworth street merchant is making a speciality of packet beef this fall and reports trade as excellent.

It is reported that one of the outside tea companies are likely to close their agency here.

PURE GOLD COFFEE

Is produced in the Cleanest and most Sanitary factory on the continent of America.

That's 20th Century Progress.

The Coffees used for blending are the Highest Grades procurable.

That insures Quality.

Our Prices are Reasonable.

That provides a Good Profit.

Our Blends are Strictly Uniform.

That's your Protection.

Our Sales have Grown Enormously during the past three years.

That marks Appreciation of the Trade.

We Guarantee every pound you buy.

That's "Trade" Common Sense and conclusive evidence that we have Confidence in our Coffee.

Let us hear from you when other brands prove unsatisfactory

PURE GOLD MFG. CO., LTD

TORONTO, CANADA

Only 5 Weeks to Christmas

Therefore you should be ordering for immediate shipment

Dates	Almeria Grapes
Figs	Cranberries
Nuts	Etc.

Of these we have full lines, all new goods. Shall also be pleased to book your orders for shipment at your convenience:

California Washington Navels
Florida Oranges
Mexican Oranges
Valencia Oranges
California Celery
Messina Lemons
California Lemons
Holly and Holly Wreaths
Mistletoe
Bananas, etc.

In fact our purchases for Holiday Trade have been extensive, and will guarantee prices and quality.

McWILLIAM Mc. AND E. EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Another Estimate of the Cranberry Crop—Storms Lessen Fish Supply, Cold Weather Increases Demand—Potatoes More Plentiful.

There is a general quietness in the fruit market. In most cases, lines which have changed show a decline. Cranberries are still advancing, though not to any marked extent. The most recent reports state that shipments from Massachusetts to date exceed the total crop for 1905 by 50 per cent., and as a considerable quantity will be held in reserve for later winter trade, conservative estimates place this year's crop at nearly double that of last year, or approximately 250,000 barrels. According to these figures it would appear that the price of cranberries has almost reached its highest point for the season.

In vegetables there is practically no change. Potatoes are now fairly plentiful in all markets, and there is a good trade.

Storms continue to cause scarcity in the supply of fish. A shipment of frozen British Columbia halibut and salmon has just arrived in Toronto direct from the Coast, instead of by the usual route via Montreal.

MONTREAL.

GREEN FRUITS. — In green fruits there is not very much trade passing at present. Local navigation will soon close, and dealers are making such shipments as they may have, as quickly as possible. Apples continue very interesting, and some good orders are being filled this week. There is quite a rush to fill late orders for export. Prices continue unchanged. There is a brisk demand for bananas, which are in good supply, and which are quoted at very good prices for buyers.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 25
" jumbos		1 75
Cocoanuts, per bag of 100		4 25
Pineapples	4 00	6 00
Egg plant, doz	2 50	3 00
Apples, bbl	2 50	4 75
New lemons	3 75	4 00
Pears per box		3 25
Pears bbl	5 50	9 00
Mexican oranges, box		2 65
Jamaica oranges, per bbl		4 50
Jamaica oranges, per box		2 65
Florida oranges, box		4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl		9 00
" Canadian, bbl		8 00
" Nova Scotia's, per box		2 75
Florida grape fruit, box	4 00	4 50
Jamaica grape fruit, box	3 75	4 00
Almeira grapes, per bbl	4 50	5 50
Grapes, per keg	5 00	7 00

VEGETABLES. — In the vegetable trade locally, there is very little business being done. Dealers appear to be resting on their oars for the time being. Prices rule steady. Boston lettuce has been advanced 25c., and wax and green beans are lower, but otherwise quotations show no change. Potatoes are in good supply, and fairly good trade is being done at current prices. Onions are selling freely, and some business is being done in carrots, beets and cabbage, while tomatoes are subject to very good demand.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Green peppers, per half bbl. basket		3 00
Montreal cabbage, per doz	0 50	0 75
" tomatoes, basket		0 75
California " crate		3 25
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		1 25
Spinach, per bbl		2 00
Spinach, box		0 30
Cucumbers, per doz		1 25
Celery, per doz		0 50
Potatoes, per bag	0 75	0 85
Jersey sweet potatoes basket		1 70
" barrel		3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate		2 [illegible]
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets, bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		5 50
Green beans "		5 50

FISH.—Better business in all lines is being done as the weather becomes cooler. Dealers are hoping that the frost will soon be here to stay. The season for Malpeque oysters is now about over, and dealers no longer quote. Bulk oysters have been advanced in price owing to stormy weather, which interferes with the fishing. Storms are also responsible for continued high prices on haddock and cod, which are scarce. New frozen sea and lake fish are arriving in good quantities, and the quality is said to be good. In smoked fish, the feature is the scarcity of haddies, occasioned by the limited supply of fresh haddock. Yarmouth bloaters and kippers are in small supply. There is a good strong demand for green cod, arrivals of which are fairly large. Labrador herrings are firm.

Fresh haddock, express, per lb		0 05½
Sea trout, " "		0 08
Flounders, " "		0 10
Grass pike, " "		0 07
Dressed bullheads " "		0 09
Dore, per lb " "		0 09
Small whitefish " "		0 08
Market cod " "		0 04½
Mackerel large, " "		0 11
B. C salmon " "		0 10
Smelts " "		0 10
Gaspe salmon, chilled, per lb		0 16
Smoked fish—		
New Kippered herring, per box		1 00
St. John bloaters, "		1 10
New haddies, in 15-lb boxes, per lb		
Smoked herring, in bundles, per box		0 13
Oysters—		
Standards bulk, per imp. gal		1 50
Selects, bulk, per gal.		1 70
Oyster pails, pints, per 100		1 25
" " quarts, "		1 50
Prepared fish—		
Boneless cod, 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, per case of 100 lbs		5 50
Salt and pickled fish—		
Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring, bbls		5 00
Labrabor salmon—		
" " in bbls		12 50
" " in ½ bbls		6 75
Mackerel, per pail		1 75
No. 1 green cod, in bbls, of 200 lbs		7 00
Small " " "		5 50
Large dry cod, 112 lb bundles		6 50
No. 1 salt eels, per lb		0 07½
New turbot, bbls 200 lbs		10 00

TORONTO.

FRUIT.—Oranges remain practically the same as last week, while lemons are somewhat lower, with Messinas in especially large range. Tangerine oranges are quoted at $3.00 per half box. Pine-

apples, Almeria grapes and Canadian chestnuts are lower, while the cranberry market is a trifle higher. Domestic pears are particularly off the market.

Oranges, Jamaicas per bbl	....	5 00
" " per box	2 50	2 75
" Florida, 126s-216s	3 25	3 50
" Mexican, 126s-216s	....	2 75
" Tangerines, half box	....	3 00
Grape fruit, 54's, 64's 80's, 96's	4 00	4 25
Lemons, Californias, boxes	5 75	6 00
" Messinas, 300's-360's	3 50	4 25
Limes, per crate	....	1 00
Pineapples, Florida, 30s and 24s	4 25	4 50
Apples, snows	1 50	3 00
" Spies	2 00	3 00
" Baldwins	1 75	2 00
" Greenings	1 75	2 50
" King's	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch	2 20	2 50
Plums, Idaho, 4 basket crates	....	1 25
Pears, per basket	0 40	0 75
Grapes, Almeria, per barrel	5 50	6 75
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	11 50	12 50
" " crate	3 75	3 90

VEGETABLES.—The potato market has broken somewhat. Offers to sell have been received this week by city dealers, whereas last week it was impossible to obtain stock. Present conditions will probably last until after the holiday season. California celery is expected to arrive this week.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario	....	0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 35
" per basket	....	0 50
Extra fancy, double heads, per bbl	....	3 50
Onions, Spanish, per large case	2 50	2 75
" " small case	1 00	1 25
" Yellow Danvers, bags	1 10	1 25
" Canadian, per bag	....	1 10
Cabbage, new Canadian, per bbl	....	1 25
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 20	0 30
Lettuce, Boston, large, per doz. heads	....	1 00
Cucumbers, hot house, per doz	....	1 75
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	....	1 75
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches	....	0 25
Tomatoes, California, per crate	....	2 75
Peppers, per basket	0 30	0 50
Parsley, per doz	0 20	0 25
Turnips, per bushel	....	0 30
Mint, per doz	0 15	0 20
Celery	0 40	0 50
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Spinach, per bushel	0 50	0 60
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40

FISH. — Ciscoes and finnan haddie are the only lines which show any change, the latter, being reported scarce, is quoted at an advance of 1c. per lb. on last week's prices, while ciscoes are 5c. less per basket.

Fresh hallibut	0 13	0 15
Haddock, fresh caught, per lb	....	0 08
Fresh cod, per lb	....	0 10
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 20
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 10
" medium, per lb	....	0 06
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 09
Oysters, per gal	....	1 90
Labrador herring, per half bbl	....	3 00
" " bbl	....	5 50
Frozen.		
Halibut, per lb	....	0 12
Pink Salmon, per lb	....	0 10
Red "	....	0 12
Fancy Manitoba white fish, per lb	....	0 12

WINNIPEG.

The heated car service began this week. New navel oranges are now in stock. We quote:

GREEN FRUITS.—

Winter Apples.

Famuse apples, per bbl	....	5 50
Snow apples, per bbl	....	5 00

ORDERS FOR XMAS

Seems a little early to talk Xmas, but we are booking large orders ahead, and would like to have yours.

Our first car **CALIFORNIA NAVEL ORANGES** will arrive next week.

The first car **CALIFORNIA CELERY** for the season arrives to-day (Friday).

Florida Grape Fruit, PRESTON'S PACK, extra heavy fruit. Try a box.

A Car Late Howe LONG-KEEPING CRANBERRIES.

Our Special Xmas Price List
will be ready next week. Are you on our list?

WHITE & CO., Limited
Toronto and Hamilton

$'S IN EVERY BOX $'S

"St. Nicholas"
"Home Guard"
"Kicking"
"Puck"

B. L. O. E.
Best Lemons on Earth

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

Fresh arrival this week. **FLORIDA ORANGES, NEW MESSINA LEMONS, 500 KEGS ALMERIA GRAPES**

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
WE CAN HANDLE YOUR BUTTER, EGGS, POULTRY (DEAD OR ALIVE) TO ADVANTAGE.

NEW ARRIVALS

Sweet Sonora Oranges, New Messina Lemons, New Grenoble Walnuts and Almonds, Comadre Figs, Finest Hallowee Dates.

Send us your orders, **Quality and Price** will please you.

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**

Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Funtet White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

Fancy greenings and other green var., per bbl.	$ 3 50
" baldwins and red varieties, per bbl	3 50
" northern spies per bbl.	4 50
" Jonathan (American) apples, per box	2 00
Oranges and Lemons.	
California Oranges (navels), 200 & 250s, per case	6 00
" lemons 300-360 s, per case	8 00
Cranberries (Cape Cod), per bbl.	14 00
Bananas, per bun	3 00
Malaga grapes, per keg	6 50
Tokay grapes, per case	3 00
Ontario grapes, red Rogers, per basket	0 40
" " Niagaras, per basket	0 30
Vegetables.	
Manitoba celery, per doz	0 40
Native onions, per lb.	0 02½
Valencia onion (large cases), per case	4 00
Sweet potatoes, per bbl.	6 00

J. V. DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^a ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

Keep Posted on Sugar

Having bieen identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

YES, SIR! They are as pure as the term purity can be applied.

PURE APPLE CIDER

No Acids. No Substitutes. No Colorings.

Barrels, Half Barrels and Kegs

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.

LOBSTER PACKERS
HALIFAX, N.S.

Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish

CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ¼-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

I Wonder

if you Grocers ever realize what it would mean to you if there was no

"E.D.S." BRAND
JAMS AND JELLIES

Do you think your trade would be as solid ?

Do you think your customers would look as well ?

Do you think you would be as well satisfied with yourself ?

Consider my questions

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg
W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, *Winona, Ont.*

TECHNICAL LECTURES FOR CLERKS.

The Toronto Grocery Clerks' Association met in their rooms in the Temple Building last week and spent an enjoyable social evening.

The entertainment committee decided to attempt a course of technical lectures on trade subjects, beginning with the January meeting. There are between three and four hundred grocery clerks in the city and all will be welcome to these lectures whether members of the association or not.

H. C. Schofield of Jones & Schofield, wholesale grocers, St. John, N.B., was in Montreal last week.

J. N. Christie, traveler for William Galbraith & Son, Montreal, and one of the most widely known fraternity of the grip in Canada, has been somewhat under the weather for a time and has gone with Mrs. Christie to New York, whence he will go to the West Indies for a rest.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED

PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - - "ACADIA"
"ATLANTIC"-"BLUE NOSE"

BRANDS OF

Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

Chebucto Boneless Codfish

Packed in 20 lb. and 40 lb. boxes in 1 and 2 lb. bricks

Skinless

Cod, in 100 lb. and 50 lb. boxes

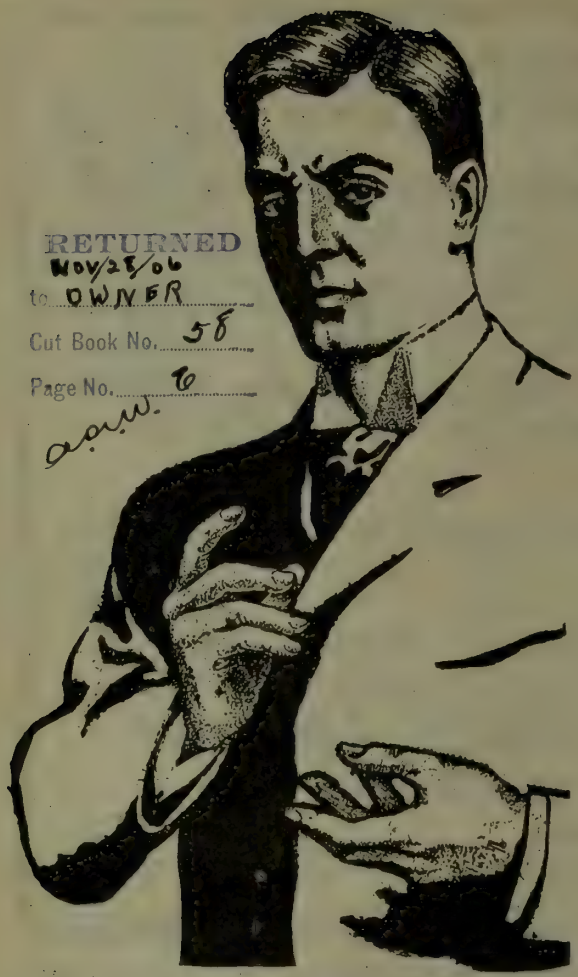
Pollock, in 100 lb. and 50 lb. boxes

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.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a.a.w.

Second To None!

We understand perfectly well the conditions that command trade, and are making it distinctly worth your while to send your **Fish and Oyster Orders** direct to us. We keep a man "on the bridge" all the time looking for special lots at right prices, and whatever we save in the buying goes to you in the selling.

You run no risk at all in telephoning or telegraphing your requirements. We guarantee absolute satisfaction with all orders entrusted to us, and discount everything in sight when it comes to values.

The F. T. JAMES CO. LTD.

76 Colborne St., Toronto

Catchers and Wholesale Distributors of Fish and Oysters

6 Reasons for Buying and Selling
King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

FISH ! OYSTERS !

The largest and most complete assortment of all kinds.

Fresh, Frozen, Smoked, Pickled, Dried, Boneless and Prepared Fish

Write for Prices. Quality Guaranteed.

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, - MONTREAL

PATIENCE

The little boy said, "when I catch this fish and two more I shall have three." If his bait, patience, and fishing were good he probably got 'em.

We believe it is only a question of time and truthful advertising until the Canadian Householders "get the habit" of asking **"GENTLY BUT FIRMLY"** for SKIPPER SARDINES.

SKIPPER SARDINES have **not** that pronouncedly smokey flavor found in other brands of Norwegian Sardines. **SKIPPER is in a class by itself.** These Sardines are the British Housekeeper's Favorite Brand, and will suit your customers to a "T."

WE WILL MAIL A TIN TO ANY DEALER IN THE DOMINION, SO THAT THE "SKIPPER" CLAIM MAY BE INVESTIGATED.

Sole Canadian Agents

The WEE MacGREEGOR CO.

TORONTO

89 Bank St., OTTAWA

169 King St. E., HAMILTON

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of **Fresh Frozen Smoked Salt Fish Etc.**

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. **HALIFAX, Nova Scotia**

Attach Importance To What Is Important

Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

Mail a Postcard calling for particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

EXCELLENCE

is an excellent thing in tobacco
It's in

T. & B.

The excellence comes the grocer's way in the form of profits, comes the smoker's way in the form of "pipe value."

Get that T. & B.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

POTATO CROP IN NOVA SCOTIA

Less Than 3-4 of an Average—Large Shipments to Cuban Ports—Old Varieties Run Out—Getting New Ones From Scotland.

(Special Correspondence of The Canadian Grocer.)

The introduction of new varieties of potatoes into Nova Scotia by the farmers of the Annapolis and the Cornwallis valleys is looked forward to with much interest in this province. The present varieties are about run out, and as the farmers now find a good demand not on the local, but on the foreign markets, they have to introduce new stock. Several varieties of Scotch potatoes have been imported, and they come highly recommended as good yielders, and of very fine flavor. The crop this year is much shorter than the average, and this is accounted for by the varieties running out. There is a good demand for all the potatoes available, particularly from Havana and other Cuban ports, where large shipments are now being made almost every week. New Brunswick potatoes are always in good demand here, and find ready sale at top prices. They are very dry potatoes, and of good flavor, but the shipments to the Halifax market are very limited, as the cost of transportation keeps the price high. The Prince Edward potatoes are the best sellers here, the variety being Calicoes, Dakotas, and Whites. They are brought here in bulk, and sell low from vessels at the wharves. While these potatoes keep longer, they have not the flavor of the New Brunswick or Nova Scotia varieties.

Advices from Prince Edward state that produce promises to be high there this season, owing to the shortage in the crops. A number of vessels are receiving cargoes for the provincial markets, principally Halifax and Sydney. The price there has advanced to 35c. for potatoes, and 40c. for oats, an inducement to the farmer to market his product more freely. There is a good demand for produce, buyers being out on the road importuning the farmers for their loads. The crop in many sections is not half of that of last season. Some of the farmers have not enough for their own use. Potatoes are quoted here at 60c. per bushel, but a drop in the price is looked for as soon as the vessels come in with their cargoes. There is an abundant crop of turnips in the Cornwallis valley this year. In fact they are so plentiful that the farmers are feeding them to their stock.

The following statements, taken from the crop report which will shortly be published, give the average estimate from 130 correspondents throughout the various parts of Nova Scotia in regard to the crop yield of the past season. To average these figures will scarcely give a fair estimate of the conditions prevailing in any one community, more particularly as there is this year a wide variation in the crop returns. Some farmers, living on dry, hilly farms, especially in the centre of the province, claiming that crops were never worse, and others, especially in the Cape Breton Counties, claiming that the season has been an unusually good one. The returns, made upon the basis of 100 for an average crop, are as follows: Hay, 96 per cent.; Oats, 80 per cent.; Wheat, 83 per cent.; Barley, 81 per cent.; Rye, where grown, 95 per cent.; Buckwheat, 83 per cent.; Beans and Peas, where grown, 91 per cent.; Indian Corn, grown mostly for fodder, 94 per cent.; Potatoes, 71 per cent.; Mangles and Turnips, 85 per cent. For apples, the average report is about 70 per cent., although it might be stated that with this crop, as well as with the general farm crops, the difference in the yield in different communities is very great. In Gravensteins, for example, the estimate runs all the way from 20 per cent. to 95 per cent., with an average of 67 per cent., and for Bishop Pippins, 60 per cent.; for Blenheim Pippins, 70 per cent.; for Ribston Pippins, 77 per cent.; for Ben Davis, 70 per cent.; for Nonpareils, 76 per cent. For plums and pears the estimate is a 62 per cent. crop, and for the small fruit the average reports indicate an 85 per cent. crop.

W. J. Elliott, Coldwater, who was burned out last summer, has purchased a store in a block recently built by H. Borland, next door to the Bank of Toronto, and has moved in. The building is brick and has a plate glass front. Mr. Elliott has added boots and shoes to his grocery stock.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

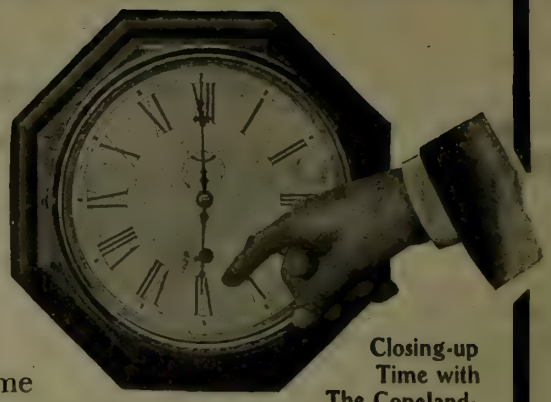
Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

The Office Clock Story



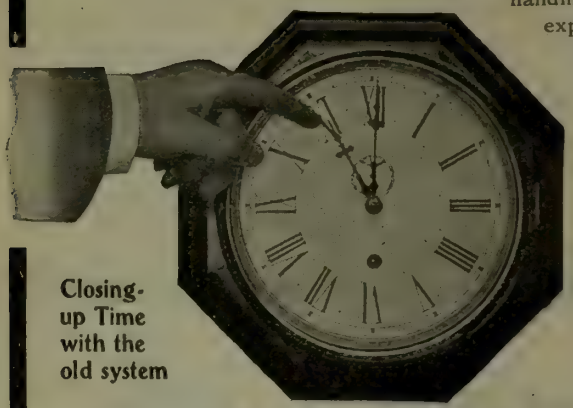
Closing-up Time with The Copeland-Chatterson System

IT'S the office clock that can tell the story—knows just how many tiresome hours are spent at night over the books in a vain endeavor to get them up to date; or can tell of a cheerful staff leaving on the hour with all work completed.

What story will your office clock tell?

A Copeland-Chatterson System will adjust the hands of the office clock; will make closing up time right, and will enable you to say just how your business is progressing or to find quickly the record you require and despatch promptly your customers' accounts.

It doesn't matter whether it's wholesale, manufacturing, retail, financial or a professional business, we have systems for any one of them that will simplify and make methodical the accounting—facilitating the general work of handling business details. Write us to-day—one of our experts is somewhere near you, and he knows the systematizing business down to the ground.



Closing-up Time with the old system

The Copeland-Chatterson Co. Ltd.

Devisers and Manufacturers of Systems for Business

General Office: Toronto — Works: Brampton, Ont.

Montreal	Liverpool, London and Globe Bldg.
Winnipeg - -	141 Bannantyne Ave. East
Ottawa - -	- - 14 Citizen Building
London, Eng. -	- - 43 Cannon St. E.C.
European Factory	- Stroud, Glou., England

NEW FISHING ENTERPRISE.

Magdalen Fisheries Limited, is the name of a new fishing enterprise which has been established. The new company will be one of the largest of its kind, and will have for its business the development of the fisheries of the Magdalen Islands. The company has been formed by capitalists in Montreal, Quebec and the Lower Provinces, and C. E. Archibald of Montreal, is the president and managing director. Modern plants are being erected on the Islands, and on the mainland, on which over $100,000 will be spent. The company will be in a position to carry on business with the opening of the spring season. One of the chief ends in view is the supplying of bait to the fishermen on the banks, both Canadian and American. Each year these fishermen congregate at the Magdalen Islands. A packing business will also be transacted, canned lobsters being shipped to all parts of Canada, and also to the States. The fresh mackerel business will be given attention as will also the cod, herring and smelt fishing. A large chemical freezer will be erected on the mainland, while there will be others on the Islands. It is expected that business may be done with centres as far west as Chicago. When their plant is quite completed considerable attention will be given to smoked fish, this line being considered a good one to develop.

Cream of tartar is advancing, and indications point to still higher prices.

VISITED GROCERS' EXHIBITION.

W. Crooks, Coplestone, has returned from an eight weeks' visit to the Old Country. He reports a thoroughly enjoyable trip, this being his first visit home in 20 years. His old friends were still on hand, and the family circle yet unbroken. Mr. Crooks visited the largest grocery stores in London, and attended the Grocers' Exhibition. The most striking differences which he noted between English stores and our own were the elaborate decorations entered into in the former, and the amount of light deemed necessary for them. He considers the English grocer quite abreast of the times. Mr. Crooks' return voyage was made on the Empress of Britain, and he was charmed with the provision made for the comfort of the passengers.

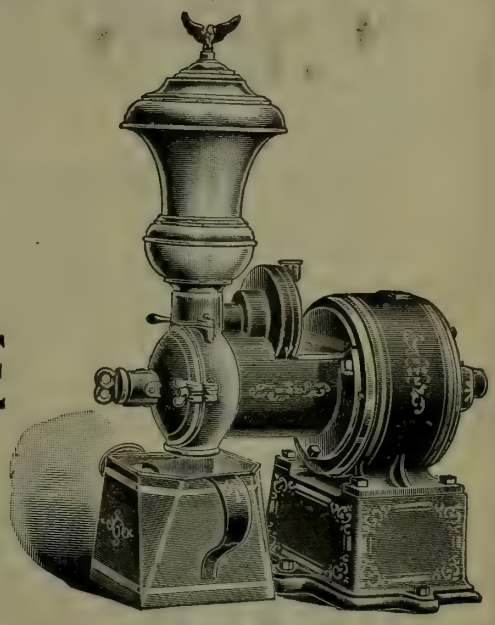
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

Our Matches

are
your
best

Money Makers

The quality and style are unequalled and our prices show you a larger profit than

any other brand of

Matches

Don't you want to make more money?

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

SYSTEM IN YOUR BUSINESS

bears as important a place as a driving wheel to a locomotive. It is the power whereby you can tell whether you are turning over your goods at a profit or a loss—**and goes further**—and tells you how much that profit or loss is. We trust it is a profit.

FOR INFORMATION WRITE

UNIVERSAL SYSTEMS, Limited

8-10 Adelaide Street West **TORONTO** — **CANADA** — *14 Bank of Ottawa Building* **MONTREAL**

A Bowser Would Have Saved Four Lives

EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Mein-

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our catalog B fully explains our gasolene outfits. Send for it to-day.

S. F. Bowser & Co., Inc.,
66-68 Frazer Ave.,
TORONTO, - ONT.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

It Creates
Store Smiles

Counter Check Book

(Special Duplicating)

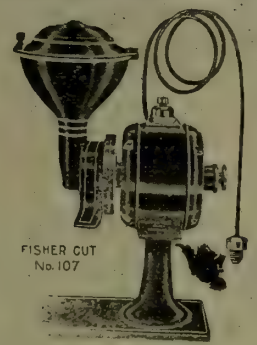
One color of paper for original, another for duplicate

The Carter-Crume Company, Limited

Canada's Leading Counter Check Book Makers,

TORONTO and MONTREAL

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

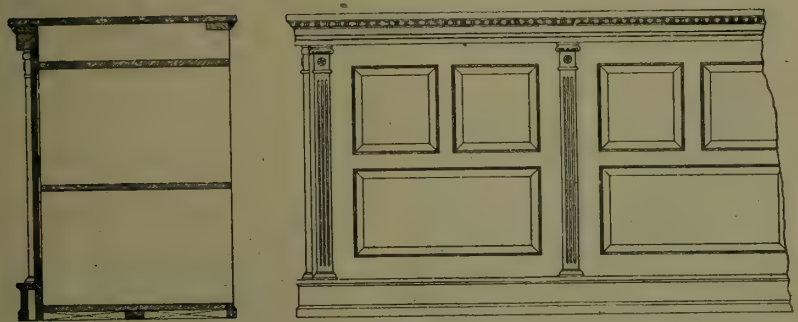
Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A SOLID OAK COUNTER



ATTRACTIVE—SUBSTANTIAL—SERVICEABLE

If desired the rear of this counter may be

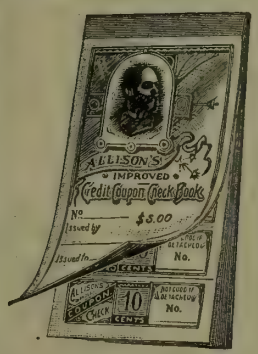
Equipped with "WALKER BINS"

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representatives:

MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask



If you have Money to Burn

Why! Go burn it. There is 10 times more satisfacttion in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "passbook" customers has not had accounts disputed aud partially repudiated? The best way to avoid all complications and misunderstanding is as follows.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

JUST TO HELP YOU

to recognize some of the many good things we have introduced to the Canadian grocery trade during the past season. Look at these :

All good things in the truest sense—unimpeachable quality—the acme of value, returning an honest invariable profit; but beware of the "just as good," beware the jobber who would substitute it and write to any of our agents who will give you the names of importers willing to serve your interests by supplying any of our lines.

MACONOCHIE BROS., Limited, London, England

MacLaren Imperial Cheese Co., Ltd., Head Office Toronto

AGENTS FOR ONTARIO, QUEBEC, N.W.T. AND UNITED STATES.

SEETON & MITCHELL, HALIFAX,	-	*Agents for Nova Scotia*
J. HUNTER WHITE, ST. JOHN,	-	*" New Brunswick*
MARTIN & ROBERTSON, VANCOUVER,	-	*" British Columbia*

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 22, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17	
In 10-box lots or case	0 16	
Reckitt's Square Blue, 12-lb. box	0 17	
Reckitt's Square Blue, 5 box lots	0 16	
Gillett's Mammoth, ¼ gross box	2 00	
Nixey's "Cervus," in squares, per lb.	0 16	
" " in bags, per gross	1 25	
" in pepper boxes, according to size	0 02	0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ¼-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg. ... 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household" 24/25's .. 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. ... 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. ... 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, "	4 50
" 1-lbs. "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. ... 0 35
Smaller quantities ... 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins,	4½ doz. to case	per doz.,	$ 90
1 "	¼ "	"	2.40
½ "	2 "	"	4.75
¼ "	1 "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 30
Prepared cocoa, ½s to ¼s	0 28
Mott's breakfast cocoa, ½s	0 38
" " " ¼s	0 35
" No. 1 chocolate, ½s	0 30
" Navy " ½s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s and 6's	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼ and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs. 5 lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ¼-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powder

5-lb tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	....	1 50
10c. tablets or croquetts (20)	....	1 50
20c. " " (20)	....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Interesting But Not New

We mean the oft repeated tale of increased sales of RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins. This season history repeats itself and shows our sales of both styles of our goods very largely in advance of our sales for corresponding period last year. This interests you almost as much as it interests us because it proves for you our claims to superiority. Push RISING SUN and SUN PASTE: It pays to do it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

YOU CAN BRACKET THESE TWO

BORDEN'S BRANDS

AS THE VERY FINEST GOODS ON SALE—

Ready Sellers and Money-Makers.

ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

"Eagle" brand

Condensed Milk

"Peerless" brand

(UNSWEETENED)

Evaporated Cream

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09¾
Tubs, 60 lbs	0 09¾
Cases, 3-lb. tins	0 10⅜
" 5-lb. "	0 10⅜
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., lb. tins, per doz.	$ 1 40
" ½-lb. tins "	2 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$ 0 35
¼-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-l's. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15

Crystal Soap Chips, per lb. 4½c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Business Chances ——

offered to Grocers who wish to increase their Coffee trade.

WOOD'S COFFEES

lead as the popular seller in every store where introduced. Chances are always open, and are offered to every one who reads this.

WOOD'S COFFEES cannot be beaten for staying qualities and price.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

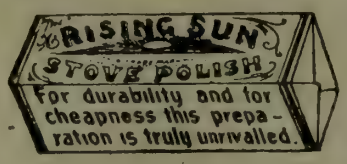
OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

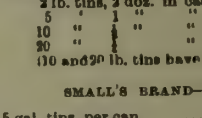
"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	1 [illegible]
5 " 1 " "	2 4[illegible]
10 " ½ " "	2 3[illegible]
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

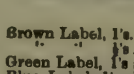
5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70



Teas.

SALADA CEYLON.

	Wholesale.	Retail
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'S PKGS.

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.

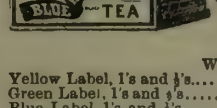
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 [illegible]
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

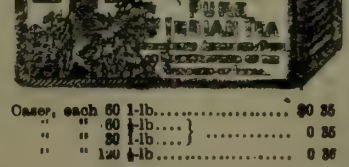
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60	1-lb.	$0 35
" " 60	½-lb.	
" " 30	1-lb.	0 35
" " 120	¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 25
No. 2 "	0 [illegible]
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0[illegible]
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 [illegible]
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal	Per gal
EMD, pure distilled, highest quality	$0 [illegible]
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 [illegible]
Gillett's cream yeast, 3 doz in case	1 10

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Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S

COOK'S FRIEND BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Christmas China

All Kinds of it

As much or as little as you want.

Can't you arrange to make time to call in and see the lines before the Christmas rush strikes you.

GOWANS, KENT & CO.,

16 Front Street East, LIMITED

TORONTO

The Dried Fruit Market To-day

is such that a great many people this year will not make Mince Meat at home.

This is Your Opportunity

to sell more Mince Meat than ever.

We are Making a Special Grade

of "Ready-to-use" packed in 7-lb., 12½-lb. and 28-lb. pails.

This is a line to sell on quality, not price, giving you a better profit. We particularly recommend it for your good trade.

Write Us To-day

J. H. WETHEY,

LIMITED

ST. CATHARINES, - - CANADA

CROSSE & BLACKWELL, Ltd.

London, England

Some of our new lines are :

C. & B. Chicken Breasts (in Jelly). Vacuum Glass Jars.
C. & B. French Sardines. In Oval Glass.
C. & B. Chicken and Tongue. In Vacuum Glass.
C. & B. Veal and Ham. In Vacuum Glass.
C. & B. Prawns in Aspic. In Vacuum Glass.
Potted Meats (all Styles). In Vacuum Glass.

The finest retail grocery offerings for Xmas trade.

Agents : C. E. COLSON & SON, Montreal

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 30, 1906. NO. 48.

You can't think of BLUE without thinking of

Keen's Oxford Blue

Why think of any other when in thinking of Keen's Oxford you have thought of the Best Blue on earth?

A good thought should be followed by wise action—order

KEEN'S OXFORD BLUE

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

"Crown" brand TABLE SYRUP

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

The handling of "Crown" brand Corn Syrup will prove to you that you have made a selection of a Table Syrup unequalled for RICHNESS, FLAVOR, BODY and COLOR—It is the finest scientific production of best selected corn—In handling Table Syrups you want only the best—"Crown" brand.

For Sale by all Jobbers

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

You'll wonder why
you hadn't bought

Our Matches

before,
once you have ordered and sold a sample lot.

It will pay you to write for our catalogue and price list.

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Y. & S.
SCUDDER
M. & R.
} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for
SPRING TRADE
with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

Taylor's Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded

You never have a dissatisfied customer who uses

——COX'S——

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
20½ Front Street East, Toronto

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W.I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop,
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies. Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
48½ Front St. East, Toronto
Highest References Correspondence Solicited
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

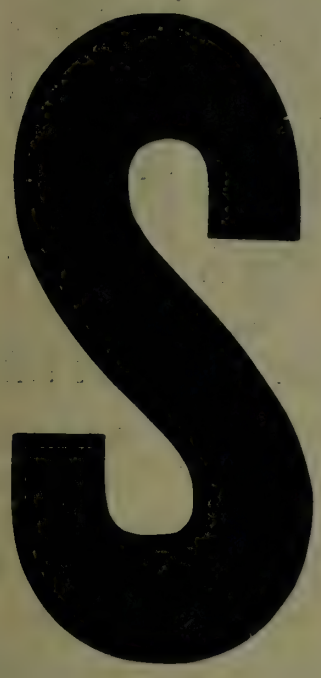
H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(*Continued on page 4.*)



uccess in pleasing **our customers** has
ecured to us a large and increasing Tea trade
ound, genuine Teas, at right prices, in lead packets
ave the Grocer valuable time, and bring to him
atisfactory results
upply **your customers** with Blue Ribbon Tea
elected from only the finest gardens of India and Ceylon, and
urprise them with its delicacy of flavor and aroma
ufficient to please the most exacting critics
amples sent to all interested grocers on application to

The Blue Ribbon Tea Co., Limited
12 Front Street East, Toronto

WE ARE HEADQUARTERS FOR

FIGS
DATES
NUTS
PEELS
PRUNES
RAISINS

Our stocks are complete and with our close quotations our values are the best offered in the trade.

In the rush of Xmas trade do not overlook your

TEA STOCK

Your customers will want

TEAS FOR XMAS.

Look up your stock and send us your orders. We can supply you with anything you need.

Samples and quotations for the asking.

The EBY, BLAIN CO., Limited

WHOLESALE GROCERS
TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

TRADE MARK

This design a guarantee of quality.

THIN CASE LINING PAPER

ALL SIZES FOR SHOE CASES CHEAP AND EFFICIENT

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING. Gen. Man. Western Canada, Toronto.

Correspondents Wanted

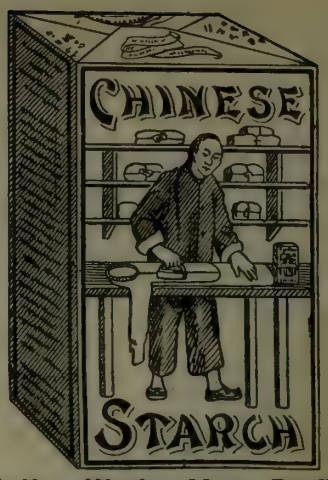
The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

154 Pearl St., Toronto

30 Hospital St. Montreal

TOMATO CATSUP **JAMS IN GLASS**

Be sure and stock your requirements before cold weather, as we cannot guarantee against freezing in transit.

Remember the *best brands: AYLMER, SIMCOE, MONARCH, TIGER, etc.,* Every package guaranteed quality.

CANADIAN CANNERS LIMITED

RETURNED
to
Cut Book No. 68
Page 23

The Standard Dollar Pickle

No better value can be produced for the money.

A Sixteen Ounce bottle filled with fresh clean crisp vegetables, pickled in our malted vinegar.

They have the taste, appearance and quality of the high priced grades.

Mixed Pickles, Chow Chow and White Onions in Single Cases of 2 doz. or in Assorted Cases, Tissue Wrapped.

$1.00 per doz., f.o.b., Montreal

The OZO CO., Limited

MONTREAL

"Long Terms" Versus "Best Values"

We have often observed that in buying Teas, many dealers pay more attention to a four months' postponement of pay-day on large lots, than close values and short datings on small ones.

The far-sighted merchant buys "SALADA" Ceylon Teas on 30 days, and is enabled to turn over four or five purchases on these terms, while he would be disposing of one of the "long-winded transactions."

He makes more money, and holds his customers' trade, because fresh Tea is good Tea. It's "Wisdom" versus "Folly," that's all.

Japan Teas are losing favor.

"SALADA" Ceylon Greens are gaining . . . Can we tell you the reason why? "A postal enquiry will bring enlightenment."

"SALADA," Toronto—Montreal

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. ¶ A reputation of over 50 years now stand back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ **Merchants should recommend food-products that are produced in clean factories.**

LYTLE'S MINCE MEAT

The grocer who has once handled this well-known brand of Mince Meat will need no other. The satisfaction with customers is complete.

Ask your jobber or write direct to

The T. A. LYTLE CO. Limited

TORONTO, CANADA

E. NICHOLSON. D. H. BAIN

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, November 30, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres	yield 87,203,000	bushels
Oats	1,838,000	"	" 75,725,600	"
Barley	546,000	"	" 16,980 600	"
Flax	55,660	"	" 690, 184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

Do Your Customers a Good Turn, Direct Their Attention To "Riverdale" Brand

They will then get delicious eating. When customers are satisfied with their Canned Corn, Tomatoes and Peas, they become sure patrons for the grocer who sells them the satisfying Corn, Tomatoes and Peas.

Isn't that a royal reason why you should stake your faith on

"RIVERDALE" BRAND CANNED GOODS

The Lakeside Canning Company, Limited

Wellington, - Ontario

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

IN STOCK

New Grenoble Walnuts

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

And

She Trusted You!

Loss of confidence begets loss of trade—it's a good thing to keep on the safe side of the "Woman of the house." When you told that woman last week that a particular kind of Salt (not Windsor Salt) wouldn't cake and was pure, she believed you, but she didn't know you made a little extra profit on the Salt. She trusted you and later found out her mistake.

Next Time Give Her

Windsor Table Salt

—the Salt that set the standard of quality for other salts so many years ago. "Windsor"—the pure, white Salt. Give her Windsor Salt and you can be absolutely sure that whatever you may say about it will be **so absolutely**. That woman will keep on trading at your store.

The Canadian Salt Co., Limited

Windsor, Ont.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Governments.

WHITE, COTTELL'S VINEGAR

is the vinegar good housekeepers are looking for, therefore the vinegar for you to handle.

For Pickling or Table, it leads!

Have you Tried It?

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

NEW NUTS

Walnuts and Almonds — **Bags 110 lbs.**

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

The delicious fragrance and aroma of

JAPAN TEA

combined with its healthful and invigorating properties make it the SAFEST and MOST SATISFACTORY Tea to recommend to your customers

It is
Pure,
Clean,
Healthy and
Nourishing

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Scotch Shortbread

The season for this article is now at hand, and grocers desirous of giving their customers something to recall "the days of Auld Lang Syne" should place a sample order.

PRICE $3 per dozen large cakes, each cake packed in individual cartons, suitable for presents.

Wee MacGreegor Scotchbread

is the masterpiece of the baker's art, and only requires to be introduced to be appreciated. Orders executed in rotation.

Write us for particulars of local agency terms

Sole Canadian Agents **The WEE MacGREEGOR CO.**
TORONTO
33 St. Nicholas St., MONTREAL; 89 Banks St., OTTAWA; 169 King St. E., HAMILTON

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme
Montreal - Toronto

HIGH LOW **QUALITY PRICE**

The unanimous verdict of users of

Paterson's Sauce

Rose & Laflamme
Agents *MONTREAL*

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England

Trial Orders Solicited

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

PEOPLE WHO KNOW, like the rich smoothness of flavor so characteristic of Greig's **White Swan Jelly Powders.** It is the exquisite delicacy of flavor **(Greig's Flavor)** combined with the finest powdered sugar and extra refined calfsfoot gelatine that makes the White Swan Jellies so **palatable** and refreshing—wholesome too. All of the fifteen flavors are equally good.

THAT'S WHY IT PAYS TO PUSH YOUR SALES

We **create** the trade for you. Ask about our special advertising plan. It's free.

THE ROBERT GREIG COMPANY, LIMITED

WHITE SWAN MILLS TORONTO

GREIG'S **White Swan** BRAND

EWING'S HERBS

If it is anything in herbs you want, we have it.

Sage, Savory, Parsley, Thyme, and everything else in this line. Put up on our own premises, in ¼ lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - - MONTREAL

Settled in Camp.

Possess yourself of a stock of

'CAMP' COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents: **ROSE & LAFLAMME MONTREAL.**

Royal Crown Witch Hazel Toilet Soap

Is Well Advertised

Throughout Canada the interest of the public is being aroused and maintained in this combined Skin-Tonic and Soap.

—Advertising of which the prudent dealer takes advantage.

If your supply is not up to the mark, why not order?

The ROYAL CROWN Limited.
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

20

Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

WILLIAM GALBRAITH & SON, 68 McGill Street, Montreal

If you want good, clean, attractive stock, free from ***Must*** and ***Dust,*** send us your mail orders.

Our Motto: "No Substitutes"

We believe in giving our customers what they buy, and we have no faith in the ***"just as good"*** theory.

WILLIAM GALBRAITH & SON

Tartan BRAND

SIGN OF PURITY

HEADQUARTERS

for all Mediterranean Fruits

Valencia Raisins, Malaga Raisins of all kinds, Sultanas, Table Figs, Cooking Figs

Also report new Dates, new Santa Clara Prunes, new Valencia Shelled Almonds, new Jordan Shelled Almonds

All of the above of finest quality, bought at lowest prices. It will pay you to see our travellers. Write or wire before placing your order.

Our Telephone is Free to Buyers, 596

BALFOUR, SMYE & CO., *Wholesale Grocers, HAMILTON*

BE THE FIRST IN YOUR TOWN

to sell Suchard's Cocoa, for it will certainly pay you.

Suchard's is undoubtedly the finest cocoa made. In purity, in fineness, and in its exquisite flavor it is unequalled by any other brand. This is proved by the fact that it has the largest sale of any high-grade brand—over 25 tons of

SUCHARD'S COCOA

and Chocolate being consumed daily.

Your customers will not be slow to recognize its superiority, and will be inclined to judge your whole stock by the excellence of your cocoa.

In addition, you will make a larger profit per pound on Suchard's than on cheaper brands. It will certainly pay you to stock it.

Write for sample and quotations.

Canadian Depot:

Frank L. Benedict & Co., Montreal

Mitchell & Saunderson, Winnipeg, Man.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

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A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

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TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
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Wholesale Grocers *Importers of Fine Fruits*

XMAS ORDERS

Send in early. Phone or wire, our expense. We will rush shipment.

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Wholesale Grocers,
HAMILTON, - ONT.

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The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

"Let Us Act Wisely"

LET US SEE TO THE GETTING OF

"Welcome Soap"
The cake soap that out-washes all others similarly priced.

"Royal City"
A bar that never compromises with dirt.

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A "catch-the-eye" bar suitsd for grocery trade.

"Crystal Soap Chips"
In bulk. Just the thing for large washings.

"Let us act wisely"—wise grocers speak thus.

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IN STORE

NEW GRENOBLE WALNUTS

JAMES TURNER & CO. LIMITED
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MINCE MEAT
FOR
XMAS TRADE

SAVOY Brand, in 12-oz. cartons. Condensed Mince Meat made of the choicest materials. A ten cent favorite. Packed in cases of three dozen.

IMPERIAL Brand, **WET** Mince Meat packed in fancy wood pails, 10-lb., 25-lb. and 50-lb. each. Pure, Rich and Wholesome.

"The Brand That's in Demand"

"MADE IN CANADA"

Canadian Factory, 77 Front St. E., Toronto

ARMOUR LTD.

Nuts! Nuts! Nuts!

Our stocks are now complete in all lines. Your commands will receive prompt attention.

Large shipment of ***Grenoble Walnuts*** just to hand. Also special lot of ***Tarragona Almonds.*** Filberts always in stock.

These are the goods for the Christmas trade.

Quality First Class **Prices the Very Best**

Write for Quotations

C A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

Diamond Brand Maple Syrup

The Syrup which has been carefully compared with all other brands by competent and shrewd buyers, and pronounced ***The Best.***

Twin Block Pure Maple Sugar

The ¾-lb. size which retails at 10c. each. The Sugar which has stood the test of Government inspection, and the kind of which your neighbor sells so much.

Maple Cream Hearts

Those delicious Maple goods which sell at sight, and which please the most exacting and fastidious customer.

The Big Four

The best and most attractive 10c. package. Following are the kinds: Maple Chocolate Creams, Maple Toffee, Maple Caramels, Floridines.

Nut'y Creams and Fruit'y Creams

Two novelties in pail goods. These are great sellers. You can retail them at 20c. pound; they sell for double this price in any confectionery store.

We haven't a sticker in our Catalogue; all our goods are up-to-date, fast selling money-makers for you.

JOBBERS EVERYWHERE

SUGARS, Limited, MONTREAL

BRANCHES EVERYWHERE

The Making of a System

To be able to design a system that will simplify and expedite the handling of business details is one important item, and to have facilities that will manufacture these designed systems with celerity and accuracy, is another no less important.

We have entirely covered both requirements. Our factory, the largest of its kind in the British Empire, is an ideal one—plenty of air, room and light. It is equipped with the most modern, labor-saving machinery, driven by individual motors, every part of the plant being in the hands of skilled artisans, making possible the quick and unerring handling of any work.

One battery of Ruling Machines in our Canadian factory.

One battery of presses in our Canadian factory.

The staff of experts who design our Systems for Business, have been educated in the great school of Practical Experience, and their work for our ten thousand customers is a guarantee that *your* work will be properly executed if entrusted to us.

It doesn't matter whether it is wholesale, manufacturing, retail, financial, or a professional business, we have systems for any one of them that will simplify and make methodical the accounting, facilitating the general work of handling business details. Write us to-day. One of our experts is somewhere near you, and he knows the systematizing business down to the ground.

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European Factory: - STROUD, GLOU., ENG.

Works: BRAMPTON

ATTACK ON CANADIAN CHEESE REFUTED

Under the heading "Canadian Cheese under Suspicion," the Daily Consular Report, published by the Department of Trade and Commerce, at Washington, recently printed the following:

"Canadian cheese makers have during the last ten years gained a strong position in this market, but the reputation of their product here seems to have been adversely affected by reports which recently came to this side in regard to the general management of milk in Canada. In the Edinburgh Scotsman of Sept. 7, the agricultural editor says:

"'At the recent medical congress in Toronto, an exceedingly interesting and suggestive paper on the control of milk supplies was read by Professor Harcourt, of the Guelph Agricultural College, Ontario. He had great fault to find with the manner in which milk was kept and handled in Canada, and he added the remarkable statement that if a commission were appointed in that country to investigate the conditions under which milk was handled and delivered to the consumer, the report of the commission would be worse than the recent revelations relating to the meat-packing establishments in Chicago. If the general handling of milk in Canada is so unsatisfactory as this statement would indicate, it will hardly be contended that Canadian cheese is entirely beyond suspicion. Here, indeed, there is additional evidence of the need for increased vigilance on the part of our own authorities in testing and checking the purity and quality of imported dairy and other produce.'"

The Canadian Grocer wrote to Prof. Harcourt, inclosing the paragraph from the "Reports," and asked for a statement. Prof. Harcourt's reply follows:

"In reply to your request for some comment on the clipping from the U.S. Consular Report enclosed in your letter of recent date, I may say that the paper referred to was given before the State Medicine Section of the British Medical Association, which met in Toronto last August. The subject, which was taken up at the request of the secretary of the section, was "The Protection and Control of the Milk Supply." As the section was composed almost entirely of medical health officers, the question under discussion was naturally the milk supply of our towns and cities, and no reference was made to the quality of milk delivered at our cheese and butter factories. The object of the paper was to show the value of milk as food, to point out some of the common sources of contamination, and thus draw attention to the need of closer inspection.

"It is well known that, except in some few places, there is no system of inspection of the milk delivered in our villages, towns and cities that is worthy of the name. The larger dairy companies do exercise a close inspection of the source of their supply, and in some few cases milk producers are seeking to give their customers milk of the quality known as "certified," but this forms a comparatively small percentage of the whole of the milk consumed in the province.

"In the paper in question, I made the following statements regarding milk:

"'If the true value of milk as a food was more fully appreciated, it would be used much more freely. Chemical analyses and experience prove that among all our food materials there are none more wholesome than good pure milk. It is cheap, palatable, easily digested, and highly nutritious. Its value as an article of diet for children and invalids is fully recognized; but for adults in good health, it is too frequently regarded as a luxury to be used as a condiment with tea, coffee and fruit, and as an adjunct in cooking. Milk is, however, not only a condiment and beverage, but it is a food, and a valuable one.

"On the other hand, the very qualities which make milk such a desirable food, also render it undesirable from another standpoint. It is a particularly fine media for the growth of bacteria; and, as a result of the manner of its production and the way it is commonly handled, it is subject to contamination with bad flavors, dirt, and all the myriads of germs usually associated with the dust that accumulates in the stable.

"'The taste and purity of milk is influenced in many ways. Bad flavors may be given to it from the food eaten by the cow, by the foul air the animal is compelled to breath, by the products of certain germs, or by the direct absorption of bad odors. Milk is practically never free from bacteria, and, even with the utmost care it is impossible to altogether prevent further contamination. Under the usual conditions, hairs and scales from the body, dust from the udder, sides of the cow, and from the air in the stable, and even dried particles of animal manure all loaded with germ life find their way into the milk during the milking operations. When it is allowed to stand exposed in the stable until the milking is completed, as is frequently the case, more organisms are added. Further, when being delivered, it is again liable to be contaminated from the dust of the roads. In some cases partially cleaned bottles taken from one house are filled at the wagon and delivered at the next. In these and many other ways, milk may be contaminated with bacteria of various kinds and dirt of all descriptions. In fact, it is quite probable that if a commission was appointed to investigate the condition of the milk supply, a worse state of affairs would be found existing than reported of the United States meat packing houses.'

"It must not be forgotten that nearly all milk is consumed in the raw state, consequently, all the bacteria, whether of disease or otherwise, are taken into the system in an active condition and for this reason milk is more dangerous than cooked foods.

"After calling attention to the value of pasteurization and the danger of the use of preservatives, I stated:

"'In justice to the producers, it may be stated that they are not altogether to blame for the present state of affairs. The consumers have not, as a class, made themselves familiar with the nature of milk in order that they may intelligently judge of its quality and understand the care it requires after it is delivered. They have not shown a disposition to encourage the sale of the pure article to the extent of being willing to pay more for it. A really good milk cannot be produced as cheaply as the ordinary kind, and when the price of milk is raised, the consumer, not appreciating the added value, objects to paying the advanced price. This naturally discourages further efforts towards improvement. However, when consumers awaken to the true nature of the ordinary trade milk and realize the risk they are running in using it, and demand milk of known quality and purity and are willing to pay for it, such milk will be supplied.'

"'In conclusion, it may be stated that on every hand there is evidence of the need of closer inspection. Milk is an opaque substance which naturally hides impurities and adulterations and is particularly liable to serious contamination. There are, and doubtless always will be, certain men in the milk trade who, from the slovenly methods they employ, are a disgrace to the business and a menace to the health of the community. A system of inspection should be instituted and a standard of quality and purity for market milk should be devised, that will force these men out of business, encourage the careful producer and improve the quality of the milk offered for sale."

"In view of the fact that milk is so largely used by infants and invalids and that medical men state that the high rate of mortality among infants is due to impure milk, it is surely evident that everything possible ought to be done to insure milk being pure and to prevent this waste of life. Those interested in cheese factory work are at present asking the Government to arrange for a systematic inspection of the source of supply and of the handling of the milk for cheese factories. Why should there not be some more perfect and searching inspection of the ordinary market milk?"

Prof. Harcourt makes it plain that the Scotsman has been misinformed, but

he does not tell what is being done to safeguard the quality of the milk consumed in the manufacture of cheese and butter, nor does he tell the methods in operation for the improvement of the dairy industry.

The Ontario Government is spending over $65,000 a year for the improvement of dairying in this Province. This is divided as follows: Grants to dairymen's Asosciation, $4.000; dairy instruction and inspection, $35,200; three dairy schools, $24,000; contingencies, $2,000.

There are two Dairymen's Associations, the Eastern and Western, and hold each year a number of meetings of milk producers for the study of the dairy industry. These meetings are analogous to the Farmers' Institute meetings, and are for the improvement of dairying methods. The Associations also confer with the Government regarding the improvement of the industry.

This season 39 men spent their whole time in the work of instruction and inspection in creameries and cheese factories. The factories which received instruction were required to pay a fee to the Department covering about one third of the total expenditure. Approximately three-fourths of the factories and creameries received instruction during the past season.

There are in the Province 1,250 cheese factories and 115 creameries. At the last session of the Legislature the Department was authorized to appoint two sanitary inspectors. The Act is named "An Act to amend the Act to Prevent Fraud in the Manufacture of Cheese and Butter." Besides providing for the appointment of sanitary inspectors the Act provides:

No person supplying milk or cream to a cheese factory or creamery shall keep his dairy, milk house, milk stand, or any vessels or equipment used for the storing or the carrying of milk or cream, in an unclean or unsanitary condition.

"Every cheese factory and creamery manufacturing butter or cheese for public use or sale, and the surroundings of every such cheese factory and creamery shall be kept in a clean and sanitary condition, and all the water used therein for the manufacture of any dairy products must be clean and pure."

A maximum penalty of $200 is provided.

Instruction has been carried on by the Government to a limited extent for 20 years, but it was not until 1901 that the factories were formed into groups and the work was done systematically and thoroughly. There were then seven inspectors in Eastern and three in Western Ontario.

The appointment last year of two sanitary inspectors was an experiment. It has worked so well that at the coming session of the Legislature the advance is to be made of clothing all the inspectors with the authority of sanitary inspectors.

At a meeting recently in Toronto of inspectors, chief instructors and representatives of the Dairy Associations called by the Government, four sugestions were made which it was authoritatively stated at the Department, would be embodied in an Act at the approaching session. The suggestions are:

1. That the province be sub-divided so that each inspector should have about thirty-five factories or creameries, under his charge. This would require a staff of thirty-eight instructor-inspectors. The instructor-inspectors will visit many farms and advise with the producers as to the best method of producing the desired quality of milk. In the opinion of the chief instructors the chief essentials in producing a first-class article is that the raw material receive proper attention by the producer and milk hauler. Chief instructors Barr and Publow stated that 90 per cent. of the rejections can be traced to inferior raw material."

2. That every factory or creamery be charged a fee of $12 to help defray the expense. The appropriation required would be $42,700. and the proceeds of the $12 tax would amount to $16,000.

3. That the instructor-inspector be required to test milk and cream for adulteration only on application, and after preliminary tests by factorymen have shown ground for suspicion.

4. That any owner or manager of, or assistant in a cheese or butter manufactory who shall knowingly receive or make ino cheese or butter any milk or cream that is tainted, gassy, overripe, or delivered in rusty or unclean cans or utensils, or in which a preservative of any description has been used, or which has been drawn from cows suffering from lump-jaw or other infectious disease, shall be liable to a fine. We now have a provision under which the producer can be prosecuted, provided he sell or supply to a cheese or butter manufactory any milk that is tainted or badly soured, and it is thought to be distinctly in the interests of the industry to have a provision by which a maker or proprietor can be dealt with provided he accepts any such milk to be manufactured into a food product for general use. This will have the effect of practically prohibiting a maker from accepting milk of inferior quality which has been refused at a factory.

Three quarters of the cheese exported from Canada is produced in Ontario. Most of the other quarter originates in Quebec and there the methods are similar to those in use in Ontario.

Grocery Brokers—Champions of the Wholesale Grocers' Hockey League, 1906.

F. A. DONALDSON (point) Traveller for J. S. Donaldson.

A. R. MILLMAN (centre) W. H. Millman & Sons, clerk.

W. E. BIDWELL. (cover point) Agent, J. T. McBride, Montreal.

H. P. THOMPSON (cover point) Clerk of Anglo-American Tea Co.

T. C. WEBBER (rove) Clerk of R. S. McIndoe.

R. W. BANKS (left forward), captain Manager, Hitlow Coffee & Tea Co.

A. S. MAY (Manager) Traveller for R. S. McIndoe.

W. W. MAY (right forward) Traveller for R. S. McIndoe.

H. M. FERGUSON (goal) Clerk of Anglo-American Tea Co.

The following officers were elected for Season of 1906-7 at the annual meeting last week of the Grocery Brokers' Hockey Club of Toronto: Hon.-Presidents—R. S. McIndoe, Jas. Scott; Hon. Vice-President, Henry Wright; President—W. H. Millman; Vice-Presidents—J. H. Summers, Fred. Dane; Sec.-Treas.—A. R. Millman; Manager—P. F. Millman: Captain—To be elected; Patrons W. G. A. Lambe, P. L. Mason, C. L. Marshall, J. S. Donaldson, A. B. Lambe, C. W. Powis, Geo. Stanway, R. W. Hayter, C. H. Anderson, Wallace Anderson, C. E. Kyle, S. Hooper, Hugh Lambe, W. G. Patrick, Geo. Musson.

THE CANADIAN GROCER

Established - - - - - - 1886

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WINNIPEG CIVICS.

Disappointing in the extreme is the failure of the various committees of commercial organizations in Winnipeg, to present to the electors a business men's ticket for the new Board of Control. At an enthusiastic and well attended meeting, held a few weeks ago, it was decided to ask J. H. Ashdown to stand for the Mayoralty, requisitions were circulated and shortly after Mr. Ashdown consented. This was good work, but it is necessary that the Mayor should have the support of a business council and a Board of Control composed of men of more than ordinary intelligence and capacity. To the task of securing suitable candidates for the Board of Control—candidates worthy of the endorsation of the various commercial and professional organizations of the city—the committee bent their energies, but they did not succeed in arriving at any definite tangible results. The men whose candidature was most desired refused to stand and, rather than give four mediocre candidates the endorsation of the business organizations of the city, it was finally decided to make no recommendations for the Board of Control.

It was indeed disappointing that the committee should have failed in this undertaking, for it is as important that Winnipeg should have a good Board of Control, as a good Mayor. There seems now to be little doubt of Mr. Ashdown's election—probably by acclamation—and Winnipeg is therefore assured of a good businesslike head of her civic administration; but it must be disappointing to Mr. Ashdown that he is not to have the support in the Board of Control of at least one or two of the leading business men of the city.

BOARD OF TRADE ACTIVITY.

King's County Academy in Kentville, N.S., the institution of secondary education in that district has not been meeting the educational requirements of the neighborhood. The Kentville Board of Trade has a school committee and has had the matter under consideration for some time. At a recent monthly meeting of the Board the principal at the invitation of the Board spoke on the needs of the Academy and Public School. The Western Chronicle's report of the meeting contained :

On motion Principal Fairweather was made a member of the School Committee of the Board. It was decided to work in union with the regular School Board of the town and start with a public meeting in the Court House and get the parents in touch with the staff of teachers and get the citizens more interested in the school and in this way make Kentville in the lead as a residential town as the better the school the greater the chance to get people to move in.

This is in a Board of Trade, enterprise and public spirit. In every town of the size of Kentville in Canada about 1800 population improvements or progressive movements are needed that could be expeditiously effected by the co-operation of the citizens under the leadership of the organized business interests in the Board of Trade. The Board of Trade activity of the Maritime Provinces is a worthy example for all the rest of Canada.

ELECTING BANK DIRECTORS.

A bank director, the head of one of the largest mercantile institutions in Toronto, stated the other day that bank directors were appointed by the managers. That he asserts, was the practical result of the method in vogue. At the annual meeting of shareholders a ballot bearing the names of persons to be voted for as directors was handed each shareholder. These ballots were prepared by the manager and, all the shareholders had to do was mark the ballots and pass them back. That gave the form of election.

It's the shareholders' fault. Their money is at stake and any of them could nominate other directors. It might be scandalous but it would be only business. Many people regard banks with feeling of awe, the real temples of mammon, scarcely to be entered with one's boots on, and the Board Room as the Holy of Holies. A bank deals in money, securities and credit, just as a grocer deals in food stuffs and they hustle for business too. When bank shareholders in annual meeting realize their possibilities they will no longer continue as the great seal of the institution in the hands of the general manager.

REVIVALS AND EARLY CLOSING.

A Brandon, Man., dealer, in conversation recently with The Canadian Grocer said a good word for Crossley and Hunter the well known traveling evangelists.

"I can't say that I am much in love with the revival methods," he said, "but I must say that I noticed one good effect after the Crossley and Hunter meetings held a while ago. Mr. Hunter gave the people some plain talk about the injustice and imposition in making the stores keep open on Saturday night until long after midnight attending to late deliveries of goods that might just as well have been ordered earlier in the day. You know some people order goods at 11 o'clock that might just as easily have been ordered in the morning, and they want delivery that same night. Mr. Hunter's plain talk on this subject had a big effect at first but things are getting as bad as ever again."

"No Brandon isn't any worse in this respect than other towns, but its bad enough. People are thoughtless that's all."

Perhaps if dealers in Brandon and numerous other towns where storekeeprs are similarly troubled would ask their local papers to take the matter up there would be a change for the better. A few paragraphs in the local paper should be as effective as an evangelist's address in reminding people of the injustice their thoughtlessness entails.

SETTLING OF THE WEST.

Much has been said and written about the foreign invasion of Western Canada. People of all lands are seeking to make for themselves new and happier homes in the Canadian West, but a survey of the homesteading returns give the assurance that the prairies and the coast province will be not very different from the rest of Canada.

During August, for instance, there were 3,388 homesteaders located, and of these only about 10 per cent—to be

exact, 373—were alien of tongue and origin.

From Eastern Canada came 687, and it will be reassuring to the Maritime provinces to know that 590 of them were from Ontario. There were 259 natives of the West and 940 Americans.

During the first eight months of this year, 110,527 immigrants arrived in Canada, against 85,722, during the same period a year ago. Of these, 92,579 were of British origin. There were 71,000 English, 17,000 Scotch and 3,000 Irish.

ONTARIO'S DIARY INDUSTRY.

Distorting Prof. Harcourt's address before health officers upon the lack of inspection of urban milk supplies into an attack upon the Canadian cheese industry is a sample of yellow journalism for which the Edinburgh Scotsman is probably not responsible. We assume at any rate that they asked their information as it reached them from this side. Curiously enough the Canadian daily press has not found time to take this question up. The American consular service were quick to seize upon matter detrimental to one of Canada's most important industries. The Canadian Grocer wrote to Prof. Harcourt and his reply stating the case very clearly is contained in this issue and will be interesting reading to all interested in the dairy industry.

It is not pretended that the handling of milk in Ontario is ideal, but it is a safe assertion that it is handled as well here, all things considered, as it is anywhere in the world. The Ontario Government is spending $60,000 a year on the improvement of the dairy industry in the Province. The Dominion Government is spending large sums in the interest of the export branch of the trade. The Provincial Government by dairy schools, assistance to the dairy associations and the provision of farmers' institute lectures is endeavoring to improve the industry from the producing side; by maintaining a corp of competent instructors to improve the manufacturing branch. Last year two sanitary inspectors were appointed with power to enforce improvements. Next year all of the two score inspectors are to have the powers of sanitary inspectors, and their duties will take them to the farmers as well as to the factories.

These facts together with the phenominal growth of the industry speak for themselves, and give assurance both as to the methods in vogue and the progressiveness of the dairy industry in Canada.

POTATOES.

An experimental shipment of Michigan potatoes has been brought into Ontario, but until Canadian potatoes go considerably higher, the importation of the tubers is not likely to assume large proportations. The duty is 15c. per bushel, and the Michigan variety is not as good by 5c. a bag as the eastern Delawares.

The action of the wholesale potato dealers in agreeing to make 80 lbs. a bag of potatoes, and to charge for the bag with the potatoes will at least simplify matters. Dealers, both wholesale and retail will know what they are doing, and it is not unlikely that bags will be better taken care of. It is a curious instance of the influences that directs trade in certain channels. Sugar is heavy, and a hundred pounds of it is smaller than ninety pounds of pototoes.

TRAVELERS' TAX MAY BE ABOLISHED.

During the recent conference of Provincial premiers held in Ottawa, which consulted Sir Wilfred Laurier on divers questions relative to the welfare of the provinces, there was a satisfactory consideration of the tax on non-resident commercial travelers which is levied on them by the provinces of British Columbia and Prince Edward Island and the tax on foreign travelers in Quebec Province. As the tax stands to-day in the province of Quebec, it calls for the payment of $300 per year for those travelers calling on liquor firms; a yearly tax of $100 on those calling on wholesale houses only; $200 per year on those calling on both wholesale and retail houses. A six months license is sold and cuts these figures in half. British Columbia has a nominal tax of $100 on all travelers representing firms outside the province. Prince Edward Island has a nominal tax of $20 on travelers who represent firms outside of the province. These three provinces are seriously considering a withdrawal of the tax much to the joy of all those concerned. With the abolishing of this business-restraining tax there will be removed the veritable thorn from the side of enterprising commerce.

In these columns the various phases of the question have been discussed from time to time. It is sincerely hoped that the next reference made to it will be its obituary notice. Such a task will be superlatively pleasant.

There is but little satisfaction to be derived from such a law, its benefits were probably known only to the provincial treasury coffers; long ago it was condemned by prudent men who thought that if protection were required, from trespassers on Canadian commerce, the tariff should serve that purpose, and if one province claimed more protection than another, it was a feeble way of admitting weakness, or a very questionable method of relieving distressed poverty.

The repealing of the law will once again fling open the doors of these provinces to all comers and stamp out a petty piece of provincialism that is not in keeping with the spirit of the age. They will be freed from a stultifying yoke of which they were ashamed. It is a sagacious decision and will be hailed with delight by all those who hold their province on the same level as their sister provinces.

EDITORIAL NOTES.

Along with the report that increased importation of tea has lessened the consumption of beer in England comes the statement that the use of beer in Ireland has also declined from 30.25 gallons per head of population in 1895 to 27.90 gallons in 1905.

* * *

What wool and mutton mean to Australia is forcibly shown by recent reports, which indicate that there are now 93,000,000 sheep in the country, with New Zealand included, where there are almost 20,000,000. The exportable wool last year came to 1,860,455 bales, worth $116,305,055, an increase of about $25,000,000 as compared with the previous year.

* * *

American butter at Veracruz, Mexico, reports U. S. Consul Canada, sells for 60 cents per pound can, the home-made article at 50 cents, and Spanish butter at 40 cents. Several butter compounds are also sold, being put up in 5-pound cans and mostly used for cooking purposes. The Mexican laboring man, earning 75 cents a day, and the mechanic at $1.25, can not afford to buy butter at the high prices.

* * *

The Governor of New Zealand stated in the opening of Parliament at Wellington that the promotion of trade with the United States and Canada would be one of the subjects considered during the session. The members would also be asked to consider proposals for a renewal of the subsidies for the San Francisco and Vancouver mail service. The speech referred sympathetically to the proposals of reciprocity with Australia, and expressed confidence that the coming New Zealand exposition would compare favorably with old-world methods.

FROM GROCER CORRESPONDENTS

INGERSOLL.

Ingersoll, Nov. 26.

The local branch of the Retail Merchants' Association is a thoroughly wide-awake organization with much beneficial "legislation" in contemplation. The membership is large, and continues to grow at a rate that denotes a gratifying interest on the part of the merchants as a whole. I. W. Kingswood, representing the grocery trade, is the efficient president.

One important step taken by the Association was the appointment of a committee to interview Malcolm S. Schell, M.P., relative to promoting legislation regarding an amendment to section 520 of the criminal code, the object being to allow retail and wholesale merchants to confer with each other for the purpose of promoting trade interests.

Under the section of the criminal code referred to the merchants are denied this privilege. In support of their argument that they should have this privilege the merchants call attention to the fact that labor, manufacturers, and even doctors and lawyers have organized, arranged schedules of prices and taken other action promoting their own interests. In connection with the effort to have the desired amendment a petition is now in circulation which in due course of time will be forwarded to Mr. Schell.

Another phase of business life which long since became irksome to the average merchant is the constant and persistent manner in which he is solicited for contributions for "sweet charity's sake" and for other purposes. Working unitedly, the merchants have at last arrived at the conclusion that the remedy with which to abate this nuisance is in their own hands. Accordingly notice has been given that at the next meeting of the Association a resolution will be introduced looking to a discontinuance of indiscriminate giving. The merchants are agreed that they are simply being "held up" from day to day and there is every reason to believe that the motion will be carried unanimously.

Enquiry at the office of the Ingersoll Evaporator elicited the information that the output this year will be double that of last season. Lest there should be an erroneous impression it should be stated that the output generally last year was comparatively small, which will make this year's, by actual comparison, only about in keeping with the average. O. E. Robinson, formerly of the firm of Robinson Bros. grocers, whom your correspondent interviewed, stated that the major portion of the evaporated apples were being marketed in the West this year. The "sundried apples" those purchased from the farmers are being shipped as usual to Europe. There has been a good market for the evoporated product. The market opened at six cents per pound, wholesale, and has since reached seven cents per pound. The quality of the apples received at the evaporator this year were above the average.

The Ingersoll Canning Co., which was established four years ago has experienced a very gratifying growth. This season has been a very successful one and practically the entire output has been marketed which speaks well for the popularity of the goods.

KINGSTON.

The chief topic of discourse among Kingston merchants all week, was the sudden advance in several brands of soap. It came as a Surprise to them, causing dark forebodings, and one merchant wanted to know if the Eclipse would affect the Sunlight. Would it not be a wise move on the part of manufacturers to drop the prize system and give better weight—save the wrappers—save the coupons—what imposition on the public. Barnum said they liked to be humbugged, what a pity. Sunlight in Europe weighs 16 oz.; they reduced it to 15, and the retailers kicked so hard they were compelled to put it back to the old honest 16 oz. What weight do we get here? 8 oz. and save the wrappers and get toilet soaps free. Evidently the power of the Lever works like that used in the words of the old negro when they were lowering his wife into her last resting place. After singing the doxology, he with much emotion said, be careful bredden, raise her down gently, lower her up, whoa, whoa, oh deah, and they all said, amen; take Comfort brudder Johnston, take Comfort.

The Old Dutch Cleanser is here and everything looks brighter for her coming. The traveler for Old Church Catsup was around this week, he is a pretty square fellow and works hard for his firm.

We are glad to see the Knights of the Grip come and go. How we would miss that warm hand shake, that genial smile and that "by the way I have something special, just what you want," etc. We love them and their ways, and shame on the retailer who does not use them civilly. Of course there are exceptions. Some travelers are a bore.

George H. Williams, one of our busy knights of the tin-scoop, took a trip out west as far as Edmonton, and was delighted with the country. He invested, and expects gold nuggets some day.

Joseph Cullen, late of Craig & Co., wholesale grocers, and formerly of Gilbut's store, bought out Mr. Allen, cor. Princess and Alfred Sts. Joe is a hustler and should make his pile.

Kingston feels justly proud of its Wm. Lesslie, who with his gallant crew of mechanics and divers raised the big ship Bavarian. Score another for Canada.

Mr. Allen, who sold out his stock and good will to Jos. Cullen has gone back to Cobden his old home, where he conducted a large general store. If he can get suitable quarters he will again try his luck.

Herrick Roche, at one time one of our leading druggists and lately proprietor of Canadian Herb Remedy, died suddenly of heart failure, at Carberry, Man. He left here two months ago in the best of health accompanied by his wife and eldest son to push the sales of Canadian herbs. He had bright prospects ahead. He leaves a large family of little ones to mourn his loss and fight the battles of life. Through the upsetting of a lamp, after the telegram announcing his death came, his home was partly burned down, thus adding sadness to sorrow.

Mr. Lawlor, for many years clerk in McRae & Co., liquor department, has opened out on his own account on Wellington St.

A citizens' league has been formed here for the purpose of trying to have the number of wholesale and retail liquor stores reduced. There are certainly too many for the size of Kingston dispensing liquid ruin.

The genial Joe Zrasso, has opened up a meat shop on Montreal St., for the manufacture of sausages, etc., etc.

The Grocers' Association are going to take up the matter of wholesalers selling consumers directly and indirectly, that is, employers buy quantities and divide up, and also travellers selling hotels coffee, tea and other goods. They are going to spot them, and some of the knights of the grip will get the cold shoulder for being naughty.

HALIFAX.

W. H. Cawsey & Co., retail grocers, corner of Robie and Willow streets, have sold their business to Barnes Bros., and the latter have taken possession of the premises. The Messrs. Cawsey did a good trade and their store was up-to-date in every respect. The senior member of the firm, W. H. Cawsey, is an Alderman for the city and was also chairman of the Board of Fire Commissioners. He has gone to the Canadian West to settle, and his brothers who were interested in the business, and the other members of the family are soon to follow.

The grocery business in Sydney is expanding, and another wholesale house in Halifax finding that its business is so increasing there that it has decided to open a branch in the Iron City. A. & W. Smith have just completed the purchase of a fine store on one of the principal streets and will soon be ready for business. This is the second Halifax wholesale firm to open a branch of its business in Sydney this month.

A. L. Doyle & Co., who opened a branch of their grocery business on Spring Garden Road, last May, have disposed of their property and closed out the business. There still remain four retail grocery stores within a radius of one hundred yards on the same street.

GODERICH ET AL.

Huron County, always one of the best apple districts in Canada, has not fallen behind this year, by the figures now available. Mr. David Cantelon, Clinton, probably the largest shipper in the county, has closed up the season's business in this line with a final consignment which makes a total of 200 carloads, or about 35,000 barrels. Three separate orders that he filled were for

five thousand barrels each, one lot going to Winnipeg and a thousand as far west as Calgary. Notwithstanding the fact that Nova Scotia is a large apple producing Province, Mr. Cantelon filled an order of 1,000 barrels for St. John. Mr. Robert Elliott has shipped 135 cars of apples from Goderich during the season, and with other shipments from other stations has sold altogether about 30,000 barrels.

Warrener Bros., Goderich, have commenced their new bakery building on Hamilton St., and have about completed the cement basement walls.

Arrangements have been made for the extension of the Bell Telephone from Goderich to Benmiller.

Gledhill Bros., Kincardine, have purchased the stock of boots and shoes and groceries belonging to the estate of the late Geo. Ballard, Clinton. Alf. Gledhill goes to Clinton to dispose of the stock.

LINDSAY.

November 25, 1906.

Lindsay is a town of about 7,800 inhabitants, and has no less than twenty-five grocery stores, half of which are located on the main street. Besides, there are two wholesale grocers and one large wholesale factory. All are apparently thriving.

The general grocery trade is good in spite of the present very bad roads. The demand for winter apples is good. The supply falls short of the demand in this section. The snow apples are of a good sample, plentiful and very reasonable in price, but the winter variety, such as greenings, Baldwins and spies are very scarce, particularly spies, which are also high in price.

"There has been," remarked a grocer, "quite a change in the dried fruit situation during the past year. Last year new Valencia raisins were selling at 3 lbs. for 25c., whereas now they sell at 3 lbs. for the same price."

Butter and fowl have been very plentiful in Lindsay, and the prices are at present a trifle easier than a couple of weeks ago. There is a splendid market for such produce in Lindsay, (the county town of Victoria County).

Adams' Bros., deal extensively in pressed hay, and sold two car loads a little while ago at $9 per ton. There has been a big demand for pressed hay this fall. Large quantities are being shipped at present to the lumber camps around here and in the north country.

A. Primeau has made extensive improvements in his store during the last week, enlarging and altering.

J. E. Adams, formerly senior member of the wholesale firm of Adams & Sparling, has gone into partnership with his brother, D. Adams

An old and respected grocery man, P. I. Hurley, died in the early part of November. He had lately been conducting a large boot and shoe business here.

Quite recently the well-known firm of Adams & Sparling, wholesale grocers, dissolved partnership. This prosperous firm opened business in February, 1905, and dissolved partnership on September 1st, 1906, F. W. B. Sparling continuing the business, under the style of F. W. B. Sparling Co. The new firm report an increased trade throughout their entire territory. A large and well-assorted stock is carried and the warehouse is conducted in first-class order. Mr. Sparling was for a number of years connected with the financial staff of H. P. Echardt & Co., Toronto, and bears the reputation of giving close application to every detail of business.

ST. CATHARINES.

The apple crop in the townships adjoining St. Catharines was a very small crop this season. The apples are of an inferior quality and consequently are not bringing good prices.

Owing to the Niagara, St. Catharines and Toronto Street Railway Company having their roads pass through Thorold, Merritton and from Port Dalhousie to St. Catharines with cheap transportation enables the citizens of these places to come to the city to do their trading and marketing which helps to fill the coffers of our merchants and tradespeople generally.

Meats of all kinds have lowered in price during the past week. The bad state of the country roads has slackened business to a large extent here as farmers and huxters will purchase at the nearest point thereby saving distance.

OTTAWA.

Business amongst retailers is reported fair. The weather is not at all the best for trade, but owing to Parliament opening on Thursday last, a stimulus has been given to business in some parts of the city. Merchants are looking forward to Christmas trade—in fact, most wish it were over, as it means a trying time endeavoring to fill so many wants at once.

The Retail Grocers' Association have their hands full at present. The new by-law regulating pedlars and transient traders, is being prepared to present to Council. The early closing petition, asking for 9 o'clock on Saturdays, is being circulated, and arrangements are being made for a joint lecture on Wednesday, 28th inst., on "Business Systems Suitable to the Retail Trade," by F. C. Gilbert, chartered accountant, and Aldolphe Provost, of Provost & Allard, wholesale grocers. This lecture is part of a series of evenings arranged for monthly, during the winter, by the Association, and it is open to all grocers, whether members of the Association or not, together with the privilege of bringing a business friend.

In connection with the pedlars and hawkers' by-law, your correspondent would like to express his feelings regarding the attitude of the members of the Association in the matter. Credit is due to the many grocers who were interested enough to attend the first meeting, and be in readiness to support the petition, asking the City Council to pass it. But a feeling of dissatisfaction cannot but be felt with those who, for the past few years, at every turn, took umbrage at the Association for (what appeared to them), its slowness in dealing with the pedlar question, but who, when they now have the opportunity to lend material assistance by their attendance and signatures, are inconsiderate enough to allow the members of the committee to leave their own places of business in order to obtain signatures. These, the thoughtless ones, are willing enough to give, but feel that in doing so they have done all that is necessary, or have actually conferred a power upon the Association.

This should not be, and it is to be hoped that the future will see better attendance in order that the full strength of the Association may be used in having this new and important by-law pass the City Council.

E. M. Trowern, of Toronto, Dominion Secretary of the Retail Merchants' Association of Canada, and J. A. Beaudry, Montreal, Dominion Treasurer of the same Association, are in the city in connection with the Amendments to the Criminal Code asked for by the Association.

The Standard Chemical Company, have opened a branch here, and for the first time, Ottawa grocers are selling charcoal.

The butter market is very firm. Advances of 1-2c. to 1c. have taken place with creamery blocks and solids. Eggs are in good demand, and will be, until after the holidays. Cooking stock is 22 to 23 cents, late gathered, 25 to 30 cents, new laid, 40 cents. Potatoes are also firm at 85 to 90 cents. Onions bring $1.25 to $1.35 a bag. Cheese is quoted about the same, 13c. to 13 3-4c., with no sign of advance. Lard, 12 1-4c. to 12 3-4c. Poultry of all kinds has been coming in more plentifully, causing a break in the high prices usually ruling. Although the demand is extra good, supplies seemed to be more than equal to it.

Prunes are wanted badly by the trade. Old stock is completely cleaned up, and has been all month. New stock not arriving when expected has caused a big loss in sales. However, prunes will be on the market in a day or two, and should be sold quickly.

Finnan haddies have been a scarcity for the past two or three weeks, and quotations are higher for what little stock is arriving. It is expected that supplies will be more plentiful in a few days.

Apples are in good demand.

No. 1 Spies ....$4.00 to $4.50
No. 1 Baldwins .... 3.50 to 3.75
No. 1 Snows.. .... 4.00
No. 1 Greenings .. .. 3.50 to 3.75
other varieties No. 1 $3.00 to $4.00.

No. 2 stock brings $2.75 to $3.50 according to sample.

CHATHAM.

Sydney Wood, for some time past in the employ of his father, Fred Wood, the grocer, intends, in the course of a few days, to start a meat business on Head Street, adjoining his father's stand.

While none have as yet definitely announced themselves, it is expected that

(Continued on page 29.)

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—
Evaporated apples—Advanced.
Fish—Revised.
Beans—Declined 5c.

Montreal, November 28, 1906.

Every wholesaler is very busy this week which is the last week of navigation. There may be a few boats running next week to points near Montreal but jobbers are not counting upon this being the case, and are doing all that is possible to get the last shipments off this week. A very brisk trade may be said to be passsing, but the wholesale houses are hampered by not having their goods on hand to fill orders. In some cases houses have been compelled to fill the commands of their customers at a loss of from 2c. to 3c. a pound on certain lines, simply because the stocks due to arrive had not come to hand in time, and the customers wanted the goods. In canned goods, fruits are scarce, but otherwise there is little that is new. Fair trade is passing in sugar at unchanged prices, while in teas the only feature of interest is the scarcity of Ceylon greens. Regarding molasses, reports from the Barbadoes say that the crop for 1907 depends upon the rainfall during the next couple of months. The situation in dried fruits remains about the same as it was last week. Good demand for spices is reported, due to the approach of the holiday season. Evaporated apples continue to advance, some dealers asking as high as 8¾c. to 9c.

CANNED GOODS.—Last deliveries of canned goods are being made, although it must be confessed, rather slowly. There is a slight trade being done by jobbers, but the retail trade is pretty well supplied. Canned fruits appear to be very scarce this season. Tnis is not surprising considering the crop figures of the different fruits. As heretofore stated strawberries are now practically an unknown quantity. Peaches and pears are not in large supply, while raspberries may truthfully be said to be scarce. And no relief is in sight before next year. The only hope lies in the vain possibility that there will not be a large demand for these goods throughout the coming year. But even though there be but a steady trade, supplies are likely to be exhausted. Gallon apples are said to be in good supply, but large quantities are being exported.

SUGAR.—There is nothing new in sugar this week. Demand is fair to good at steady prices. Jobbers do not anticipate any change for the time being.

Granulated, bbls.	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs.	4 95
Extra ground, bbls.	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls.	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES.—There is nothing new in the local situation as regards molasses. Reports from the West Indies say that planters have now reached the critical period. Everything depends 'upon the rainfall experienced during the next couple of months. Up to the present the weather has been rather dry than otherwise, but hopes are high for favorable weather from now to the end of January.

Manufacturers of syrups are all busy, and report good trade.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02
" ½-bbls.	0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.—It is still rather quiet in teas, but some little improvement is noticeable. Ceylon greens are scarce, as are also Japans. Prices are well maintained at figures quoted.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 12½	0 18
Ceylon greens—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 2½
" " pinhead	0 31	0 35

COFFEE.—Manufacturers are busy filling orders but the situation is without feature of interest. Prices are steady.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19½	22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13½

FOREIGN DRIED FRUITS.—Few changes have occurred locally, the situation remaining about the same as when last reported. Currants on spot are limited and prices firm. For futures, via New York on the "Clara," the price is somewhat shaded. Valencias are cleaned up on spot, and are reported slightly weaker in Spain. Reports from the coast contain very little news. The situation there is without change of note. Prunes are now selling quite freely. It is estimated that the crop is anywhere from 175 millions to 180 million of pounds this year.

Valencia Raisins—		
Fine off-stalk, per lb	0 08¾	0 09
Selected, per lb	0 09¼	0 10
Layers, "	0 09¾	0 10
Dates—		
Dates, Hallowees, per lb	0 05	0 06
Californian Evaporated Fruits—		
Apricots, per lb		0 23
Peaches, "		16
Pears, "		0 17
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-boxes		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
Excelsior Window Clusters,"		4 50
" " ⅛		1 30
Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10	0 11
" " choice seeded, in 1-lb. pkgs.	0 10	0 11
" " 2 crown	0 08	0 08½
" " 3 crown	0 09½	0 10
" " 4 crown		0 09½

Prunes—	Per lb.	
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels	0 08	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08	0 09
" " in 1-lb. cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 12	0 15
" 1-lb. carton		0 16
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

PEELS.—Peels are scarce and high. Active demand for the holiday trade is reported by the jobbers.

Citron peel, per lb	0 19	0 21
Lemon peel, per lb.	0 10½	0 11
Orange peel, per lb	0 10½	0 11

SPICES.—The lack of labor which has hampered the manufacturers for some time past has been relieved lately and business is going on in good shape. Jobbers report active demand for the holiday trade.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 32
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES.—There has been no let up in the advancing tendency of this market. Remarks are freely made in grocery circles to the effect that we shall see the price 10c. to 11c. before January, and from present indications there is every probability of this becoming a fact. To-day dealers who have the goods to sell are asking 8½c. to 8¾c. and in some cases 9c.

RICE AND TAPIOCA.—Rice is without change, while there is not much of interest in tapioca. It is thought from present indications, that the price asked will be about half a cent lower towards February, but meanwhile any business passing is being done at figures quoted.

B rice, in 10 bag lots	3 25
B rice, less than 10 bags	3 35
C C rice, in 10 bag lots	3 15
C C rice in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 08

BEANS.—Spot stocks continue very light, arrivals not coming forward as quickly as might be desired. Prices are slightly lower this week.

Choice prime beans	1 45 1 55

MAPLE PRODUCT.—There is nothing new in maple products this week, business going on as usual at steady prices.

Maple syrup, bulk, per lb	0 07½ 0 09
Pure Townships sugar, per lb	0 10
Pure Beauce County, per lb	0 11

RAW FUR.—The market is steady at prices quoted.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	6 60	1

ONTARIO MARKETS.

POINTERS:

Valencias—Very short on spot.
Tea—Market firm.
Sugar—Firmer.

Toronto, Nov. 29, 1906.

Wholesale grocery business continues encouragingly active, and collections are reputed to be satisfactory. The raw sugar, market is slightly firmer, but an advance in refined is not anticipated here. The American market closed Wednesday, until Monday. Dried fruit for immediate delivery continues very firm.

The steamer Hermia, due at New York on November 19, and not yet reported, carries considerable fruit for Toronto houses, and her arrival would considerably relieve the situation here.

Valencias will be cheaper after Christmas. Tapioca is lower for future shipment. The tea markets are very firm. All lines of canned goods continue very firm. Dried apples are advancing. Some evaporators are said to be holding their stocks for 9c.

CANNED GOODS.—No changes in quotations are reported, but everywhere the talk is of shortages and a strong market. The quotations are held out this week.

SUGAR.—The market for raws is slightly firmer this week, but an advance is not looked for here. The American market closed Wednesday will not open till Monday. European beet is firmer, having advanced a penny. The recent feature of most interest is the opening of the campaign in Cuba last week. One Central commenced grinding. Last year the beginning was made during the week ending December 12 and in 1904 the week ending November 21, and in 1903, the week ending December 5.

The commencement of the season is, therefore, a little earlier than usual, which is favorable for crop prospects. The important question is the labor question. General complaints from the Island during the week have been received on this subject, some estates going so far as to say that it will be impossible for them to make much, if any, sugars this season, but such reports at the outset of the crop must be taken with due allowance for contingencies that may arise. It may be that some unforeseen opening will occur by which better labor conditions will be obtained. Of course, there is abundance of cane in the fields to make a considerably larger crop than last year's and the limit to the crop will be the limit of labor.

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Phœnix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 0 8
No. 1 "	3 98

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES.—The market is firm. A report to Geo. Musson & Company, this week, from Barbadoes, says:

"During the past two or three weeks the rainfall has been particularly light, and as a result, the canes are already beginning to show the need of moisture, naturally, planters are looking longingly for rain, and would welcome a downpour of several inches, as the months of November and December are critical ones in the development of the canes here, and if we were sufficiently unfortunate as to get dry weather during the next couple of months, it would cause a very marked falling off in the crop output of 1907, on the other hand if seasonable weather prevails from now until January, a large crop may be looked for, in other words, we have reached the turning point in the crop prospects and everything now depends on the rainfall during the next two or three months."

The output of Barbadoes, of sugar, was 49,864 tons this year, against 41,045 tons in 1905, and of molasses, 61,036 puncheons this year, against 38,653 puncheons last year.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 29, 1906.

BUTTER—Market steady. Good demand.

CHEESE—No change in situation.

EGGS—Business good at unchanged prices.

PROVISIONS—Fair to good trade. Abbattoir dressed hogs quoted $9.25.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	0 42
Corn syrup, bbl., per lb		0 0[illegible]
" ½-bbls "		0 03
" kegs "		0 03½
" 3 gal. pails, each		1 4[illegible]
" 2 gal. " "		1 00
" 2-lb. tins (in 2 doz. case) per case		1 55
" 5-lb. " (in 1 " "		2 40
" 10-lb. " (in ½ " "		2 35
" 20-lb. " (in ¼ " "		2 25
Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA.—The market is firm, especially for Ceylons. The crop outlook in the island is not good. They had hurricanes when they should have had good weather. A London firm, principally interested in Indians, writing to Geo. Musson & Company, under date of November 14, say:

"You will have noticed from the remarks in our recent circular, that the statistical position of Ceylon Tea is exceptionally strong, and we see little prospect for any fall in prices for those teas for a considerable time. There is no doubt that this shortage in the Ceylon crop will react upon the prices for the Indian crop, although the latter is undoubtedly large, but in addition to the position of Ceylons, and their factor, which is tending towards higher prices all round, is that the China crop is so short that a very large quantity of low grade Indian teas have been purchased by continental buyers to replace low congous formerly used. There is no doubt that these, having once gone into consumption in the place of Chinas, they will hold their position, and we have little doubt that the increased outlet thus created, will gradually absorb any surplus stock which may at present exist in London."

"In this weeks auction for Indian teas there was a decidedly firmer tone for all grades, and prices for Ceylon low grades advanced 1-4d."

COFFEE.—The market remains about steady. Locally demand is pretty good and prices are unchanged. Willett & Gray, New York, continue to promise "considerable improvement in value."

DRIED FRUITS.—Little change has taken place during the week. Valencia raisins are very scarce on spot. The Hermia is ten days over due at New York, with considerable supplies for several Toronto houses. Prices are practically unchanged. California raisins and dried apples are especially firm.

	Per lb.			Per lb.	
Prunes Santa Clara—					
90-100s, 50-lb boxes	0 05	0 05½	60-70s, 50-lb boxes	0 07	0 07½
80-90s "	0 05½	0 06	50-60s "		0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	0 09½
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 10	0 11½	Citron	0 21	0 22
Orange	0 10½	0 12			
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Currants—					
Fine Filiatras	0 07½	0 07½	Vostizzas	0 08½	
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 10	0 12
" Fancy					0 14
" Extra fancy					0 18
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 10½	0 11½
" 16 oz packets, choice				0 10	0 11
" 12 oz. "				0 08	0 09
Dates—					
Hallowees	0 05		Fards choicest		
Sairs	0 04½		" choice		
omestic evaporated apples				0 07½	0 08

NUTS.—Quotations are unchanged. New crop walnuts have arrived, and the quality generally is not up to last year. Bad weather is the cause.

Almonds, Tarragona, per lb	0 14	0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 31	0 32
Walnuts, Grenoble, "	0 14½	0 15
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb	0 09½	0 10½
Pecans, per lb	0 14	0 17
Brazils, per lb	0 17	0 18
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES.—Quotations are unchanged. Trade is active.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—Tapioca is easier to arrive, but that will be a couple of months hence. Spot quotations are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

BEANS.—Quotations are unchanged.

Beans, hand picked, per bush	....	1 60
" prime, No. 1 "	1 50	1 55
" Lima, per lb	0 06¾	0 07

SEEDS.—Because of the bad roads deliveries are very light. Fancy kinds are scarce and higher.

Aliske—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	7 75	8 00
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL, FURS.—The market is steady. Tallow is slightly lower. From this on the quality of hides will be lower.

Hides, inspected, cows and steers, No. 1	....	0 11¾
" " " No. 2	....	0 10¾
Country hides, flat, per lb., cured	....	0 10½
Calf skins, No. 1, city	....	0 12
" " No. 1, country	....	0 11
Lamb skins	0 75	1 00
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 06¼	0 06½
Pulled wools, super, per lb	....	0 25
" " extra	....	0 27
Wool, unwashed fleece	....	0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten	3 50	20 00
Muskrat, fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 15

CURRANT CHRISTMAS.

The Grocers' Journal commenting upon the Christmas trade in Great Britain, in relation to the shortage of dried fruits, says the shipments of raisins to London up to November 10 had been 4,500 tons, while the market requirements were 6,500 tons. Shipments to all of Great Britain averaged 16,000 tons, and the total crop this year was only 12,000 tons. Some people are calling it a "currant Christmas." The journal points out that fig pudding is no mean dish, and takes the cheery view that since everybody is prosperous, the grocer's Christmas trade and the nation's Christmas fare will be something to be thankful for.

BAG OF POTATOES 80 LBS.

Wholesalers Will Not Lend Bags After December 15.

A meeting of the wholesale potato dealers of Toronto, was held in the office of J. J. Ryan, Colborne Street, Thursday of last week, to organize with a view to disposing of the bag nuisance by mutual consent and concerted action. J. J. Ryan was elected president of the association and Thos. Vance was elected secretary. As each man will continue as custodian of his own fee, a treasurer was not deemed necessary. There were eighteen present.

The bag evil is two-fold, the size of the bag and the cost of it, or the ownership. Since sugar refiners began to put up their product in 100 lb. bags, and the trade has taken kindly to that method of handling, the sugar bag has been the commonest container for potatoes. The old-time flour bag held a bushel and a half, 90 lbs., easily, the sugar bag holds 80 lbs, but by a process of stuffing, shaking down and sewing instead of tying in the old-fashioned way 90 lbs. could be got into it. The shaking down bruised the potatoes at the bottom of the bag, and the unhandy method of closing the bag was a great waste of time and labor, As the wholesalers buy car load lots by the bushel, the question of the bag affected them only in their selling and the retailer and consumer.

As to the ownership of the bag, the wholesalers have found that they have been supplying the country with potato bags at 4c. per bag. One dealer got 3,000 bags at 4c. each, and within a month he had to borrow to get a single car unloaded. This shows how the practise of selling potatoes and "getting the bags back" worked out.

At a second meeting held Monday night, it was agreed that after December 15, the bag should go with the potatoes, which means that the cost will be included, and whoever owns the potatoes owns the bags.

In regard to weight, it was decided to make 80 lbs. a bag of potatoes after November 15. Secretary Vance was instructed to secure for each member a rubber stamp, so that after December 15, on every bill accompanying an order of potatoes will be printed: "These potatoes are weighed and sold at 80 lbs."

UNITED FACTORIES FIRE.

One of Their Toronto Warehouses Scorched—Loss $45,000.

Fire broke out in the United Factories Co.'s Toronto factory, on York street just after 6 o'clock Wednesday evening and damage to the extent of $45,000 resulted, while three firemen were dangerously injured by inhaling smoke.

The actual fire loss was only $5,000, but the loss by smoke and water to the United Factories Co.'s and adjoining premises, Stewart & Wood, paints and oils, and the Crompton Corset factory, is estimated at $40,000.

The fire was confined to the two upper floors of the United Factories Co.'s factory and the brooms, brushes and woodenware were food for the flames. Tons of water were put into the building and the firemen made a splendid fight.

As the company have complete stocks at their Montreal, London, Newmarket and Clarence street, Toronto, warehouses, the fire will not interfere at all with their regular business and orders will be filled with the usual promptness. The temporary offices of the company are in the Nordheimer building.

GROCER IN THE SENATE.

Hon. Robert Jaffray, who moved the address from the Throne in the Senate at Ottawa this week began life as a grocer's apprentice in Edinburgh; served his time, came to Canada and for many years was a leading grocer in Toronto. It was then he laid the foundations of his fortune and did that yeoman service for the Liberal cause that placed him in the position of a chief counsellor of his party. His elevation into the Senate was by himself delayed for years.

His speech on the address is good reading to every Canadian. It is a business man's view of the position of the Dominion, characterized by the broad vision and the wise outlook upon future possibilities that have made Mr. Jaffray a power in the financial and political life of his country.

R. Wright & Son report increased business in their new premises, "Clifts Wharf."

Harvey & Co. have put out a new tea which is winning great favor. Charlie Chetwynd is the right man in the right place as their tea manager.

W. A. Blaglour of Coleman, has returned from a two weeks' hunting expedition into the Three Rivers country. He got a couple of fine deer, and had a thoroughly enjoyable time.

Secretary W. A. Coulson of the Retail Merchants' Association of Western Canada, was in Portage La Prairie recently, making preparations for the organization of a branch of the Association in that town. Portage merchants are ready to fall in line.

The Royal Stores is a beehive of industry these days. The grocery department, under the management of Mr. Smith, is certainly worth seeing. This firm's teas have a large sale all over the colony.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,			1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
50	"	"	1 year	10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., Victoria, B.C. (57)

SITUATION WANTED.

AS Grocery Clerk—By young man—capable of taking charge, city and country experience; best references; country town preferred. J. W. S., 80 Gladstone Avenue, Toronto. (48)

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FROM GROCER CORRESPONDENTS.

(Continued from page 25.))

local grocers will be well represented in the coming municipal elections. Alderman Wm. Potter, will, undoubtedly, stand for re-election. Jas. Massey, who has made a popular Alderman for the past year, has not as yet definitely announced himself. John McCorvie is a likely candidate for the new Board of Education, while a number of friends of W. H. Marshall, North Chatham, would like him to stand for municipal honors. In the course of the next two weeks, the list will likely be amplified.

Abraham Zakoor, for a couple of years past in the wholesale and retail fruit business here, has left the city, and his present whereabouts are unknown. His stock has been seized by the city tax collector for arrears of taxes.

R. H. Young, Gorrie, has disposed of the remainder of his stock of crockery and glassware by auction.

Walter E. Terry is at present calling upon the retail trade in Toronto in the interest of Campbell's Soups.

J. W. Irwin, grocer, Clinton, sustained a bad loss Sunday night, in the destruction by fire of two stables, with wagons, sleighs, harness, a quantity of hay, and 70 bushels of oats, only his two horses being saved. No insurance.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BAKING POWDER

We are making a generous offer to the Retail Trade, to still further increase the sale of GOLD STANDARD BAKING POWDER "Guaranteed-the-Best."

If you are selling Baking Powder and wish to satisfy your customers, and make increased profits, we can interest you.

Drop us a postcard for particulars

THE CODVILLE-GEORGESON CO.
Limited
Dept. C.C.
Wholesale Grocers
WINNIPEG, - MAN.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Nov. 29, 1906.)

New Sultana raisins are now on the local market and the opening price shows a sharp advance as compared with prices last year. Apricots also show a considerable advance and the foreign dried fruit market continues to attract the attention of the trade. Christmas wholesale trade is in full swing and there is a heavy movement of general lines.

SUGAR.—An advance is expected with the close of navigation but at time of writing prices are unchanged. Subject to possible telegraphic correction elsewhere we quote :—

Montreal granulated, in bbls	4 90
" " in sacks	4 85
" yellow, in bbls	4 50
" " in sacks	4 45
Wallaceburg, in bbls	4 80
" in sacks	4 75
Berlin, granulated in bbls	4 70
" " " sacks	4 75
Icing sugar in bbls	5 50
" " in boxes	5 70
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 50
" " in small quantities	5 5
Lump, hard, in bbls	5 60
" " in ½-bbls	5 60
" " in 100-lb cases	5 60
Raw sugar	4 50

SYRUPS AND MOLASSES.—Prices are quoted as follows :—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—Quotations are :—

Whole green Rio, per lb	0 10½ 0 11
" roasted " per lb	0 15½
Ground roasted Rio	0 16
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 18
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT.—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS.—As mentioned above, new Sultana raisins are on the market now and are quoted at a sharp advance over last year's prices. Apricots have again been sharply advanced. We quote :—

Sultana raisins, bulk, per lb	0 12½
" cleaned, "	0 13
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 " "	0 09½
" " " 4 " "	0 08½
" " choice seeded in ½-lb. packages per package	0 08½
" " fancy seeded in ½-lb. packages per package	0 09
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 04½
" " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS.—

Lemon, per lb	0 10½
Orange "	0 10½
Citron "	0 18½
Mixed, in 1-lb drums per doz	2 10

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

NUTS.—Prices are steady since the revision noted last week. The Christmas trade is active. We quote :—

Almonds, per lb	0 16
" (shelled), per lb	0 33
Filberts	0 11½
Peanuts,	0 10½
Jumbos	0 12½
Walnuts, new, Grenobles, per lb	0 15
" " Marbots "	0 13
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

HONEY.—Still very scarce. Quoted as follows:

Pure clover honey, 5's, per case	9 00
" " 10's "	8 75
Honey (buckwheat and wild flower), 60's per bl.	0 13½

SPICES.—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 18
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " " 5 11½	0 15
Ginger, in 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

WHOLE SPICES.

Black pepper, per lb	0 13
White pepper, per lb	0 25
Cinnamon (ordinary), per lb	0 18
Cinnamon (extra choice), per lb	0 24
Nutmegs, per lb	0 25
Cloves according to quality)	0 14½ 0 25
Ginger, por lb	0 10
Allspice, per lb	0 08½ 0 10
Mace, per lb	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

EVAPORATED APPLES.—Held firmly at the recent advance to 8 3-4c. in 50 lb. boxes, and 9c. in 25 lb. boxes.

COCOANUT.—In active demand at present. The shredded cocoanut in pails is quoted at 16 1-2c. per lb., and the feather strip at 17 1-2c.

BUCKWHEAT.—Quoted as before at $1.70 per half sack.

RICE, TAPIOCA AND SAGO.—

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

POT AND PEARL BARLEY.—

Pot barley, per sack	2 50
Pearl barley, per half sack (49 lbs)	1 75
" " sack	3 50

BEANS.—White beans, hand picked are quoted at $2.05 per bushel, the 3-lb. picked at $1.80 and the 5-lb. picked at $1.75.

WOODENWARE.—As mentioned in a recent issue there has been an advance in many lines of woodenware. Tubs and pails are quoted as follows :—

Pails, 2 hoops, per do	1 95
Tubs, No. 0, per doz	12 00
" No. 1, per doz	9 75
" No. 2, per doz	8 50
" No. 3, per doz	6 00
Nests, each	2 10

SOAP.—As noted last week the western soaps have been advanced owing to the increased cost of raw materials. Quotations now are as follows :—

Royal Crown, 144's, per case	4 95
" 120's "	4 [illegible]
" 60's "	4 25
Golden West, 144's "	4 95

N. B. MARKETS

St. John, N.B., Nov., 1906.

Winter port business is now in full swing, the big C.P.R. boat arriving here last week. It is a great disappointment to St. John, that the government would not allow the C.P.R. to land the Canadian mails here, as we believe better time would be made with all mails for the west, then via Halifax, and also better time would be made, out of St. John with export goods, if the steamers did not have to take mails at Halifax, but could take them from here. This is of particular importance to shippers of perishable goods. Weather here has continued up to the time of writing very open. Dealers are very busy. In markets the very high price of dried fruits, particularly raisins, is a feature. Sugar is easy. In general other lines unchanged. Cream of Tartar is rather higher. Rice is very firm.

OIL—Burning oil is unchanged in price, at least in the city. For shipments outside rather higher prices rule. In lubricating oils, a fair sale at even figures, while sale of paint oils is light, prices in both linseed and turpentine are firmly held and tending higher. Cod oil quiet. Receipts this year have not been large.

SALT—Liverpool coarse salt no further arrivals expected for some time. There is quite a full stock held. Prices are unchanged. The outlook is for higher prices in the coming season. Demand in fine salt is quiet.

CANNED GOODS—While a fair business, there is nothing exciting. Vegetables are held firm at full figure; tomatoes but a fair stock; strawberries scarce and high. Quite full stock of Gallon apples held, prices are firm. Market supplied with local packed goods. Oysters very scarce and rather higher. Meats just fair business. In domestic fish, sardines hold at the advance.

GREEN FRUITS—Apples show a wide range, for best stock Ontario spies sold, for all best grades prices high. Oranges unchanged; small variety. Lemons rather lower, Messinas offered Cape Cod cranberries efftreme, some fine Nova Scotias offered. Malaga grapes now supply the market.

DRIED FRUIT—This is still the line of interest. Prices, particularly of California seeded and California loose, are higher and very firm. The stock of loose raisins is small, there are very few Valencias and no Melaga loose this year. Stock of Malaga table raisins is light

and goods cannot be replaced. Currants are high and stocks continue small. Carton goods sold chiefly. Prunes more firmly held. Carton goods are very late arriving. Dates higher than last year, package good have a large demand; figs and peels firm; evaporated apples higher. Onions unchanged. Peanuts show very marked advance, which is unusual at this season, when new goods are coming in. Old goods much preferred.

SUGAR—Quite large quantities of Scotch granulated arriving. While price is unchanged market is easy. Molasses, stocks are not large, and particularly in fancy Barbadoes, higher prices are asked.

FISH—Market rather dull. Medium dry cod, while quite high, are rather easier. Pickled herring, though selling freely, are a large stock and quite low compared with last year. Smoked herring, light supply and price well maintained. Finnan haddies hold firm at full figures. There is little business in fresh fish.

FLOUR, FEED AND MEAL—In flour, prices are unchanged. Feed is still high, and has steady sale. Oatmeal unchanged. Our trade will not handle bags. Cornmeal sell freely at even figures. Beans, just fair business. While white beans are unchanged, yellow eyes are much higher. Barley dull.

NOVA SCOTIA MARKETS

Halifax, N.S., Nov. 27.

The produce markets are now attracting considerable attention, due principally to the high price of potatoes. The season is now advancing and the quantity of potatoes on the market is very small for this time of the year. Very few cargoes have been received from Prince Edward Island thus far, and the bins of the grocers who store hundreds of bushels over the winter are still empty. There is keen competition among the speculators, and from the present outlook the price is not expected to go below fifty cents per bushel. New Brunswick potatoes are quoted here this week at $1.75 per three bushel bag, parsnips, carrots, and beets are quoted at $1.50 per barrel, and turnips from 25 to 30 cents per bushel.

There appears to be an easier feeling this week in the dried fruit markets, particularly Valencia raisins. California raisins in packages are quoted at 11 to 11½ cents, currant in bulk are 8¾ cents, and cleaned in packages about 9¼ cents. American plate beef is jobbing here at about $15.00 and American pork at $21.50, the prices on both having been advanced recently. Lard is up ⅝ of a cent per pound, and pails are quoted at 13 cents. The dairy markets are very active. The quotations on eggs and butter are unchanged and the receipts of both are light.

FRUITS—Good Jamaica oranges are now on the market, and are quoted at $5 per barrel, Floridas at $3.50 per case, and California Valencias at $5.50. Bananas are quoted at $2.00 to $2.50, and Malaga grapes from $5 to $6 per keg. Most of the cheap varieties of apples are now pretty well cleaned up, and better stock is coming on the market. The best are now ',P.fy ei-fsuvail ket. The best No. 1 of winter varieties are now quoted at $3.00 to $3.50. Recent advices to the Annapolis Valley state that there is a jump in prices in the British market.

TRADE NOTES.

John Brown, grocer, Montreal, is dead.

J. Voyer & Company, Montreal, have dissolved.

G. N. Eaton, of Saskatoon, is opening a branch general store in Rosthern.

Hall & McDiarmid, general merchants, Fillmore, Sask., have sold out.

Wilfrid Mills, of Smith & Mills, Saskatoon, was married on November 3, to Miss Emily Farr.

John McQuaker is now occupying the store in Owen Sound formerly occupied by Mr. Joyce.

J. R. Gowler, the well-known Winnipeg grocer, will enter the field as an aldermanic candidate in Ward 5.

Bauld Bros., wholesale grocers and merchants, Halifax, are starting a branch of their business in Sydney.

Henry Taylor's grocery store, Belleville, was burglarized to the extent of about $15, on the night of November 23.

R. B. Inglis, formerly of Murray, Inglis & Blair, Edmonton, has opened a store in the Cameron building, in that city.

The Fruit Growers' Association of Prince Edward Island will hold its annual meeting and winter fruit show in Charlottetown, on December 10 and 11.

J. Chartier's grocery store at 120 St. Denis Street, Montreal, was entered by thieves on November 8. A case of brandy and some change from the till were stolen.

James Mitchell, a leading commission merchant and representative of the E. B. Eddy Company in Victoria, died in that city on November 5. He was 82 years of age.

The Walker store at Norwich has been much improved by recent alterations. A plate glass show window, a new floor and an improved arrangement of partitions have assisted in the renovation.

John Cotts, a well-known Toronto flour and feed merchant, who has conducted a store on Dundas street for the past 25 years, dropped dead on Nov. 12th. He was 63 years old, and is survived by a widow.

Andrew Graham, for many years with E. Brown & Company, grocers, Peterborough, has gone into business for himself at the corner of Aylmer and London Streets. He reports trade even better than he had anticipated.

C. W. Robson, a well-known commission merchant of Vancouver, died on November 5. He was formerly in the firm of Weeks & Robson, grocers and wine merchants, and had lived in Vancouver nearly 20 years.

Ernest Beech, who has been the Stratford agent for Douglas, Lacey & Company, Toronto, for some time past, left on November 1, for London, Ont., where he will enter the general store business with his father.

Adam B. Fraser, who for forty years was in the grocery business on Bleury Street, Montreal, died suddenly in that city. Mr. Fraser retired from business some years ago. He leaves a widow, but no family.

Wm. Wasson has disposed of the flour mill at Warsaw, Ont., which he has operated for the past three years, to Stewart Payne and George Taylor. Mr. Wasson will resume the general store business, taking over the store which has been conducted by Lyman Brothers. The latter will leave for Western Canada.

The town of Lindsay lost one of its most prominent citizens in the death of Patrick J. Hurley, which occurred on November 5. Mr. Hurley was fifty-four years old, and came to Lindsay in 1876. He conducted a large grocery, grain, and boot and shoe business, and was an ex-Alderman of the town, besides being prominent in various societies.

Jules Cloutier, a well-known grocer of Montcalm Ward, Quebec, dropped dead on November 2. Mr. Cloutier, who was 59 years of age, was apparently in perfect health, and had just returned home from business, when he fell to the floor and expired. At the last municipal elections he was an unsuccessful candidate for one of the seats in Montcalm Ward, and was well-known throughout the city.

PERSONAL MENTION.

W. R and F. W. Webster, of Sherbrooke, were in Montreal last week.

J. L. Barton, formerly of Finch, has opened a grocery in a new store in Stratford.

J. A. Campbell, Orangeville, grocers and flour and feed, suffered considerable loss by a fire next door to him.

Alderman R, Toy, baker and confectioner, Kingston, is talked of as a possible candidate for the mayoralty.

Ald. C .K. Barnsdale, of Stratford, one of that city's most progressive grocers, has announced himself a mayoralty candidate.

Mrs. Upham, mother of John Upham, traveler for the Dominion Tobacco Co., and mother-in-law of W. D. McRae, also a traveler for the Dominion, was found dead in her home in Brockville Monday of last week.

Geo. W. Prout, manager of the Dominion Produce Co., Winnipeg, returned to his desk last week after an enforced holiday of almost three months during which time he was wrestling with typhoid fever. Mr. Prout had a very severe illness and his friends are congratulating him on his safe recovery.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
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English Brawn
OR
Potted Head Cheese

A very Seasonable Dish and a Good Seller on the cooked meats counter. Put up by us in 5, 10 and 20-pound pails.

CLEAN, WHOLESOME and DELICIOUS

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Promptly upon Receipt of Order.

F. W. FEARMAN CO.,
HAMILTON LIMITED

The Strongest Argument in favor of our Corona Hams and Bacon is the continued increase in their sales.

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WE HAVE NO RETAIL STORES.

The Montreal Packing Co.
MONTREAL, P.Q.

It Is Quite True

that we are capable order-fillers when the goods wanted are

SAUSAGE, BOLOGNA, HAMS, BACON, BUTTER, LARD, EGGS, CHEESE.

Your making a test gives you the necessary proof.

THE WM. RYAN CO., Limited
70-72 Front St. East, TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The cheese market continues to be "quiet and uninteresting" as reported in our last issue. The principal country boards are all closed for the season and only the larger factories, able to obtain sufficient milk, are still open and making a few cheese.

This has been a most peculiar season for the cheese trade, the farmers have done fairly well, as they received extraordinary high prices for their product right through the season, but the Montreal merchants have had a hard time to make both ends meet.

On the other side, the farmers side, while they were receiving high prices for their product, the yield of milk has been far short of ordinary years, and it is very doubtful, whether even the farmers have done as well as what might be supposed from the ruling high prices of both cheese and butter during the past season.

Receipts in Montreal were last week 38,054 boxes of cheese and 5,975 packages of butter, against 28,169 boxes of cheese and 7,323 packages of butter for the same week of last year, or a total since May 1st of 2,315,116 boxes of cheese and 579,822 packages of butter, as compared with 2,273,553 boxes of cheese and 741,734 packages of butter for the coresponding period of last year.

The exports were last week 37,870 boxes of cheese and 235 packages of butter, against 42,933 boxes of cheese and 845 packages of butter for the same week of last year, or a total since May 1st of 2,202,496 boxes of cheese and 361,400 packages of butter, as compared with 2,119,920 boxes of cheese and 554,041 packages of butter for the corresponding period of last year.

Comparing receipts and exports, that is, taking the difference in both, we find that we have shipped 41,013 boxes of cheese in excess over the receipts and 30,729 packages of butter less, comparing receipts alone, we find that we received 41,563 boxes of cheese more and 161,912 packages of butter less than last year, these figures show an enormous decrease in the production of milk, and this is augmented to a very large extent when we consider that most of the stocks of cheese east of Toronto are this year held in Montreal and that interior and Western points have been kept short of butter, so that they had to purchase their supplies in Montreal.

Meanwhile the stocks of cheese, in British centres, are larger than last year, but in Canada the stocks are fully 200,000 boxes less, present prices here are about the same as a year ago and the probabilities are, that the situation is very safe and that prices will advance considerably before the new season opens next year.

The situation on butter is a peculiar one, a general opinion of unusually high prices to come seems to have gone all through the consuming classes, and large out-of-town orders, for almost the entire winter's trade, are coming in constantly, this has had the effect of advancing prices steadily. No doubt Montreal received the lion's share of butter right through the season, while outside consuming places were cut short in supplies, but now prices are at high water mark, cheese factories are shut down and butter packing continues with no export outlet, so that it seems there will be enough butter for the home consumption, especially as fresh dairy rolls are already coming forward and, as previously remarked, butter will be made as long as cows can be milked at a profit.

At the moment butter is scarce and there is a brisk demand at high prices, the same condition exists in the United States, and some dealers think that the United States will draw on us for some of our goods, but it is well not to be too sanguine in this respect, as it might lead to disappointments.

PROVISION SITUATION.

From the domestic point of view the market is in pretty good shape, demand continues very good for this season of the year, and so far no accumulation of stocks is evident. The prices of a number of products have advanced slightly. The exporter, however, has not the same rosy outlook. The old country market has been slightly fluctuating and is somewhat excited. Christmas is approaching. The quantity of Danish bacon coming forward is heavier; a good many hogs have been coming out in Canada, and last week prices were shoved up a little higher.

The feature of the moment is the advanced price being paid for live hogs. The price this week is $6.15 f.o.b. at country points, about 40c. higher than last week opened at. Again the farmer is getting the big end of it. He evidently did not relish the recent decline, and decided to withhold his hogs. Last week he succeeded so far, that the packers began to compete for hogs to keep things going, and prices began to climb. Deliveries were about an average, and this week they promise to be larger.

At the lowest prices ruling this fall, farmers can make a good profit on hogs, at the advanced, packers doing an export business, and that represents about four-fifths of the total output of hogs, have to figure on a loss. That is bad for the industry and ultimately must be bad for the agricultural end of the industry.

P. B. Ball, Canadian Commercial Agent, at Birmingham, writes:—

The following statement appears in a continental journal, and will no doubt be of interest to Canadians.

'Considering the high prices for bacon in the north of Europe, and the prospects of stiff higher prices or downright bacon famine during the forthcoming winter, it may be expedient to survey the prices and prospects of export from the different countries likely to be of any importance.

'South-eastern Europe, the original home of the pig, may be completely passed by, for since epidemics and want of food have decreased the number of pigs, and the German market has been closed, Hungary, Servia, Roumania and Russia no more, influence the world's price for bacon. Italy and France, which supply their own requirements of bacon at about two-thirds of the price in Germany, cannot be reckoned within the world's market either. Switzerland, Spain and Norway belong to the bacon importing countries. Sweden produces its own requirements, and is endeavoring to again become an exporter of bacon, which it has not been since the introduction of duty on maize and other articles of food for the pigs eleven years ago. There are in Europe only two countries which export pigs or bacon, and they are Ireland and Denmark. The former country exports every week 30,000 hogs to England, of which two-thirds are alive, and the rest in the shape of bacon. The export of Denmark to England likewise amounts to about 1,500,000 hogs annually in the shape of bacon. Ireland with a population of 4,000,000, exports two hogs for every five inhabitants; whilst Denmark with its 2,500,000 inhabitants, exports three hogs for every five inhabitants. At this rate, Germany, if adopting the same tariff and the same rational agriculture as Denmark, ought to be able to export 36,000,000 hogs annually.

'From where are the ever increasing requirements to be supplied. Outside Europe there is only North America to reckon with, as Mexico does not export bacon.

'In Canada, in the province of Ontario, 40,000 export hogs are killed every week. The other Canadian provinces have no importance for the world's market. Of these 40,000 hogs, some ten years ago, 32,000 went to England as bacon, but by and by Canada's home consumption of bacon steadily increased, whilst the production remained about stationary, and of the 40,000 hogs produced per week, only 15,000 to 18,000 are now exported to England, and the price is almost as high as in Denmark, viz., 37 marks per 50 kilograms live weight.

'If the Canadian population goes on increasing as has hitherto been the case Canada's export of bacon to England will cease in the course of a few years. There only remains then the United States, and it is that country that regulates the price of bacon on the world's market. In the course of time, and under the influence of the immense increase of population, things, however, are subject to such changes that there is every reason to believe that this apparently inexhaustible country within a measurable time will consume its own production of bacon. The large slaugh-

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

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Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.

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AGENT FOR THE DOMINION SALT AGENCY

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Wholesale Produce Merchants,

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BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
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Twines

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Hamilton and Winnipeg

ter houses west of Chicago, which as little as twelve years ago competed with Chicago on the eastern market, now send almost everything that is not used in the States around the Missouri to the western and southern states, whilst the east has more and more to fall back upon its own production. This state of affairs must likewise account for the fact that bacon prices in the United States, contrary to all expectation, have been slowly rising, and at the big slaughtering centre, pigs now cost 31.50 marks (one mark about one shilling) per 50 kilograms live weight, a price which has been reached but once before during a severe failure of crops. New places for export of bacon are Oklahoma, Arkansas and Wisconsin, but so far they have not made much progress. The maize growing states of Iowa, Illinois, Minnesota, Missouri, Kansas and Nebraska, are the only places in the world where an increase in the number of pigs raised takes place, and if it happened, through some cause or other, that the number of pigs produced in those parts was reduced by say, only 20 per cent, we could see prices which would make the producers jump for joy, whilst millions of people, to a greater or smaller extent would have to give up animal food.'

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS—The scarcity of compound lard is not so great as it has been recently, and as a consequence supplies of the pure article are also better. Smoked meats are selling but fairly well, while other lines are normal.

Lard, pure tierces		0 12½
" "	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood (10½)	0 12½ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
" "	5-lb. "	0 12½
" "	3-lb. "	0 12½
Lard, Boar's Head brand, tierces, per lb.		0 09½
" "	½-bbl., per lb.	0 09½
" "	tubs	0 09½
Cases, 20 3-lb. tins, per lb.		0 10½
" 12 5-lb. tins "		0 10½
" 6 10-lb. tins "		0 10½
20-lb. wood pails, each		2 00
20-lb. tin pails, each		1 90
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	$22 50	$23 00
American short cut clear	22 00	22 50
American fat back	23 00	23 50
Breakfast bacon, per lb.		0 15
Hams	0 14	0 15
Extra plate beef, per bbl.	12 50	13 00

BUTTER—Demand is good at prices quoted. Supplies are not coming forward rapidly and as a consequence stocks on spot are not by any means large. The market is firm.

Choicest creamery, salt, 56 lb. boxes	0 25½	0 26
" pound prints	0 26	0 26½
Medium creamery	0 23	0 24
Western dairy	0 20	0 22½

CHEESE—The market for cheese is quiet at present. There is a little trade passing but not very much. Export account is nil. Better local trade is anticipated in the near future.

Ontario, September make	0 13	0 13½
" late make	0 12½	0 13

EGGS—The market is active and good business is being done. Dealers find no difficulty in obtaining the prices which they are now asking, which speaks well for the demand prevailing. Very few new laid eggs are now coming forward.

Fresh selects, doz		0 27
Storage " "	0 24	0 26
Storage, No. 1, doz	0 20	0 22

POULTRY—There is fair trade passing in poultry at prices quoted. It is a little early yet for the really good trade to be in full swing, but nevertheless some good transactions have been made during the week.

Turkey, per lb	0 12	0 13
Chickens and fowls, per lb	0 07	0 10
Geese, per lb	0 09	0 10
Ducks, "	0 10	0 11

HONEY—Honey continues scarce and prices are firm.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat	0 09	0 10

TORONTO MARKETS.

PROVISIONS—The market is slightly firmer this week. This applies especially to lard, long clear roll bacon, and hams. In fresh meat, front and hind quarters are easier and street lots of hogs are higher.

Long clear bacon, per lb.	0 11½	0 11½
Smoked breakfast bacon, per lb.	0 15	0 16
Roll bacon, per lb.	0 11	0 12
Small hams, per lb.		0 15
Medium hams, per lb.		0 15
Large hams per lb.	0 13	0 14
Shoulder hams, per lb.	0 11½	0 12
Backs, plain, per lb.		0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl.	20 00	21 00
Short cut, per bbl.	22 00	23 00
Lard, tierces, per lb.	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 12½
" compounds, per lb.		0 09
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters		6 50
" front quarters	4 50	6 50
" choice carcases	6 00	7 00
" common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 10½
Hogs, street lots	8 25	8 65
Veal	0 07	0 10

BUTTER—The situation is practically unchanged from last week. Considerable feedy butter is coming in and it does not tend to increase consumption.

	Per lb.	
Creamery prints	0 26	0 28
" solids, fresh	0 24½	0 25
Dairy prints, choice	0 22	0 25
" rolls, choice	0 22	0 23
" tubs, choice	0 22	0 23
Baker's butter	0 19	0 20

EGGS—New laid are still about as scarce as hen's teeth. Fresh are a little firmer.

Eggs (strictly new laid)	0 28	0 30
" fresh	0 22½	0 23
" pickled		0 21
" splits		0 18

CHEESE—Prices are about unchanged.

	Per lb.	
Cheese, large	0 13½	0 13½
" " twins	0 13½	0 14

POULTRY—The market is improving, supplies are not so large and demand is

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REINDEER Condensed **MILK**

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PROVISIONS POULTRY
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ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

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BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs.
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

gradually picking up. Prices for live weight are about unchanged. Most dressed varieties are marked up a little, especially for choice stock.

Live Weight.		
Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08
Dressed weight.		
Old fowl	0 05	0 07
Ducks	0 08	0 10
Young chickens	0 09	0 10
Geese	0 08	0 09
Young turkey	0 13	0 14
Old turkey		0 11½

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

WINNIPEG MARKETS.

BUTTER—Creamery is advancing and quotations are now as follows:

Fancy fresh creamery, in 1 lb. bricks	0 31
Choice " " in 1-lb. bricks	0 26
Fancy creamery, solids, 56's, 28's, 14's	0 25

CHEESE—The price is advancing. We quote:

Manitoba, large	0 14½
" small	0 14½
Ontario	0 15

LARD—

Tierce basis, per lb.	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 17½
Bacon, " " "	0 22½
Backs, " " "	0 18½
Hams, light, 10 to 12 average	0 16½
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 for slicing	0 16
" heavy, skinned 2 to 30 for slicing	0 17
Picnic hams light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	17½
" " clear bellies 12 to 14	17
Clear backs, b bacon light	16
" b bacon 12 to 14	15½
Spiced rolls, long if in stock	0 17
" short	0 14
Dried beef ham, sets	0 12
Smoked hams boned and rolled, 2c. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 13½
" " " boneless backs	0 14½
Shoulders " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
" hocks, " "			0 05

EGGS—Storage eggs are selling to the trade at 25 cents per dozen.

ST. JOHN, N.B.

PROVISIONS—Pork continues high, barrel beef is scarce and firmly held. More Canadian pure lard is seen than for a long time, it was bought well below American prices. The American market is easier. Refined compound continues extremely scarce, smoked meats high, fresh beef rather dull, domestic freely offered. There has been quite a demand from the west for mutton, which holds market firm. Lamb unchanged, veal scarce, pork slightly easier.

Mess pork, per bbl	$23 00	$23 50
Clear pork, "	22 50	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05½	0 06½
Veal, "	0 07	0 08
Lamb, "	0 08½	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10	0 10½
" " pails	0 10½	0 10½

BUTTER—There seems fair supply. Western butter offered freely, which tends to rather low prices.

Creamery butter	0 25	0 28
Best dairy butter	0 23	0 25
Good dairy tubs	0 22	0 22½

EGGS—Full prices held and steady sale.

Eggs, strictly fresh	0 30	0 35
" fresh	0 22	0 23

CHEESE—Market is slightly easier, stocks not large, and firmer prices again expected.

Cheese, per lb.	0 14½ 0 15½

R. T. STEELE RETIRES FOR A TIME

R. T. Steele is about severing his temporary connection with the firm of Lucas, Steele & Bristol, Hamilton. What his future intentions are no one knows, but being well known to the retail trade it is likely his old friends will hear from him later on, Commodore Lucas, who retired from the firm some time ago and Mr. Steele will be missed by the trade with whom they were so long associated, and will be missed also by the office staff and travelers of Lucas, Steele & Bristol.

W. Austin Titley, St. Kitts, W.I., was a visitor to Toronto recently, calling upon the grocery jobbing trade. Mr. Titley is interested in the manufacture of West India Table delicacies, guava jellies, etc., and while here, arranged for the sale of his products.

Announcement to the Trade

The Fire at our York Street, Toronto, Warehouse, on the 28th inst., will not interfere in any way with our regular business, as we have complete stocks at our Montreal, London and Newmarket Warehouses, and at our Clarence St. Warehouse, Toronto.

Further, our Manufacturing facilities will not be affected, our Toronto Factories being located on Adelaide St.

UNITED FACTORIES, LIMITED

Temporary Office:—Nordheimer Building, TORONTO, Can.

SOAP TRUST WASHED AWAY

British Retail Grocers' Organization, Public Feeling and the Press too Strong for it—Situation in Canada.

The retail grocery trade of Great Britain has just come through the most exciting campaign in its history and won. A cable despatch this week states that the soap trust has disbanded and the victory of the grocery trade is temporary at least. The grocers did not have to fight single handed, the press and the public took a keen interest in the issue and got a good deal of pleasure and satisfaction out of belaboring the combine. The gang invaded the music halls and the quip that was a thrust at the trust brought down the house.

W. H. Lever, M.P., head of Lever Bros., was the author, finisher and master mind of the trust. The capital was £12,000,000. The first move was to coerce as far as the trust could the raw products. The next was to reduce the size of the ordinary bar from 16 oz. to 15 oz. That alarmed the retailers and aroused the public and press.

Probably every grocers association in Great Britain and their name is legion passed a resolution against the trust and calling upon the trade to handle only the goods of independent firms. The press of Great Britain as with one principle backed their appeals and the public fell into line. In some districts the trust's sales fell off almost entirely by their own admission. Then the trust put back the ounce of soap and followed it with the usual trust method of killing competition. They cut the price under cost and immediately the independents found themselves climbing a steep grade. But even reduced price did not prove oil, at any rate not sufficient, upon the stormy waters the trust was attempting to navigate.

Grocers' Journals' Review.

The Grocers' Journal of London commenting upon the situation early in the month said:

"It is gratifying to find that retail traders are sufficiently alive to their own interests to continue in active opposition to the working arrangement" which Messrs. Lever have organized in conjunction with several other soap magnates—an "arrangement" otherwise variously designated as an amalgamation, a combine, or a trust, and under either title quite at variance with the independent system of British trading which has long been the boast of the nation. Grocers, at any rate, seem generally of one mind on the subject, as is very clearly shown by the reports published elsewhere in this Journal of meetings held in various parts of the country; and it is perhaps scarcely necessary to add that these reports, condensed as they unavoidably are, could be supplemented, if space allowed, by many more. The point most fully brought out in the discussions at the grocers' meetings, and which should recommend itself to retailers everywhere, is that the recently reduced prices of the combine's soaps can only be regarded as a temporary concession, and grocers should be on their guard against playing into the hands of the associated manufacturers by following a lead which is not at all likefy to prove ultimately beneficial to them. Taken as a whole, however, the grocers certainly appear firm in their resolve to fight the Soap Combine by every legitimate means they possess, not only in their own behalf but also in that of their customers; and, as far as it is possible to gauge public opinion, they have the country at their back. Several minor victories have already been placed to the credit of the non-combine firms and their staunch supporters, but it must by no means be supposed that the end is yet in sight. Everyone interested should take part in the fight as if success depended entirely upon his or her efforts, and there should be no slackening of determination, for nothing less than the will of the people can withstand an amalgamation of money and influence such as is now in force in the soap industry of Great Britain."

The result as indicated by the recent cable will add zest to the Christmas festivities of the grocery trade throughout Great Britain.

Situation in Canada.

The recent advance in the price of Surprise and some other higher grade laundry soaps in Canada, is said to have been made necessary by the increased cost of raw material following the cornering methods of the English trust. Some have even ventured the opinion that the forces behind the English "working arrangement," were trying on the same thing here.

It is well known that the Sunlight Co. some time ago acquired the business of Pugsley, Dingman & Co. A few days ago a meeting of most of the prominent soap manufacturers was held in King Edward Hotel, Toronto, for the purpose of coming to an arrangement in regard to prices. Harmony did not reign from all accounts obtainable, and the soap situation in Canada may be interesting for some time to come.

BREAKING IN NEW SALESMEN.

For breaking in new salesmen a Cincinnati wholesale house recently originated a method that has since been adopted with great success by other houses. When a young man is sent out on the road he is allowed to pursue his way for about a week, when he is recalled by a laconic telegram: "Come back at once." When he reports he is taken into the general manager's private office, and there he is immediately taken to task, the general manager opening on him with a volley of questions that would make the ordinary man boil over with anger. The salesman is given a chance to recover his breath and start to explain why he has not done better, when he is interrupted with another volley of questions of a nature to arouse his ire.

If the young man loses his temper he is at once discharged, but if he takes it calmly without trying to get back at the "boss" and without stinging sarcasm or show of temper, he is informed that they have been trying him out to see how he would deal with an irritable customer, and he finishes out his trip and becomes a "regular" on the salesman force.—P. A. P.

A LITTLE DIPLOMACY.

I was in search of my first job and had been scanning the "Help Wanted" columns every day for a month before school closed, when at last I read the words: "Boy Wanted—Call at No.— Market Street, at 8.00 o'clock a.m., References."

I showed it to the Principal at school, who readily gave me a "To whom it may concern" reference, setting forth all my good qualities, and, armed with this, I presented myself at No. — Market Street at 7.30 a.m., when lo! to my dismay there stood twenty others ahead of me.

I took my position in the rapidly increasing line, however, and had waited fifteen minutes when a young man appeared to sweep the sidewalk. While watching him a plan occurred to me. Why not send my letter in ahead?

Calling the boy, I asked him if he would take my "references" in if I would finish sweeping the walk, to which he readily agreed. Upon his explaining matters to the "Chief" the latter immediately sent for me, "took me on trial" and dismissed the line of applicants.

I am still employed by the same firm, but as a salesman now, having given up my broom six years ago to another.—J. R. M.

It is proposed to give Capt. R. Bartlett, who has been north with Peary, a reception on his return. Capt. Bob is very popular with the boys.

C. P. Eagan, corner Duckworth and Prescott streets, has one of the most up-to-date grocery stores in the city. Mr. Eagan carries a fine stock of all grades of goods and does a very fine business.

Reports received in the city say that negotiations are well advanced for the starting of a new butter factory in this city.

F. J. Wood, Petrolea, has moved from his former location on the east side to a store which has been newly fitted up opposite the Hotel Iroquois. Mr. Wood has already found an improvement in business.

CEREALS AND CONFECTIONERY

Quiet Markets Everywhere—Free Deliveries of Western Oats Cause Decline of Prices for Oat Products East, But Business Continues Brisk.

Grain markets are inactive everywhere and the dull season is approaching.

Commenting on the record of the world's largest wheat crop raised this year and of the world's largest wheat visible supply Nov. 1, 1906, since 1900, Beerbohm says it may well be argued that all this has been discounted in the present low level of prices. It may also now be granted that, in view of the large continental demand for wheat and the probability that the Argentine crop will not equal last year's, the price of wheat ought to be a fairly safe one.

The U.S. Agricultural Department confirms the reported big shortage in the Russian crops, viz.: Wheat, 120 millions; rye, 146 millions; barley, 68 millions. The oats shortage is said to be about 200 millions, making a total deficit of about 534 million bushels. A liberal percentage of the late Russian exports, it is said, has gone to other ports in that country, and this failure to leave Russia finds confirmation in diminished total on passage.

Flour markets also are quiet and demand is not so brisk. Export demand is at a low ebb.

Fewer deliveries of western oats have caused a decline in oat products, but millers still report an active demand.

MONTREAL.

GRAIN—Oats is very firm, but outside of this fact, the situation is without feature. There is a good demand for corn, and some trade is being done in feed barley at prices quoted.

No. 4 barley, store	0 52½
Feed barley, store	0 52
No. 2 white oats "	0 42
No. 3 white oats "	0 41
No. 4 white oats "	0 40
No. 3 yellow corn "	0 86
No. 2 peas, basis 78 per cent. points	0 80

FLOUR—Prices are unchanged since last report. The volume of business being transacted continues large for local account, but export trade is finished.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—The feature of the market this week is the decline which has occurred in rolled oats. Trade is said to be fairly good, receipts being better than for some time.

Fine oatmeal, bags	2 30	2 40
Standard oatmeal, bags	2 30	2 40
Granulated " "	2 30	2 40
Gold dust cornmeal 98 lb bags		1 32
Rolled oats, 90-lb. bags		2 25
" 80-lb. bags		2 00
" bbls		1 80
Choice boiling peas	1 00	1 10

FEED—Feed continues exceedingly scarce. When a small lot is obtainable, dealers are hampered by the shortage of cars, and are consequently little better off in having a stock in another part of the country, when they are thus unable to get transportation.

Ontario bran	19 50	20 50
Ontario shorts	21 50	22 50
Manitoba shorts	50	22 50
" bran	19 00	20 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

HAY—There is very little that is new locally. It is still very hard to get deliveries, and this maintains prices.

The situation in the Old Country is practically unchanged since last report. Quotations from Liverpool read 78s. to 79s. c.i.f.

No. 1	12 50 13 00
" 2	11 50 12 00
Clover mixed	10 50

TORONTO.

GRAIN—The market is very quiet in all lines. Western wheat is off a cent, due to the sluggish demand here, because of the quiet flour market.

WANTED

Choice boiling Peas in two-bushel bags also, good malting Barley. Send samples with prices delivered Montreal.

STEVENS & MILLER,
126 Board of Trade, Montreal.

Mill Feed always wanted.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

GRANOLA

is the most nutritive breakfast food on the market. One pound of Granola exceeds in vigor two pounds of round steak.

Sold in one pound cartons at 15 cents.

Your customers want it. Get stocked.

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

MR. SUCCESS ═══ always goes in our shipments of

BARLEY

MEET HIM.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

High and Uniform Quality Reasonable Price

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT { FULL STOCKS BEST BRANDS } **SALT**

Verret, Stewart & Co., Ltd., Montreal

A TRIO WORTH TRYING

"Swiss Food"

On the market nearly 20 years. Enjoys enormous sales. Is pure and healthful. Yields big profits to grocers.

"Beaver Oats"

(Premiun 776)

Big package. Delightful eating. Easy selling. Premium includes Cups, Saucers and Plates—genuine china. Twenty 5-lb. pkgs. in case.

"McIntosh's Crown Brand Rolled Oats"

Best bulk flake oats to be had. Uppermost quality. Sold where shown. Reasonably priced.

Get in an order. It's ordering time.

P. McINTOSH & SON, Toronto, Canada

THIS IS THE BRAND THAT SIGNIFIES THE BEST BREAD FLOUR IN THE WORLD.

Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion.

PURITY FLOUR

is the perfect standard of Patent Flour for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense

It Isn't Common Sense

for a grocer to risk the reputation of his otherwise first-class store by handling a poor flour simply because it's ground in a mill near home. Why shouldn't you be as particular about your flour as about your canned goods?

We absolutely guarantee

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL

Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

(F.o.b. Georgian Bay points.

No. 1 hard			0 82½
Manitoba wheat, Northern	No. 1		0 81
" " "	No. 2		0 78
" " "	No. 3, nominal		0 76½
Red,	" per bushel.	78 per cent. points	0 70 0 71
White,	" "	" "	0 71 0 71½
Mixed,	" "	" "	0 70 0 71
Spring, nominal	"	"	
Goose,	"		0 65
Barley, No. 1,	"		
" No. 2,	"		0 51 0 52
" No. 3x,	"		0 48 0 49
" No. 3,	"		0 45
Oats, white	"		0 36½
" mixed	"		0 35½

FLOUR—Business begins to feel the Christmas dullness. Prices are unchanged. Export demand is light at unchanged prices.

Pure Manitoba wheat, per bbl in sacks	4 00 4 50
85 per cent. Manitoba patents, per bbl	3 90 4 00
Straight roller " "	3 40 3 70
Blended	3 80 3 90

CEREALS—Oat products dropped 5c. a hundred last week, owing it is said to free deliveries of western oats.

Rolled wheat in boxes, 100 lbs	nominal 2 25
" " 50 lbs	" 1 25½
Rolled oats, carlots, per bbl., in bags	" 4 15
" " " in wood	" 4 40
" " for broken lots in wood	" 4 65
" " broken lots in bags	" 4 40
Oatmeal, standard and granulated, carlots, on track, per bbl	" 4 70
" " " in bags	" 4 45

TRAVELLERS' NOMINATIONS.

Proposed Officers for Next Year—Ballot, December 27.

The Commercial Travellers' Association of Canada, met in St. George's Hall, Toronto, and nominated these officers for the ensuing year.

President, Mr. Lewis A. Howard, elected by acclamation; First Vice-President, Mr. George West, elected by acclamation; Second Vice-President, Mr. R. Gemmell, elected by acclamation; Treasurer, Messrs. E. Fielding and John H. Kenny, one to be elected.

Directors for Toronto Board.—Messrs. J. P. Balfour, William Boone, James G. Cane, W. A. Cockburn, W. M. Fielding, J. M. Fairfield, P. M. Goff, J. H. Lumbers, W. J. Micks, George W. Moore, Donald Morrison, James McLaughlin, A. C. Rogers, S. M. Sterling, C. J. Tuthill, J. H. Wildfong. Nine to be elected.

Hamilton Board. — First Vice-President, Mr. John H. Herring, elected by acclamation; Second Vice-President, Messrs. E. J. Fenwick, and R. M. Stuart, one to be elected; Directors for Hamilton Board, Messrs. George G. Austin, W. H. Dean, Arthur F. Hatch, E. E. W. Moore, George A. Matheson, George M. McGregor, P. H. Sommerville, J. Stoneman, J. R. Stewart, H. G. Wright, six to be elected.

Guelph Board. — Vice-President, Mr. C. Auld, elected by acclamation; Director, for Guelph Board.—Messrs. F. C. Burn, A. Hill, Adam Taylor, one to be elected.

Montreal Board.—Vice-President, Mr. S. O. Shorey, elected by acclamation; Director for Montreal Board, Messrs. D. Adair, Wm. Caldwell, Wm. Creighton, one to be elected.

Berlin Board. — Director, Messrs. Henry Brown, Fred. Doering, A. Foster, J. Knauff, W. J. Moody, one to be elected.

Brantford Board.—Directors, Messrs. J. S. Hamilton, D. J. Waterous, elected by acclamation.

Kingston Board. — Directors, Messrs. W. H. Graham, W. S. R. Murch, elected by acclamation.

Winnipeg Board.—Vice-President, Mr. Hyman Miller; Directors, Mr. W. M. Jackman, elected by acclamation.

Vancouver Board.—Directors, Mr. M. Moore, elected by acclamation.

The following members were named as a committee to act in conjunction with the Board of Directors to arrange an entertainment for Thursday evening, December 27; H. Bedlington, W. J. Hopwood, W. Madill, J. McLaughlin, J. H. Butler, J. H. Wildfong, John Gibson, W. J. Solomon, John Everett.

The annual meeting of the Association will be held on December 27, in St. George's Hall, when the ballot will be declared.

LEWIS A. HOWARD.

TRAVELLERS' NEW PRESIDENT.

Lewis A. Howard, Elected by Acclamation—Admirer of Sports.

Lewis A. Howard, President elect of the Commercial Travellers' Association, was born in Toronto, March 22, 1870. He is the son of the late R. H. Howard, one of Toronto's prominent wine and spirit merchants. Mr. Howard's father also was one of the oldest travellers on the road before even the days of railroading.

Mr. Howard was elected to the Board of Directors of the C.T.A., in 1897, since which time he has occupied the position of 2nd Vice-President for two years, and then last year, 1st Vice-President. Mr. Howard, for nine years, covered Ontario, from Toronto East as far as Kingston, until 1891, when he took up the Western Ontario ground, as far as Windsor, until 1895, when at the death of his father, he took up with his brother the management of the business in Toronto. Besides being recognized as one of Toronto's prominent business men, Mr. Howard is the youngest occupant of the President's Chair of the C.T.A., and may be correctly styled a genuine and thorough-going traveller, he having gone on the road at the age of 18 years.

Mr. Howard is a great admirer and supporter of athletics, he having been President of the Toronto Lacrosse Club, Vice-President of the Toronto Football Club, as well as past President of the Sons of England, and an active member of the Albany, Victoria and Granite Clubs, Royal Canadian Yacht Club, Canada Bowling Club and Ontario Jockey Club. In Masonic circles, Mr. Howard has also been recognized as an active member.

PERSONAL MENTION.

J. G. Watson, Ayr, has been confined to his bed for a week with illness.

J. H. Hasenflug, Teeswater, was in Toronto last week purchasing for his Christmas trade.

J. A. Laycock, Meaford, has been under the weather for a time but is able to be back at the store again.

W. Georgeson, of Codville-Georgeson Co., Limited, Winnipeg, was a visitor to Toronto during the past week.

Archdale Wilson, of Hamilton, and his wife and daughter have gone to the West Indies to spend the winter.

S. M. Macfarlane, of Campbell's Bay, Que., was in Montreal last week.

Joseph Cote, of Quebec, was in Montreal recently.

Frank Oberle, general merchant, Formosa, made a single shipment of three tons of dried apples to Germany recently.

Capt. Wallace, Woodbridge, was in Toronto Friday. He is interested in the Cobalt.

J. A. Stephenson, Arthur, is well pleased with business to the present this season and is prepared for a big Chrismas trade.

Newton A. Hill, of L. Chaput, Fils & Cie, Montreal, was in Toronto last week on his way home from his trip to the Pacific Coast.

Levi Elsley, Nassagaweya, has returned from his annual shooting trip in the north country. He brought back all the law allowed.

T. H. Ellis of T. H. Ellis & Co., Mount Forest, says business with them is very good. In confirmation thereof is his usual genial smile.

J. M. Courtenay, Tottenham, has built up a fine trade since he bought out Geo. Gordon a year ago. He carries an extensive stock and is looking for big business this winter.

John T. Logan, representing William H.Dunn,Montreal, is in Toronto this week introducing Cailler's Genuine Swiss Milk Chocolate. Mr. Logan is most enthusiastic as to the reception he received from the jobbing and retail trade.

The Best Milk Chocolate

is here at last and it's name is

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

This Chocolate is made in the famous Gruyere Valley, Switzerland—The finest selected Cocoa beans only used and with the rich cream of Gruyere. CAILLER'S Genuine Swiss Milk Chocolate is absolutely perfect—A treat for your customers—A profit for you—

—Find out particulars by
—writing us—or ask your Jobber—

Sole Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You can readily be convinced that

Chocolate

"MADE IN CANADA" is the equal of the most highly vaunted imported brands by buying

MOTT'S

"Diamond" and "Elite" brands

There *is* nothing better.

Order from your jobber.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Nothing Like Trying—Begin This Day

Bulk Mince Meat has had its day. Now for Condensed Mince Meat. You've been selling the bulk. Now try

Nicholson's

It's condensed. It's pure. It's best.

The sound of Business:

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

CANADA FLAKES

Must appeal to every conscientious grocer through its superior qualities.

1. The purest and best made food
2. Crispiest, because properly toasted
3. Maple flavored
4. All-Canadian
5. Largest packages

Give your customers the benefit of the excellence of Canada Flakes, and thus secure for yourself the ample remuneration. provided.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

WEBB'S

CHOCOLATES

High-class goods for High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

TRADE NOTES.

Mrs. J. Doran has opened a grocery on Market Square, Guelph.

An Alaska-Yukon-Pacific Exposition will be held in Seattle in 1909.

M. Johns, College street, Toronto, has removed to Broadview avenue in that city.

M. J. Bourcier has bought out the business of R. Lang & Co., Chataguay Basin, P.Q.

J. Sadlier, Wiarton, has removed to Dundas, where he purchased the business of C. H. Durrant.

The manufacturers of Cox's Gelatine have put on the market boxes containing twelve dozen each, which will, it is thought, be an inducement for grocers not now handling it to give this article a trial.

W. S. Newman, Castleton, has bought the stock of J. H. Drinkwater, who failed recently.

Wilson Colwell has purchased the grocery and confectionery business of G. B. Wray, Beaton. Mr. Colwell was editor of the Beaton World. Mr. Wray intends going on the road.

C. S. Morrow, has left the Montreal management of the Quaker Oats Company to open a branch at 48 1-2 Front street east, Toronto. He is succeeded in Montreal by W. G. Cochrane.

Geo. Parker, grocer, Woodstock, has purchased the business of O. White, of the same town and will conduct it as a branch store. Mr. White is going to Hamilton to start business there.

J. N. James has bought out T. H. Gothard, of Trenton. Mr. James was formerly foreman in Gilmour's door factory. Mr. Gothard contemplates going west.

Bruce & Sanderson, grocers, Parliament street, Toronto, have moved across the street. They had a fine store; now they have a better one, two stores made into one with a handsome new front and entirely refitted.

Leonard Bros., Montreal, report the arrival of several carloads of fresh frozen fish for the Advent trade including sea herring, smelts, mackerel, salmon and halibut, as well as haddock and cod.

A. O. Fiset, 15 Gosford street, Montreal, is giving away a very neat little leather purse, advertising "Gabriel Dubois" cognac, and "Campbells are Comin," Scotch. The little articles are quite attractive and useful.

L. Chaput, Fils & Cie., Montreal, have been appointed sole Canadian agents for Libertyville Crystal Spring Water, which is put up in Illinois. They have already placed three or four carloads in Montreal, Ottawa and other points.

Walter Paul, the progressive St. Catherine street grocer, in Montreal is preparing for the Christmas trade. He has put in two large new silent salesmen, and some new registers for heating purposes. His staff of clerks has been increased also.

One afternoon last week the lights in one of the principal districts of the city went out, and that portion of Montreal was left in darkness for nearly an hour, during which time the grocers reaped a harvest in candles. One man sold twelve pounds to a lady who was

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

When you buy

UPTON'S
Jams
Jellies and
Orange
Marmalade

You buy something that is easy to sell again.

The consumer appreciates the quality of

UPTON'S GOODS

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

Sixty Years of Popularity

COX'S GELATINE should be used in every Canadian household, because

(1). It is STRONG.
(2). It is CLEAR.
(3). It is PURE.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the world

Holbrooks Limited

Canadian Branch:
28 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

preparing for the next night also, in case light was not forthcoming. She came back the next day to return the greater number of the candles bought —and the grocer took them back.

Frank Hutton, formerly manager of the Table Supply Co., grocers, Windsor, Ont., has purchased the grocery business of G. B. Lodge of that city. Mr. Hutton is a thorough grocer and it is safe to promise he will conduct a business up-to-date in every respect.

Arthur P. Tippet & Co., Montreal, are offering a new article, known as Fish Cheese, or Concentrated Fresh Cod Fish. It is prepared from Newfoundland Cod fish, being packed in tins to retail at 18c. Cases are sold to the grocer at $7 and contain four dozen tins.

Cooper & Johnston, the seed firm, Montreal, has opened a fine, new store at 338 St. James street. The company of which Mr. Cooper is sole proprietor, will now be able to transact considerable retail trade as well as carry on their regular wholesale business.

Mr. Grierson, of the Wee MacGreegor Company, Toronto, was in Montreal this week. It is the intention of this company to establish a retail store in Montreal, where will be sold Skipper sardines and other goods of the company without interfering with the wholesalers.

N. O'Connor has purchased the retail grocery business of the W. R. McRae estate, of Kingston. Upon the death of Mr. McRae, three years ago, the wholesale department of the business was discontinued and Mr. O'Connor has remained the very efficient manager of the retail store. Mr. O'Connor is one of the most thorough, energetic and progressive grocers in Ontario. One of his specialties is window dressing and his windows are always very attractive.

Arhur B. Ragg, of Ragg Bros. & Co., Liverpool, is now on his third trip to Canada in five years. He is looking to increase his trade in Canadian hog products. His firm has a fine connection with the buyers of dairy products and provisions in the north of England. Mr. Ragg is much impressed of Canada's rapid growth.

LABEL YOUR PARCELS.

Our attention has been directed recently to the carelessness of retailers in sending back goods to the jobbers. In many cases parcels come in without any indication whatever about them as to who has sent them. Of course, this is the retailer's loss. How can the jobber give credit, when he does not know to whom to give it? It is not to be expected that he will go to the expense of finding out the party sending back the goods, if he has a better way of spending his time and money.

Therefore, dealers are advised for their own good to label their parcels carefully, being always sure to state by whom they are sent. It is also as well to send a letter at the same time, giving particulars about the forwarding of the parcel and a list of its contents.

THE TRAVELERS DEER HUNT.

The party of Commercial Nimrods who haunted the wilds of Gooderham lately returned safely, despite the fact that telegraphic appeal had to be made for funds to bring them home. They are home and brought splendid specimens of venison with them, sufficient for themselves and their friends, among the latter of which the Grocer was thankfully remembered. The venison steak was appreciated particularly as it was accompanied by a jar of MacLaren's Imperial Cheese. Thanks Jack!

LOOK YOURSELF SQUARE IN THE FACE

and see if your Soda Biscuit business is what it ought to be

Turn to

and see relief from stagnation "no-sale" fever

3 - lb. CARDS OR TINS

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

CHIEFS OF TRAVELLERS' BENEFIT

James S. N. Dougall, President, and James Robinson, Vice-President, Both of Montreal—Busy Men Who Have Time for a Good Work.

Fifty-three years ago was born in Montreal, Jas. S. N. Dougall, who has spent all of that time in his native city, during the latter twenty-five years doing much to help in making Canada a country as to command a place among the nations of the world, for Mr. Dougall is one of the most public spirited men in Montreal has the fortune to possess within her limits.

He was only 16 years of age when he entered the business field in which he has attained such success. Entering the employ of McArthur, Corneille & Co., he spent nearly twenty-five years in the paint, varnish and color business, being for ten years of this time junior partner of the firm.

The firm of McCaskill, Dougall & Company was started in 1892 as a varnish manufacturing concern, and Mr. Dougall has now, for several years, been senior partner of this firm.

JAMES S. N. DOUGALL, Montreal.

In 1887 Mr. Dougall was first connected with the Board of Trade, and since that time he has been one of the Board's most valued members. He was for three years the treasurer of the Dominion Commercial Traveler's Association, and but recently was re-elected President of the Dominion Commercial Travelers' Mutual Benefit Society.

Socially he is known by many. A life member of the M.A.A.A., and a member of the Canadian Railway Club, he also belongs to the Montreal Business Men's League, and the Royal St. Lawrence Yatch Club. He is also an enthusiastic member of the Canadian Manufacturers' Association, being this year chairman of the Montreal branch.

James Robinson the Vice-President.

The Vice-President of the Dominion Commercial Travelers' Mutual Benefit Society is one of the busiest men in Montreal. He has large and varied interests to take up his time, yet he finds in the course of his daily duties time to give some thought to good work for others. His efforts are evidently appreciated since he was re-elected to the post he now holds.

It was in 1856 that Mr. Robinson first saw the light of day, and, as he himself expresses it, he was "born very young." At the age of fifteen he obtained a position with the old firm of Ames Millard & Company, which used to have premises on St. Peter St., but which is now the Ames Holden Company, Victoria Square. Here he remained nine years, learning much that has stood in him in good staid later in life.

His first trip with the grip was made in the interests of the late Hon. G. Bresse, of Quebec, the shoe manufacturer. For the past twenty-six years has been traveling more or less all the time although his work has kept him in the city pretty well during the past five years. It was in 1886 that he started for himself handling shoes in a small way. Later he organized the Maple Leaf Rubber Company which has been in existence twelve years, during the whole of which time Mr. Robinson has been president of the concern. He is also president of the Durham Rubber Company, the Minudie Coal Company, of Nova Scotia; the General Explosives Company of Dover, N.J., and is interested in several other corporations.

Mr. Robinson was for two years president of the Montreal Board of Trade, and served one term as vice-president, being elected by acclamation on the three occasions. A member of the Dominion Commercial Travelers' Association, he has always taken a keen interest in the welfare of the men with the grip. He is at present vice-president of the Association as well as of the Benefit Society.

In February last he was elected to represent St. Lawrence Ward in the City Council and has a seat on the Finance Committee where his wide experience in commercial affairs is at the disposal of his fellow citizens.

Vice-President James Robinson.

LOBSTER SITUATION.

Montreal Canner's Views, After a Visit to the Atlantic Coast.

J. W. Windsor, Montreal, packer of canned goods, has returned from an extended trip to the Maritime Provinces, and in an interview with the Canadian Grocer spoke interestingly about the fish situation in Eastern Canada.

"Lobsters," said he, "are practically unobtainable. In all the fiishing districts this season, there has been much rough weather, and the catch of fish is much below the average. The lobster catch is fully one-third below what it was last year. Codfish and mackeral are also scarce. On the other hand, demand for lobsters especially, has grown, both at home and abroad, the foreign markets being very active, so that we are in a quandry at present. As you may know, the Magdalen fishing district was granted a month's extension, and this may have helped the situation as far as they were concerned, but not much. The usual lobster season is from April 20, to July 11, but the Magdalen fishers were allowed to keep on fishing an extra month. Those who had not contracted for the disposal of their catch made good money on what they caught during this extra period.

"The packers have not any stocks on hand to my knowledge, while none of the large jobbers have anything worth speaking of in store. Some of the wholesale grocers may have some stock which will carry them through the winter, or part of it, and they are fortunate. Lobsters are advanced in price, as is known. If any high-class goods were to be obtained as much as $3 a case above last year's price might be secured. Other lines have advanced proportionately. The packers have thought with each succeeding year, that they had seen the highest price which would be paid for lobsters, but with each year comes higher figures, so that now no one ventures to say that we have seen lobsters as high as they will ever be.

"Yes, the rough weather seems to be the only means to account for the shortage, not only in lobsters, but also in mackeral and cod fish. In the opinion of some this may have been an off year, such as has been experienced in British Columbia with salmon, but this view does not appeal to me, since last spring, for instance, there was not a great deal of rough weather, yet the catch was very small. Speaking of the prices advancing, it is a noticeable fact that raw material, such as tin plate, solder, boxes and the like, have been advanced considerable, which is another factor in increasing the prices of all canned goods."

Special Xmas Price List

Issued this week. Close prices on the following:

Dates	Almeria Grapes
Figs	Cranberries
Nuts	Etc.

FULL LINES. NEW GOODS

California Washington Navels
Florida Oranges
Mexican Oranges
Valencia Oranges
California Celery
Messina Lemons
California Lemons
Holly and Holly Wreaths
Mistletoe
Bananas, etc.

Shall also be pleased to book your orders for shipment at your convenience.

Write for Price List

McWILLIAM Mc. AND E. EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Apples the Only Fresh Canadian Fruit Now on the Market—Changes in Prices —Bringing Potatoes From Michigan.

With Canadian pears and grapes off the market, apples are now the only Canadian fruit obtainable. Shipments of Northern California oranges have begun to arrive, and the fruit will command a good price. Almeria grapes are in good supply. Although cranberries are reported to be advancing in the Quebec market, Ontario prices show a slight decline.

Large potato crops in Michigan have induced Toronto dealers to look in that direction for supplies, but so far as is known only one car has yet arrived.

In the fish markets smoked haddies are still said to be scarce, while arrivals of new frozen herring are reported.

MONTREAL.

GREEN FRUITS.—Fair trade is passing in green fruits at present. Dealers are doing considerable business with grocers in local river ports, who are securing last lots before the close of navigation. Bananas are selling well. There was a scarcity the early part of the week, but supplies are now coming forward better. Prices have advanced, and dealers are now asking from $1.50 $2 according to quality. Cranberries are advancing also; as high as $10.50 is now asked. Almeria grapes bring all the way from $2.50 to $6 a barrel.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos		2 0
Cocoanuts, per bag of 100		4 25
Pineapples		4 50
Egg plant, doz		3 00
Apples, bbl	2 50	4 75
New lemons	3 75	4 00
Pears per box		3 25
Pears bbl	5 50	9 00
Mexican oranges, box		2 65
Jamaica oranges, per bbl		4 50
Jamaica oranges, per box		2 65
Florida oranges, box		4 00
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl		10 50
" Canadian, bbl		8 00
Florida grape fruit, box	4 00	4 50
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES.—There is not a great deal of activity in vegetables at present. Some business is passing, but not very much. Prices are now very high for cucumbers, lettuce and such lines, and it is only the high class trade that calls for such supplies. With certain classes of the trade there is considerable business being done for this reason.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Green peppers, per half bbl. basket		3 00
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate		3 25
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		1 00
Spinach, per bbl		2 00
Spinach, box		0 30
Cucumbers, per doz		1 25
Celery, per doz		0 50
Potatoes, per bag	0 75	0 85
Jersey sweet potatoes, basket		1 70
" barrel		3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets, bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		5 00
Green beans "		5 00
Mushrooms, lb		1 00
Horseradish, lb		0 15

FISH.—Advent, which begins December 3, is the feature of the fish situation. Dealers are making preparations for a record season's business, and expect to be kept busy right up to the end of the holidays. Supplies of haddock and cod are better this week, and lower prices prevail. New frozen herring, and a few other lines of frozen fish, are now on the market and commanding a fair share of trade. In smoked fish, haddies continue rather scarce, and high as regards price. Stocks of green cod are limited, and higher prices would not be a surprise. Arrivals of Labrador herring are now more plentiful, as are also the receipts of lake and sea trout in half barrels. In oysters, Malpeques are about finished, but small lots are being held, for which high prices are asked. For bulk oysters, which are arriving more freely, prices are firm.

Fresh haddock, express, per lb	0 04½
Halibut, " "	0 09
Sea trout, " "	0 12
Flounders, " "	0 09
Grass pike, " "	0 06½
Dore, per lb. " "	0 08½
Small whitefish " "	0 08
Market cod " "	0 04
Steak cod, " "	0 06
Mackerel, large, " "	0 11
B. C salmon " "	0 09
Smelts " "	0 10
Gaspe salmon, chilled, per lb	0 16
Herring, new, 100 lbs	1 90
Smoked fish—	
Kippered herring, per box	1 00
St. John bloaters, "	1 10
Haddies, in 15-lb boxes, per lb	0 09
Oysters—	
Standards bulk, per imp. gal	1 50
Selects, bulk, per gal.	1 70
Oyster pails, pints, per 100	1 25
" " quarts, "	1 50
Prepared fish—	
Boneless cod, 1 and 2-lb. bricks	0 06
" fish, 2-lb. bricks, per lb	0 05½
" fish, 25-lb. boxes, per lb	0 04½
Skinless cod, per case of 100 lbs	5 50
Salt and pickled fish—	
Labrador herring, per bbl	5 50
" " per half bbl	3 25
No 1 N.S. herring, bbls	5 00
" " half bbls	3 00
Labrabor salmon—	
" " in bbls	12 50
" " in ½ bbls	6 75
Mackerel, per pail	1 75
No. 1 green cod, in bbls, of 200 lbs	7 00
Small. " "	5 50
Large dry cod, 112 lb bundles	6 50
No. 1 salt eels, per lb	0 08
New turbot, bbls 200 lbs	10 00
Pickled lake trout, per half bbl	5 00
" sea trout "	5 25
" sardines " bbl	5 00
" " " half bbl	3 00

TORONTO.

FRUIT.—Lemons are slightly lower, while oranges are little altered. Navels are added to this week's last. Cranberries in barrel lots are somewhat lower. Canadian pears are no longer quoted.

Oranges, Jamaicas, per bbl		5 50
" " per box		2 75
" Florida, 126s-216s		3 25
" Mexican, 126s 216s	2 75	2 85
" Tangerines, half box		3 00
" navels, 96's, 300's	3 50	4 50
Grape fruit, 46's 80's	3 75	4 00
Lemons, Californias, boxes	5 50	5 75
" Messinas, 300's-360's	3 50	4 00
Limes, per crate		1 00
Pineapples, Florida, 30s and 24s	4 25	5 00
Apples, snows	1 50	3 00
" Spies	2 00	3 00
" Baldwins	1 75	2 00
" Greenings	1 75	2 50
" King's	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch	2 20	2 50

Grapes, Almeria, per barrel	5 50	6 75
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	10 00	12 00
" " crate	....	3 75

VEGETABLES.—New California Lima beans have arrived, and California celery is added to this week's quotations. Potatoes are unchanged. Peppers are very scarce, sales being as high as $1.00 per basket.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario	....	0 75
Sweet potatoes, per barrel, 10 pks.	2 25	2 50
" per basket	....	0 50
Extra fancy, double heads, per bbl.	....	3 50
Onions, Spanish, per large case	2 25	2 75
" " small case	1 00	1 25
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag	....	1 10
Cabbage, new Canadian, per bbl.	....	1 25
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 25	0 35
Lettuce, Boston, large, per doz. heads	....	1 25
Cucumbers, hot house, per doz	....	1 75
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	1 65	1 75
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches	....	0 25
Tomatoes, California, per crate	....	2 75
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 6, 7 and 8 doz.	....	4 75
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Spinach, per bushel	0 50	0 60
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40

FISH.—Several lines are lower this week. Fresh haddock and cod, medium herring, and frozen salmon and halibut are quoted at from 1 to 2 cents per pound less than last week, while ciscoes have dropped 10c. per basket. Finnan haddie is still very scarce on account of continued storms. Bloaters and frozen sea herring are added to this week's quotations.

Fresh halibut	0 13	0 15
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb.	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 10
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 10
" medium, per lb	....	0 04
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 09
Oysters, per gal	....	1 90
Labrador herring, per half bbl	....	3 00
" " bbl	....	5 50

Frozen.

Halibut, per lb	....	0 10
Sea herring, per lb	....	0 04½
Pink Salmon, per lb.	....	0 09
Red "	....	0 10
Fancy Manitoba white fish, per lb.	....	0 12

NOTES.

There are 43 apple warehouses in the Cornwallis Valley, N.S., with a capacity of about 325,000 barrels.

Fresh arrivals of new cured haddies are now being received daily by express by Leonard Bros., Montreal.

The F. T. James Co., Toronto, received the first carload of frozen sea herring of the season this week. The stock is exceptionally fine, and is packed in boxes containing 50 lbs. each.

Irwin Harris, fruit and commission merchant, 209 McGill St., Montreal, has assigned, with liabilities amounting to about $4,000, and assets understood to total up to a very small sum. Most of the large fruit firms are interested to a greater or less extent.

ORDERS FOR XMAS

Seems a little early to talk Xmas, but we are booking large orders ahead, and would like to have yours.

Our first car **CALIFORNIA NAVEL ORANGES** will arrive next week.

The first car **CALIFORNIA CELERY** for the season arrives to-day (Friday).

Florida Grape Fruit, PRESTON'S PACK, extra heavy fruit. Try a box.

A Car Late Howe LONG-KEEPING CRANBERRIES.

Our Special Xmas Price List
will be ready next week. Are you on our list?

WHITE & CO., Limited
Toronto and Hamilton

$'S IN EVERY BOX $'S

"St. Nicholas"
"Home Guard"
"Kicking"
"Puck"

B. L. O. E.
Best Lemons on Earth

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

We will be able to supply your wants for
ORANGES, LEMONS, CRANBERRIES, ALMERIA GRAPES, FIGS, NUTS, DATES, Etc.
either for prompt shipments or for your ***Christmas*** orders, and will make price right
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

NEW ARRIVALS

Sweet Sonora Oranges,
New Messina Lemons,
New Grenoble Walnuts and Almonds,
Comadre Figs, Finest Hallowee Dates

Send us your orders, **Quality and Price** will please you.

HUGH WALKER & SON GUELPH ONT.

DRIED FRUIT, I HANDLE SPECIALLY FINE LINES OF

CURRANTS, Cleaned and Otherwise, **VALENCIA RAISINS, SULTANAS, FIGS, and DATES**
Direct from my own houses in the countries of production. Goods packed under private brands if desired, according to buyer's wishes.

REPRESENTED BY—
Halifax, N.S., E. D. Adams
St. John, N.B., J. Hunter White
Montreal, D. Rattray & Sons
Toronto, P. L. Mason & Co.
Winnipeg, Jas. Carmon
Victoria, B.C., H. Donkin
Vancouver, C. E. Jarvis & Co.

TH. J. PSIMENOS,
4 Cullum St., E.C., LONDON, ENG

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

IN THE CORNWALLIS VALLEY.

Hillcrest Orchards Limited, Kentville, N.S., have issued a booklet of views that is a revelation of horticultural achievement in the Cornwallis valley. Fourteen full page illustrations, four half page and two double pages can but suggest the luxury of photo-engravure displayed in the brocure.

The orchards, comprising 14,000 trees, apples, plums, pears, peaches and apricots were planted by Ralph S. Eaton, president and manager of the company. The booklet describes the orchards fully and tells much that is interesting of fruit growing in Nova Scotia. On markets it says in part: "Not only London and Liverpool, but the smaller seaports of England as well as inland towns are asking for Nova Scotia fruit shipped direct to them. Scotland and Ireland are included in our markets and during the last few years Germany has been calling for our Gravensteins and some other varieties. Mexico has asked for and received shipments and this season fruit growers are being solicited for consignments from merchants in the British West Indies. Pessimists have occasionally talked over-production but the average price of Nova Scotia apples for the past five years has been as good or better than for any five years of our history. For those who take pains to grow good fruit the prospects are bright for the future. Our annual crops of about half a million barrels could be quadrupled without affecting materially the markets of the world."

TRAVELERS' DINNER.

E. D. Marceau, the President, will preside over the annual banquet of the Dominion Commercial Traveller's Association, which will take place at the Windsor Hotel, Montreal, on Dec. 20. Sir Wilfrid Laurier and the members of his Cabinet, as well as representatives of the Quebec Government, will be present, if it is possible to so arrange matters.

AN ATTRACTIVE CATALOGUE.

Sugars Limited, Montreal, 1906-07 catalogue is one of the most attractive catalogues for that line of business that has come under the notice of the Grocer. The cover is in four colors, and is of novel design. Sixteen pages of reading matter on excellent cream-colored paper, give facts and figures regarding the various lines manufactured by this company. The illustrations are numerous and quite in keeping with the generally neat appearance of the booklet.

BIG JUMP.

Archdale Wilson of Hamilton, the manufacturer of Wilson's Fly Pads informed the Grocer this week that his business had increased 45 per cent. last year and 50 per cent. this year.

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
RP ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

Apple Cider is N.G.

for selling purposes unless it is the Acme of Purity.

The same with Cider Vinegar

We have studied the manufacture of these products and claim to be experts

☞ Ask for our counsel

The Belleville Fruit and Vinegar Co., Ltd.

Belleville, Ont.

Cable Address; "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.

LOBSTER PACKERS
HALIFAX, N.S.

Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish

CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

PURITY

in Jams and Jellies is never a chance business with the honest and careful man. I know it is not a chance business with me. and therefore I know

"E.D.S." BRAND JAMS AND JELLIES ARE SURE.

Pure fruit, pure granulated sugar, preserved by experts—"E.D.S." Brand right enough.

Are you stocked? If not, write me or the below-mentioned:

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms, *Winona, Ont.*

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street, HAMILTON

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED

PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - - "ACADIA"
"ATLANTIC"-"BLUE NOSE"

BRANDS OF

Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

SHREDDED COD

gives the Grocer a good profit

Do You Handle it?

Try a few boxes of H. F. Co. Shredded Codfish. It is pure Cod and absolutely boneless. Directions for use on each package. Packed in attractive boxes of two dozen half-pound cartons

PUT UP BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

OUR ARGUMENT

is this—that we can give you better service and better satisfaction than any house in the **Fish** and **Oyster** trade. We have facilities others know nothing of, and are in absolute control of the best selling lines. Letter orders filled promptly.

The F. T. JAMES CO., LIMITED

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

FISH ADVENT OYSTERS

The Advent season begins December 3rd, and your customers will want Fish and Oysters.

We have the largest stock and best assortment in Canada.

FRESH	FROZEN	SALTED	SMOKED	PREPARED
Haddock	Sea Herring	Labrador	Haddies	Green Cod
Cod	Grass Pike	Herring	Bloaters	Skinless Cod
Flounders	Pickerel	Salmon	Kippers	Boneless Cod
Salmon	Halibut	Trout	Dried	Boneless Fish
Trout	Smelts	Mackerel	Herring	Dry Cod in Bundles

And all other kinds of fish in season.

Bulk Oysters : Standards and Selects by the gallon.

SEND YOUR ORDERS IN EARLY.

PRICE LISTS MAILED ON REQUEST. ALL ENQUIRIES ANSWERED PROMPTLY.

LEONARD BROS.,

WHOLESALE FISH DEALERS

20, 22, 24 and 26 Youville Square, Montreal

LONG DISTANCE TELEPHONES. P. O. BOX 639.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes PREFERABLE TO FRESH MILK. Can be purchased through any wholesale house.

St. Charles Condensing Co.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

Exporters of Fresh Frozen Smoked Salt Fish Etc.

Our Ocean Brand HADDIES, BLOATERS, KIPPERED HERRING, MILD-CURED SMOKED SALMON and KIPPERED MACKEREL **Cannot be Equalled**

Correspondence Solicited. HALIFAX, Nova Scotia

Attach Importance To What Is Important

Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

Mail a Postcard calling for particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

URTHER

enquiry is always desirable when you see the necessity for it.

You ought to know more about

T. & B.

You can know more about T. & B.

THEN KNOW MORE ABOUT T. & B.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

TOBACCOS AND CIGARS

Discovery and Perfecting of the Corn Cob Pipe—How a Tinker Made a Fortune—A Fortunate Traveller—Notes of the Trade.

The honor of inventing the corncob pipe, so far as can be traced, belongs to "Doc" Carr, of St. Charles County, Missouri. But the discovery which made the corncob an article of commercial value was made by Henry Tibbe, a German, who lived in Washington, a village 20 miles from St. Louis. Tibbe was an all-round tinker, and among his stock-in-trade was a small lathe. One day as he watched the laborious method of shaping and hollowing the corn cob as it was then done, by means of the ordinary jack-knife, the idea struck Tibbe that by utilizing his lathe he could do the work infinitely better and more rapidly. He carried out his plan, and soon he was turning out pipes by the thousand. Tibbe soon realized that "Doc" Carr's simple discovery did not make a complete pipe, or one which would be long-lived. It was then that he hit upon the plan of rendering the pipes less porous and inflamable by closing the pores with plaster of paris, and patented the perfected 'Missouri Meerschaum."

To obtain the best results, it was necessary to employ corn cobs having the largest possible amount of cob. After traveling through the Southern States, Tibbe finally located the grade of corn he sought, and entered into contracts with farmers to sow the seed which he obtained.

The stems of the pipes, made from reeds from the Mississippi and Arkansas swamps were easily procurable. They grew rank over thousands of acres of waste land.

For seventeen years Tibbe enjoyed a monoply in the manufacture of corncob pipes, and in that time the industry grew to such an extent that he and his associates netted substantial fortunes. With the expiration of the patent rights however, competition sprang up, which gradually increased until to-day there are five factories in the little town of Washington. Franklin County, Missouri, is now the chief centre of the corn-cob pipe industry, and the products of its factories are known all over the world.

IN FORTUNE'S SMILE.

R. Johnston, traveler for the Empire Tobacco Co., popularly known as "Bobs" on the road, will shortly confine his interest in tobacco to the smoking thereof. He recently made an incursion into the Cobalt and came out with $25,000 to his credit. His mother left him $10,000. Mr. Johnston it is stated, has decided to retire from the road at the end of the year.

TOBACCO LEAVES.

The Meyer-Thomas Co., Limited, have removed into their new factory at Granby, Que.

B. Wartiz, cigar manufacturer, London, assigned to Alf. Robinson, with liabilities of about $4,000.

Harris, Harkness & Co., manufacturers of "Van Horne" cigars, have moved to 29 St. Peter St., Montreal.

D. Granda, of the firm of F. & J. Granda, cigar manufacturers, Montreal, has left for a trip to Toronto and other Ontario points.

The female drummer is no longer a rarity. Even the cigar business has been invaded by the energetic woman traveler.

The Empire Tobacco Co., have recently installed a most modern system of waterworks and fire protection in their factories at Granby, Que.

F. Martinez, of M. Martinez & Co., Havana, Cuba, is in Montreal at present. He intends to remain in Canada for the winter, since there is nothing being done in Cuba. According to Mr. Martinez the tobacco crop is now quite cleaned up, and the tobacco dealers have not very much to engage their attention. It is for this reason that he decided to come to Canada for a short while. Ultimately his firm may establish a warehouse in Montreal.

AUTOMOBILE PRIZES FOR SALESMEN.

Forty-eight salesmen of the 492 in America representing the National Cash Register Company of Dayton, Ohio, are engaged in a competition for six Stoddard-Dayton automobiles, to be awarded by the firm on January 1. The race was open to the entire selling staff, but elimination trials were conducted in September and October.

The Stoddard-Dayton runabouts, which are to be the prizes, are beautiful, four-cylinder cars, distinctly high grade in every particular. They develop fifteen to eighteen horse-power and sell for $1,500 each.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN MUNICIPAL LIFE

No. 2

Cranbrook, B.C., is another Western Canada town that recognizes the value of a business administration by a business mayor and that has succeeded in inducing a leading business man to assume the responsibilities and undertake the arduous duties of the position. "The Canadian Grocer" has pleasure this week in presenting to its readers the portrait of G. T. Rogers, the first Mayor of the City of Cranbrook, B.C.

Mr. Rogers is a native of Glasgow, Scotland, as is Mr. Clinkskill, Mayor of Saskatoon, Sask., whose portrait appeared last week. Glasgow is known the world over as a model municipality and perhaps there is something in the political and intellectual atmosphere of the Scottish city which induces her sons to enter public life.

In 1888 Mr. Rogers came to Canada from his native Glasgow, and started in business in Elkhorn, Man. People in Ontario, Quebec and the Maritime Provinces do not realize it yet, but in the Prairie Provinces west of the Great Lakes people no longer talk of Manitoba as being part of "the West." So it is quite correct to say that in 1900 Mr. Rogers caught the western fever and decided to leave the quiet East to try his fortune in the West. The hustling little town of Cranbrook, B.C., looked good to him and he started in business there as a grocer and dealer in china and glass. A good business man is pretty sure to prosper in the West and this spring Mr. Rogers has enlarged the scope of his business to include boots, shoes, hosiery, mitts and gloves.

In October, 1905, Cranbrook was incorporated as a city, and it made a good start by electing Mr. Rogers, a business man, as its first Mayor. In January last he was returned without opposition.

There was much to be done by the new Mayor and his Council. Previous to October, 1905, if local improvements were not made by the Provincial Government or by the people themselves they were not made at all; usually they were neglected utterly. Sidewalks have been laid this year on all the principal streets, streets have been graded and there has necessarily been a large expenditure for local improvements. By-

MAYOR ROGERS, Cranbrook, B.C.

laws governing and regulating business houses and hotels have been enacted; curfew bell, health, laundry regulation and pound by-laws have been rigidly enforced. The consent of the ratepayers has been obtained for the sale of debentures to cover the cost of improvements and to provide for public buildings.

All the new western towns are providing for the future and large expenditures are necessary. In order to get value for their large expenditures they require business men in control of the administration; and Cranbrook is one of the fortunate towns having a business man as Mayor.

ITEMS OF INTEREST.

A. Durocher, Montreal, has returned from a short business trip to Ottawa.

G. H. Helson, Bloor Street, Toronto, is recovering from a siege of illness.

P. W. Taber, with William Galbraith & Son, is laid up with typhoid fever at his home in East Farnham.

Geo. E. King, Wingham, who has been laid up with sciatica is improving and able again to attend to business.

J. S. Ireland, Mount Forest, carries a fancy stock of groceries and is making preparation for a big Christmas trade.

John Duke has been appointed sales agent in Montreal for Shredded Wheat and other products of the Canadian Shredded Wheat Company.

H. J. Colwell, general merchant, of Arthur, goes extensively into the egg business. He has disposed of his entire storage-stock of eggs to a buyer for an English firm.

A. H. Rae, Wroxeter, has returned from a trip to the West. He had some idea of removing to the prairie country but has come back satisfied to persevere in Wroxeter.

J. Russell Murray, the West India broker in Montreal, has recovered sufficiently from the unfortunate accident which he sustained September 5th, to get down to his office for a few hours each day. This will be good news to his many friends who were shocked to learn of the accident, which nearly cost Mr. Murray his life.

J. N. Christie, of William Galbraith & Son, Montreal, whose illness was mentioned last week, is still in the hospital progressing slowly, and his medical advisers say that it will be some time before he will be able to resume his duties. In the meantime Mr. Galbraith, sr. is looking after his customers in the Upper Ottawa, and Mr. Laurendeau after his friends in Quebec and Levis.

SUCCESS

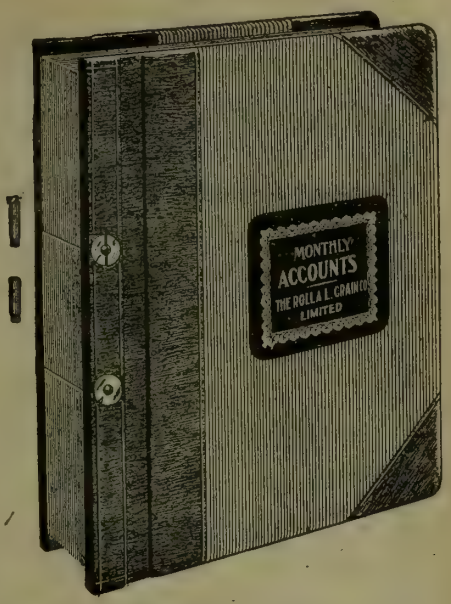
in the tobacco department of the grocery store is possible only when the tobaccos, particularly the cigars, are of the very highest quality and salable at popular prices. If you stock

HOGEN-MOGEN *FIVE CENT CIGARS* AND ROYAL SPORT *TEN CENT CIGARS*

then you stand every chance of building up a profitable trade in this department.
Write to us for particulars—we can help you.

The SHERBROOKE CIGAR CO.
SHERBROOKE, QUE.

The Crain Monthly Account System



$17.75 is the price we have always charged for this excellent system for the retail trade.

It Cannot Be Purchased Cheaper

that is in the 14 x 11 size. True, the Monthly Account System is being quoted cheaper. We can supply you with a complete outfit for **$14.75** in our 8½ x 11 size, but we do not recommend it as it is more expensive in the long run to the merchant, and it is not as easily handled. The sheet being short only accommodates one account, while with the 14 x 11 size you can have three accounts to the sheet.

When purchasing a Monthly Account outfit consider first the size of the sheet, then the cost of supplies. In the first cost of putting in a system a couple of dollars should not be considered. In an 8½ x 11 size one thousand sheets means one thousand billheads; in the 14 x 11 size, assorted one, two and three accounts to the sheet, you get from two to three thousand billheads. Write for us further information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office: 18 Toronto Street
Montreal Office: 74 Alliance Building
Winnipeg Office: 11 Nanton Blk., Main St.

GOOD WAGGONS ADVERTISE YOU

We make good waggons.
That is our specialty.
First-class materials used.
Work decidedly artistic.
Prices Particularly Right.

We can ship direct to you **now.** **Write!**

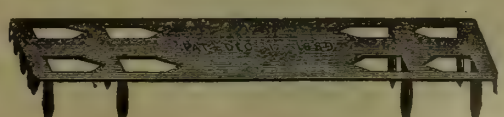
H. G. Abbott & Co. London, Ont.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

Warminton's Clutch Nails



For repairing and strengthening corners of boxes, etc. Also Strapping, Hoop Iron, Pail Hooks and Box Board Fasteners.

J. N. WARMINTON

207 St. James St., MONTREAL

Too Expensive For My Business!

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

■ ■ ■ ■ ■ ■

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

■ ■ ■ ■ ■ ■

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.

Pulverizing ½ lb. per minute.

Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

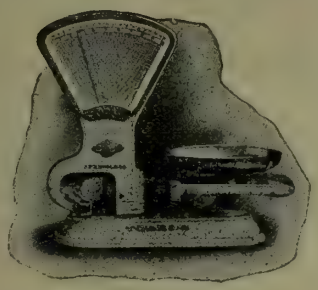
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

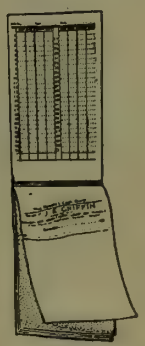
TORONTO MONTREAL

In the Limelight of Grocery Favor

our

Special Duplicating Counter Check Book

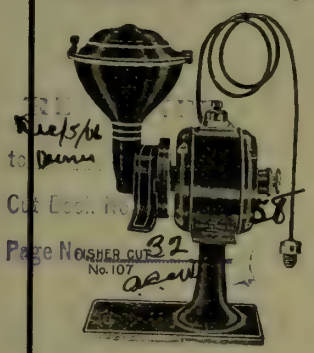
is the quicker means to the serving end. Avail yourself of its assistance.



The Carter-Crume Company, Limited

Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Fitted with ¼-H.P. Motor furnished for direct or alternating current and with metal or nickel hopper.

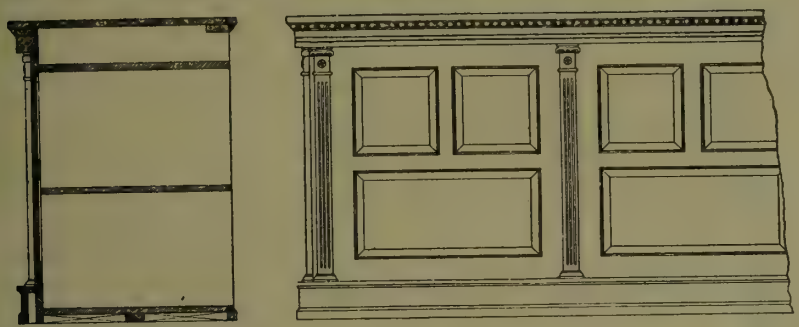
Granulates 2 pounds and pulverzes ½ pound per minute.

Makes neat, attractive store fixture. Saves time and labor—increases profits.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A SOLID OAK COUNTER



ATTRACTIVE—SUBSTANTIAL—SERVICEABLE

If desired the rear of this counter may be

Equipped with "WALKER BINS"

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representatives:

MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of $2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT

"Other things being equal, the merchant who has the most friends will make the most money."

Good goods make good friends.

Experience teaches the best values. Time is the best test.

For twenty two years "SURPRISE" Soap has been made as it is to-day, only better to-day through more scientific methods. It has more friends than ever. It's growing more wide spread year after year.

QUALITY is the key note of this success.

If you do not now sell **"SURPRISE" Soap**, we would like to prove it's value to you.

INSIST on **quality** in the soap you buy and sell.

THE ST. CROIX SOAP MFG. CO.,
ST. STEPHEN, N.B.

Branches—Montreal, Toronto, Winnipeg, Vancouver, West Indies.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 29, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.		$0 17
In 10-box lots or case		0 16
Reckitt's Square Blue, 12-lb. box		0 17
Reckitt's Square Blue, 5 box lots		0 16
Gillett's Mammoth, ¼ gross box		2 00
Nixey's "Cervus," in squares, per lb.		0 16
" " in bags, per gross		1 25
" in pepper boxes, according to size	0 02	0 10

Black Lead.

Reckitt's, per box $1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.
Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's $2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 34
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.	$ .90
1 " " 4 " "	....	2.40
½ " " 2 " "	....	4.75
¼ " " 1 " "	....	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½'s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5 lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	28c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.
Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powd

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 [illegible]
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 [illegible]
" " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 [illegible]
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

Behind Our Orders

Notwithstanding our immense facilities which have been increased this season (as indeed they have been almost every year for nearly fifty years) we are a little behind our orders. We are making every effort to increase our production to take care of increased business. It will pay you to share in the increased distribution by urging the sale of both **RISING SUN Stove Polish** in cakes and **SUN PASTE Stove Polish** in tins. Both goods afford you a good margin of profit. Push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

NOW READY TO RECEIVE GOODS.

FOR STORAGE FREE OR IN BOND

THE TERMINAL WAREHOUSE & CARTAGE COMPANY, LIMITED, are now ready to receive goods for Storage, Free or in Bond, in their new absolutely Fireproof Warehouse.

Canadian Canning Companies will increase their business by storing car load lots for sale to Montreal Merchants "Ex-Warehouse," or transhipment to East or West. We can always catch the "last boat."

Merchants and Manufacturers should keep a reserve of goods in a Modern Frost-proof Warehouse where Fire insurance is low, and where deterioration and damage by vermin is reduced to a minimum.

Write for Storage and Insurance rates to the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

(UNSWEETENED)

BORDEN'S BRANDS

"Eagle" brand Condensed Milk

"Peerless" brand Evaporated Cream

The recognized **Standards** in the markets of the world. Highest awards by the most famous experts.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
½-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins per doz.	$ 1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages pe box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb's. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

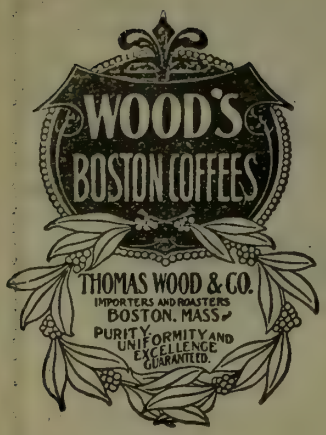
GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
S andard Soap (cake)	2 25	2 15

Crystal Soap Chips, per lb. 4½c.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross	$10 20
" black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20



The Door of Success—

Method is the hinge of business; upon that turns the door of success. Method is the forerunner of power and steady service year after year. Careful and progressive administration, perpetual watchfulness, absolute fidelity. Supreme in purity. Highest in quality. These are some of the features that combine to make

WOOD'S COFFEES

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

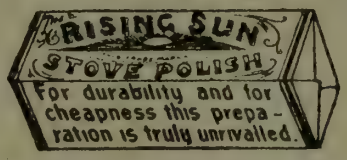
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	1 75
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	eta il
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

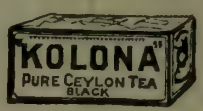
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½'s	0 20	0 30
" " 1 lbs. ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 7 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



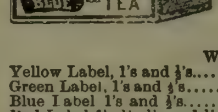
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

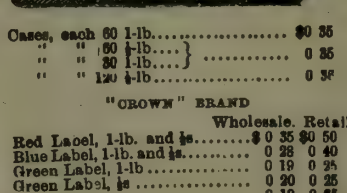
		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each	60 1-lb.	$0 35
" "	80 ½-lb.	0 35
" "	120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 31
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 3[illegible]
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s	$0 48
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" Rosebud, 7s	0 51
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" Old Fox, 12s	0 49
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
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" Universal, 13s.	0 47
" Dixie, 7s.	0 56

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Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

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EMD, pure distilled, highest quality	$0 32½
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" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 15

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Royal yeast, 3 doz. 5c. pkgs.	$1 10
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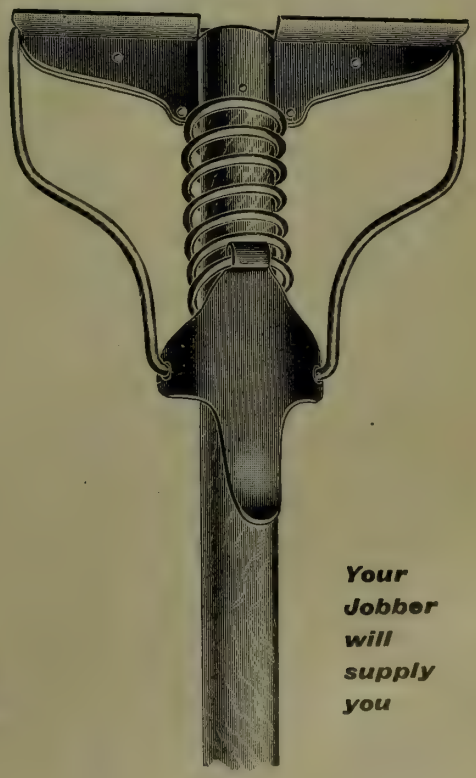

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Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 7, 1906. NO. 49.

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Also in Brls., ½-Brls Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

over all other corn syrups has made it the undisputed favorite of the housekeeper—

Remember to order and insist upon "Crown" brand.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 68

60% Profit for Mr. Grocer

Sell "Ivorine" Starch and swell your bank account. There is no use pegging away at unyielding starches. "Ivorine" pays you well and sells well.

Commence Now to Retail "Ivorine"

ALL JOBBERS

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

Standard Fish Specialities

You want the very best packed if you wish to give lasting satisfaction. The best are always the cheapest in the long run. We guarantee the brands below mentioned to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

QUALITY TELLS

"THISTLE"
Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the **CHEAPEST** but always **BEST**

"TYNE"
Herring in Tomato

The Choicest of **SCOTCH** that are packed.

This year's pack is specially fine.

NO OLD STOCK.

Codfish Cheese

In 1-lb. tins. Each tin contains the equivalent of 2 lbs. of the finest **Newfoundland** Codfish, packed while hard and fresh, and is without an equal.

One trial will convince you.

FOR SALE BY ALL FIRST-CLASS HOUSES

Arthur P. Tippet & Co., Agents

Montreal *Toronto*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

BEANS
White Beans -- All Grades
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

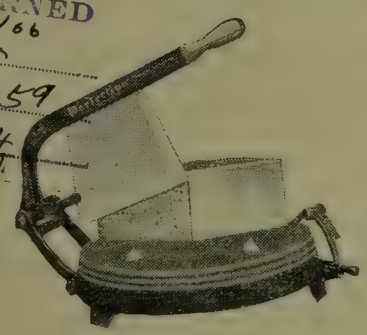
(*Continued on page 4.*)

A Universal Favorite

wherever shown is the

RETURNED
Dec/31/66
To Duncan
Cut Book No. 59
Page No. 14
Acct.

"Perfection" Computing Cheese Cutter



They pay for themselves in short order—

Without an equal in its line of competitors is

Cailler's Swiss Milk Chocolate

We have a full line of quick-selling specialties in stock. Just the thing for Christmas trade.

We can offer (subject to being in stock)——

Fresh Water Herrings, Trout and Whitefish

Genuine fall caught—quality guaranteed.
——Special quotations f. o. b. Midland——

Don't overlook us when buying Mince Meat

We can supply your wants, and can offer you something really very choice

"Peacock" Mince Meat—— 28-lb. pails only

The quality is especially fine while our quotations are exceptionally low.

If you have had trouble in securing a sufficient supply of

Round Oyster Pails—— Send us your order. Prompt shipment guaranteed.

We have these in stock—both pints and quarts.

The EBY, BLAIN CO., Limited WHOLESALE GROCERS TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills.
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO, LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

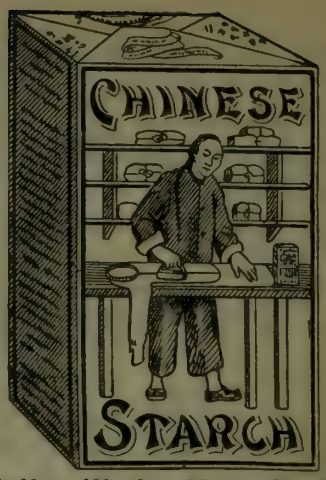
The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep ; 15 feet long.

THE MACLEAN PUBLISHING CO, Limited
10 FRONT ST. EAST, TORONTO

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross
London, Eng.

CANADIAN AGENTS:
MACLURE & LANGLEY Ltd.
154 Pearl St., Toronto
30 Hospital St., Montreal

TOMATO CATSUP **JAMS IN GLASS**

Be sure and stock your requirements before cold weather, as we cannot guarantee against freezing in transit.

Remember the *best brands: AYLMER, SIMCOE, MONARCH, TIGER, etc.,* Every package guaranteed quality.

CANADIAN CANNERS LIMITED

GOODS THAT SELL

must have selling qualities—they must be the best obtainable. That is why

DIAMOND Brand MAPLE SYRUP

and

TWIN BLOCK Brand MAPLE SUGAR

are lines which sell at sight. These two brands are known from coast to coast. Everybody knows they have stood the test—that's why they are asked for

Write for further information

SUGARS, LIMITED

MONTREAL

QUALITY

There is always a "something" lacking in substitute brands—a kind of a too pungent earthy flavorless taste (all pretty much alike), that's because they are only substitutes, and not the original "SALADA" ideas of Tea Quality.

If you don't know this, it is your business and advantage to find out by a "cup" draw alongside of any other Teas on sale.

The sale could not have reached the present enormous proportions without Superior Merit—Now, could it?

The handling of "SALADA" is as safe an investment as Government bonds, and much more profitable.

Black, Green or Mixed } **Sealed Lead Packets Only.**
Wholesale terms on enquiry,
"SALADA" Toronto - - Montreal

In 1852

the manufacture of

"GILLETT'S GOODS" began in a modest way. ¶ A reputation of over 50 years now stand back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞Merchants should recommend food-products that are produced in clean factories.

STERLING BRAND PICKLES and LYTLE'S MINCE MEAT

are two good sellers as the holiday trade comes along.

Buy from your jobber or direct from the manufacturer.

The T. A. LYTLE CO. Limited

TORONTO, CANADA

E. NICHOLSON

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D H BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION;
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, December 7, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980 600	"
Flax	55,660	" "	690, 184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

IT PAYS

to bring to the notice of your customers the superior merits of the Coffees you sell.

CHASE & SANBORN'S

High-Grade Brands have more good qualities than any others.

Chase & Sanborn,

The Importers, **Montreal**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

Malaga Fruit

BOXES and QUARTER-BOXES

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils, with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY

SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY - - Montreal

VINEGAR

PURE MALT

Unequalled for pickling or table use.

Supplied under contract to the British and Indian Governments.

VINEGAR

PURE MALT

A perfect product from a perfect plant.

Gives satisfaction wherever used.

Repeats always follow.

WHITE, COTTELL & CO., LONDON, ENG.

Sultana Raisins

We have some left for immediate shipment.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The Guarantee of Purity is Implied in the very name of

JAPAN TEA

Nature has provided the ideal soil for the cultivation of the tea plant in its highest state of perfection, the intelligent and thrifty people of Japan have added knowledge and experience in the preparation of the tea for the use of mankind.

Japan Teas are Pure.

BUY LEAD!

This is a good time to invest in lead. It's a sound proposition; no speculation; no risk. The stock's been on the market for 60 years, pays a good profit to you and gives your customer good value.

JAMES' DOME BLACK LEAD

The best Stove Polish in the world.

W. G. A. LAMBE & CO., Canadian Agents.

Mr. Busy Man

How much time do you devote each day to reading? It is true you are a busy man and have not time to read many publications. If you wish to be up-to-date you must read an up-to-date publication. It is to meet the requirements of busy men like yourself that **The Busy Man's Magazine** is being published.

It ransacks the hundreds of excellent publications you have not the time to read, many of which you never see and reproduces the timely articles every business man wants to read. You are thus furnished each month with 150 pages of the best literature procurable, every article of which will appear to have been written specially for you.

Sent to subscribers to Canadian Grocer for $1.50 a year.

THE

MacLEAN PUBLISHING COMPANY

LIMITED

TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents—W. B. BAYLEY & CO.

Cor. Church and Colborne Sts., Toronto.

VALENCIA RAISINS

That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

The Fresh Fruits are carefully selected Their delicious flavor appeals to everybody

You should have them in stock.

Agents

ROSE & LAFLAMME, - - MONTREAL

Do YOU Sell Coffee ?

RETURNED Dec/11/06 to Queen
Cut Cook No. 54
Page No. 37
B.O.W.

Have you any customers who buy most of their household necessities from you, but go **elsewhere** for their **Coffee?** Perhaps they think the other dealer has a better blend—be that as it may, it is the **other** dealer who makes the **profit** on the business. If you get your customers to try our White Swan blend **just once** you will soon notice the improvement in your Coffee trade. It is a Coffee for people who are **particular.** It **makes** trade and **keeps** it. Put up in one-pound handsomely embossed and decorated tins. The very package looks **high grade.**

TRY A SAMPLE CASE

The ROBERT GREIG CO., Limited
TORONTO

GREIG'S White Swan BRAND

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers
Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to
ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England
TRIAL ORDERS SOLICITED

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED
9 and 11 Francis Street, TORONTO, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade** - **Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Camp
Counsels.

The invigorating beverage, which everybody is talking about, is—

"Camp"
COFFEE

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships and in their palatial hotels — Chateau Frontenac and the rest.

It is a Soap selected by the best people everywhere, once it's known. **Your** customers will prefer it. It will pay you to always have it on hand.

The ROYAL CROWN Limited.
Winnipeg, Man.

W. H. Millman & Sons,
27 Front St. E., Toronto,
Ontario Agents

Wm. H. Dunn, 294-296
St. Paul St., Montreal,
Agents for Quebec and
Lower Provinces.

21

PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES and SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HAZARD, - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.
BICKLE & GREENING, - - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG MAN.
C. E. JARVIS, & Co., - - - - VANCOUVER, B.C.

Tartan BRAND

SIGN OF PURITY

Have you all the Fruit you want,
if not ring us up for

BARGAINS

IN

3 and 4 Crown Muscatels — **12 and 16 oz. Seeded Muscatels**

Sultanas — **Apricots** — **Peaches**

Dark Refined Sugar — **Demerara Crystal Sugar** — **Finest Table Figs**

Raw Sugar — **Malaga Table Fruit** — **New Nuts**

All kinds, cheap

Phone 596—free to buyers

BALFOUR, SMYE & CO., *Wholesale Grocers,* **HAMILTON**

IT'S GOOD BUSINESS

to sell the best line of goods you can get, even if the profit is smaller than on less satisfactory goods. But it is better business when you can sell the **finest article** at the largest profit. You can do that in the cocoa line and the brand is

SUCHARD'S COCOA

Many years of critical testing throughout Europe and in America have proved it to be unequalled in all-round satisfaction-giving qualities.

Your customers will find it the most delicious cocoa they ever tasted. You will find it the best selling cocoa you ever handled.

Write for quotations and we will show you where the **largest profit** comes in.

Canadian Depot:

Frank L. Benedict & Co., Montreal

Mitchell & Saunderson, Winnipeg, Man.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

FOR PROMPT SHIPMENT

New Shelled

Walnuts Almonds

NUTS—		***RAISINS***—
Almonds	**Figs**	**California**
Walnuts	**Dates**	**Malaga**
Filberts	**Prunes**	**Valencia**
Pecans	**Peels**	**Eleme**
Brazils	**Currants**	

WARREN BROS. & CO.
Limited

Wholesale Grocers

37 East Front St., Toronto

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

WE ARE WAITING

FOR YOU

to place your orders for cans for next season. Our factory is running full capacity.

150,000 ***CANS A DAY***

And you should get your orders in early to ensure prompt delivery the beginning of the season.

Don't wait for the New Year but write us to-day.

Acme Can Works
MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

THE BEST WAY TO SELL GOODS IS TO HAVE GOODS THAT ARE GOOD

"MELAGAMA"

MOTHER'S FAVORITE TEA

TAKES THE LEAD

We will also be pleased to quote prices on and submit samples of Bulk Teas. We carry a large stock and can suit your trade O.K. You will be surprised at our low figures. For prices on "Melagama" see back of this book.

MINTO BROS. - - Importers - - TORONTO

The Good Old Days
The Good Old Mince Meat

Haven't you often wished you could get English Quality Mince Meat in Canada?

In this case your wish has been father to our move — we are now located in Canada, are now making the

"17-year-high-reputation" Mince Meat in Canada

Put up in glass, gold-lined tins, tubs and wood pails. **Guaranteed Pure.** All our experts are the most up-to-date in the trade.

Wagstaffe, Limited
HAMILTON, ONT.

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 3

I systematized my buying and made division of customers who want reliable English Jams and Marmalades, reliable Canadian Jams and Marmalades, and those who want low-priced stuff.

I decided to centre my attention on these three.

In selecting my English line I thought it best to get some English evidence as to continuity of quality, purity of manufacture, etc.; so I wrote to a number of my friends in English retail houses.

(To be continued)

FRANK MAGOR & CO.
MONTREAL
Are Canadian Agents for
SOUTHWELL'S JAMS AND MARMALADES

Get Our Prices on

Raisins, Prunes, Candied Peels, Christmas Candies, Oranges, Lemons.

ADVENT

Buy your Fresh and Pickled Fish HERE

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

DON'T BELIEVE

People who tell you that it is just as easy for them to imitate our goods as it is to copy our ads. They are not in it.

THE CONDORS ARE NOT MATCHED AT THE PRICE

Condor Japan,		XX,	at 18c.	Condor Japan,		X,	at 27½c.
"	"	XXX,	" 19½c.	"	"	IV,	" 28½c.
"	"	XXXX,	" 21½c.	"	"	III,	" 35c.
"	"	V,	" 25c.	"	"	II,	" 37½c.

Condor I Japan, at ***42½c.***

COFFEES. Our business in them has tripled since we installed a gas roasting machine, and no wonder, as we turn out magnificent goods—selected choice berries, evenly roasted and perfectly blended. Try them and see.

MADAM HUOT'S COFFEE. The Gem 1-lb. Tins - 32c.
2-lb. " - 62c.

EMD Blend, heavy, rich liquor, at - - - - 35c.
Condor Blend, delicious - - - - - - 30c.
Old Crow Blend, flavory, satisfying - - - - 25c.

A Fancy Canister free and freight paid on 50-lb. trial orders.

TEAS JUST IN AND COMING IN THIS WEEK

Ex "KUNGA MARU"

80 H/c Japan Condor, V - - - - - - 25c.

Ex "MARVA"

20 Chests Meddekande Or. P. Ceylon Blk. - - - - 22½c.
100 H/c Ceylon Green, choice FANNINGS - - - - 10c.
25 H/c Ceylon Green Young Hyson, highest grade ever put up - 25c.
50 " " " Hyson, I, choicest, - - - - 17½c.
100 x 40-lb. Boxes, Ceylon Green Pealeaf Gun Powder, at - - 22½c.

Ex "EMPRESS OF CHINA"

75 H/c Japan Condor, V - - - - - - 25c.

Ex "TARTAR"

150 H/c Japan Condor, XXXX - - - - - 21½c.

ASK FOR SAMPLES. IT PAYS.

THE E. D. MARCEAU CO., LIMITED
MONTREAL

When preparing for Christmas trade do not overlook your spices.

"RED FEATHER"

are the best.

JAMES TURNER & CO. LIMITED

HAMILTON

MINCE MEAT

FOR

XMAS TRADE

SAVOY Brand, in 12-oz. cartons. **Condensed** Mince Meat made of the choicest materials. A ten cent favorite. Packed in cases of three dozen.

IMPERIAL Brand, **WET** Mince Meat packed in fancy wood pails, 10-lb., 25-lb. and 50-lb. each. Pure, Rich and Wholesome.

"The Brand That's in Demand"

"MADE IN CANADA"

Give your jobber a trial order

Canadian Factory, 77 Front St. E., Toronto

ARMOUR LIMITED

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and va uations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

"HOLIDAY

Nothing but the very highest class of Goods

FRUITS

Currants

Fine Filiatras
Cleaned Loose
Fancy Vostizzas
1-lb. packages

Raisins

Valencia Selected
" 4 Crown Layers
" Fine off Stalk
Malaga Cluster
California 3 crown, loose Muscatels

Prunes

Size, 50s/60s to 90s/100s
Pitted Prunes

Nuts

Filberts
Tarragona
Grenobles Mayette
Brazil
Marbots
Grenoblettes
Peanuts
Shelled Walnuts
Shelled Almonds

Dates

FIGS all sizes of boxes
PEELS all kinds

Evaporated Fruits

ALL KINDS

Malaga Table Raisins, Duchess, Cluster, Empress and Countess, 22, 5 and 1-lb. boxes

LAPORTE, MARTIN

Wholesale Grocers,

TRADE GOODS"

CANNED GOODS

Vegetables

Tomatoes
Corn
Cabbages
Peas
Baked Beans
Refugee Beans
Wax Beans
Lima Beans
Kidney Beans
Succotash
Asparagus
Spinash
French Peas
Haricots
Mushrooms
Macedoine

Fruits

Apples
Blueberries
Cherries
Gooseberries
Lawtonberries
Greengage Plums
Lombard Plums
Peaches
Pears
Pine Apples
Raspberries
Strawberries
Pumpkins

Fish and Meats

Clams
Oysters
Shrimps
Anchovies
Fish Balls
Lobsters
Herrings
Trout
Mackerel
Salmon
Sardines
Finnan Haddies
Lunch Tongue
Turkey
Duck
Chicken
Corned Beef
Soups

We can supply any quantity of above goods and in every case we guarantee quality. Prices are always right. Delivery prompt.

We make it a point to have a full line of Teas in stock. We import our Teas direct and can guarantee the very best value for the money. Write us for a sample of **Japan Teas—Gunpowder—Siftings—Green Ceylon—Black Ceylon Blend—Congous, etc.** All sizes of packages.

We have secured the exclusive control for the sale in Canada of the famous **"Pasteurized Fluid Beef"** This fluid beef is the only one which can be used with both cold or hot water. Makes a cup of rich, nutritious and clean "bouillon." **Samples sent on application.**

& CIE., LTEE

MONTREAL

NEW TARIFF ON GROCERIES

Trade Not Greatly Affected—Refiners P ay More on Raw Sugar—Half a Cent a Pound Off Rice—Oranges and Lemons Fall—Glassware and Figs Affected.

Finance Minister, W. S. Fielding, on Thursday of last week presented to Parliament his eleventh budget and with a complete revision of the tariff. The schedules in so far as they relate to the grocery, crockery and food stuff trade are given below. They contain fifty odd changes. Two are of outstanding importance compared at any rate with the rest, the advance in the duty on raw sugar of 7 1-3 per hundred pounds, the reduction by ½c a pound of the duty on rice. Other changes are the removal of the duty on oranges, lemons, and limes, change from ad valorem to specfic duty on figs and dates, increasing the tariff on low priced fruit and lowering it on the higher priced; change in sardines, mince meat cocoanuts, glucose, confectionery, candied fruits, candied peels, flavoring powders, custard powders, candles, paper sacks, glue, licorice, glassware, canned meats, cocoa preparations, spices, beans, peas, buckwheat, barley, sago, tapioca, macaroni, tomatoes, vegetables, olives, peas, quinces, apricots, plums, melons, nuts.

The new tariff has three separate custom schedules—the general schedule, the British schedule, to take place of the old style British preferential of a third off the ordinary customs duty, and the intermediate schedule, to be an instrument in the hands of the Government for negotiating favorable trade arrangements with other countries, to be extended to countries with which such arrangements are made, in the meantime lying dormant. On the whole the general tariff is much the same as the former tariff and the British tariff closely follows the old tariff less a third, but for purposes of convenience in reckoning 2½c has been adopted as a unit and whereas under the old tariff an article coming in under the preference paid 16c duty, it would now pay 15c or 17½c as Mr. Fielding saw fit.

The fruit trade are naturally pleased with the removal of the duty from oranges and lemons. The wholesale grocers regard the numerous small changes as irritating rather than important. Some have incurred annoying losses by the change on the fig duty; others have been reckoning their loss on stocks in hand by the reduction in rice. Sugar is something for the refiners to worry about; the grocers have worries of their own.

For purposes of comparison the former customs duties are given with the accompanying schedules of the new tariff and the changes are marked with a star:

Note.—In the following table these abbreviations are used: F—free; C—cents; N.O.P.—not otherwise provided; P.C.—per cent.; N.E.S.—not elsewhere specified.

	British Pref.	Intermediate	General	Former Tariff
Live hogs, per pound	1c	1½c	1½c	1½
Meats, fresh, n.o.p., per lb.	2c	2½c	3c	3c
Canned meats, canned poultry and game, extracts of meats and fluid beef, not medicated, and soups of all kinds, p.c.	17½	25	27½	25p.c.
Poultry and game, n.o.p., p.c.	12½	17½	20	20
Meats, n.o.p., per lb. (provided that the weight of a barrel of pork for duty purposes shall not be less than two hundred pounds)	1½c	1½c	2c	2
Rennet, raw and prepared	F	F	F	
Sausage skins or casings, not cleaned...	F	F	F	
Lard, lard compound and similar substances, cottolene and animal stearine of all kinds, n.o.p., per pound	1½c	1½c	2c	2
Tallow, p.c.	15	17½	20	20
Beeswax, p.c.	5	7½	10	10
Eggs, per dozen	2c	2½c	3	3
Cheese, per pound	2c	3c	3c	3
Butter, per pound	3c	4c	4c	4
*Cocoa shells and nibs, p.c.	7½c	10	10	20p.c.
*Cocoa paste or "liquor" and chocolate paste or "liquor" not sweetened, in blocks or cakes, and cocoa butter, per pound	2½c	3c	3c	4c
*Cocoa paste or "liquor" and chocolate paste or "liquor," sweetened, in blocks or cakes not less than two pounds in weight, per lb.	2⅔c	3½c	3½c	4c
Preparations of cocoa or chocolate, in powder form, p.c.	15	20	20	20
*Preparations of cocoa or chocolate, n.o.p., p.c.	25	32½	35	20p.c.
Chicory, raw or green, per lb.	2c	2½c	3c	3
*Chicory, kiln-dried, roasted or ground, extract of coffee, n.o.p., or substitutes therefor of all kinds, per pound	2c	2½c	3c	4c
Coffee, roasted or ground, and all imitations thereof and substitutes therefor, including acorn nuts, n.o.p., per pound	1½c	1⅔c	2c	2c
Coffee, roasted or ground, when not imported direct from the country of growth and production, per lb.	1½c	1⅔c	2c	2c
And, per cent.	10	10	10	10
Tea and green coffee, imported direct from the country of growth and production, and tea and green coffee purchased in bond in the United Kingdom	F	F	F	F
Tea and green coffee, n.o.p., p.c.	10	10	10	10
Ginger and spices, unground, n.o.p., p.c.	10	12½	12½	12½
*Ginger and spices, ground, n.o.p., per lb	3c	3c	3c	
And, per cent.	7½	10	10	25
*Nutmegs and mace, whole or unground, p.c.	12½	17½	17½	25
*Nutmegs and mace, ground, p.c.	20	27½	30	25
*Mustard, ground, p.c.	17½	25	27½	25
*Hops, per lb.	4c	6c	7c	6c
Compressed yeast, in bulk or mass of not less than 50 lbs., per lb.	2c	2½c	3c	3c
Compressed yeast, in packages weighing less than 50 lbs., the weight of the package to be included in the weight for duty, per lb.	4c	5c	6c	6c
Yeast cakes, the weight of the package to be included in the weight for duty, per lb.	4c	5c	6c	6c
Starch, including corn starch, potato starch, potato flour, rice flour, sago flour, tapioca, flour and all preparations having the qualities of starch, the weight of the package to be included in the weight for duty, per lb.	1c	1½c	1½c	1½c
Salt for the use of the sea or Gulf fisheries	F	F	F	
Salt, n.o.p., in bags, barrels and other coverings, per 100 lbs.	F	6½c	7½c	7½c
Bags, barrels and other coverings used in the importation of the salt specified in this item	F	25	25	25
Salt, in bulk, n.o.p., per 100 lbs.	F	4c	5c	5c
Condensed milk, the weight of the package to be included in the weight for duty, per lb.	2c	3c	3½c	3½c
Condensed coffee, with milk, p.c.	20	27½	30	30
*Milk foods, n.o.p., prepared cereal foods in packages, not exceeding 25 lbs. weight, each, p.c.	17½	22½		30
Prepared cereal foods, n.o.p., p.c.	15	17½	20	20
*Beans, n.o.p., per bushel	15c	22½c	25c	15c
*Peas, n.o.p., per bushel	10c	12½c	15c	10c
*Buckwheat, per bushel	10c	12½c	15c	10c
*Buckwheat meal or flour, per 100 lbs....	35c	45c	50c	25c
*Pot, pearl, rolled, roasted or ground barley, p.c.	20	27½	30	20
*Barley, n.o.p., per bushel	10c	12½c	15c	30c
Cornmeal, per barrel	20c	22½c	25c	25c
Indian corn, not for purposes of dissubject to regulations to be approved by the Governor in Council, per bushel	7½c	7½c	7½c	7½c
Indian corn, not for purposes af distillation, and under regulations prescribed by the Minister of Customs ...	F	F	F	F

	British Pref.	Intermediate	General	Former Tariff
Oats, per bushel	7c	9c	10c	10c
Oatmeal and rolled oats, per 100 lbs.	40c	50c	60c	60c
Rye, per bushel	7c	9c	10c	10c
Rye flour, per barrel	33c	45c	50c	50c
Wheat, per bushel	8c	10c	12c	12c
Wheat flour, per barrel	40c	50c	60c	60c
*Rice, uncleaned, unhulled or paddy	F	F	F	½c lb
*Rice, cleaned, per 100 lbs.	50c	65c	75c	1.25
*Sago and tapioca, p.c.	17½	25	27½	25
Biscuits, not sweetened	15	22½	25	25
Biscuits, sweetened, p.c.	17½	25	27½	27½
*Macaroni and vermicelli, per 100 lbs.	75c	$1.00	$1.25	25p.c.
Linseed oil cake and linseed oil cake meal, cotton seed cake and cotton seed cake meal and palm nut cake and palm nut cake meal	F	F	F	F
Hay and straw, per ton	$1.65	$1.75	$2.00	$2.00
Flaxseed	F	F	F	F
Seeds of timothy and clover, p.c.	5	10	10	10
Garden, field and other seeds for agricultural or other purposes, n.o.p., sunflower, canary, weighing over one pound each, p.c.	5	10	10	10
Garden, field and other seeds for agricultural or other purposes, n.o.p., sunflower, canary, hemp and millet seed, when in packages weighing one pound each or less, p.c.	15	22½	25	25
Seeds, viz.: Annatto, beet, carrot, turnip, mangold, mustard, sowing rape seed and mushroom spawn	F	F	F	F
Aromatic seeds which are not edible and are in crude state and not advanced in value or condition by grinding or refining or by any other process of manufacture, viz.: Anis, anis star, caraway, cardamon, coriander, cumin, fennel and fenugreek	F	F	F	F
Seed peas and seed beans from the United Kingdom	F	F	F	F
Beans, viz.: Tonquin and vanilla, crude only, locust beans, cocoa beans, not roasted, crushed or ground, locust bean meal	F	F	F	F
Potatoes, n.o.p., per bushel	10c	12½c	15c	15c
Sweet potatoes and yams, per bushel	7c	9c	10c	10c
*Tomatoes, fresh, per 100 lbs.	50c	65c	75c	
Ditto, 20c per bushel and				10p.c.
Tomatoes and other vegetables, including corn and baked beans in cans or other packages, n.o.p., the weight of cans or other packages to be included in the weight for duty, per lb.	1c	1¼c	1½c	1½c
*Vegetables, n.o.p., p.c.	15	27½	30	25p.c.
Pickles, sauces and catsups, including soy, p.c.	25	32½	35	35
*Olives in brine, p.c.	20	27½	30	35
Fruits, viz.: Bananas, plantains, pineapples, pomegranates, guavas, mangoes, wild blueberries, wild strawberries and wild raspberries	F	F	F	F
Citron, lemon and orange rinds, in brine	F	F	F	F
Apples, per barrel	25c	35c	40c	40c
Apples, dried, dessicated or evaporated, and other dried, dessicated or evaporated fruits, n.o.p., p.c.	17¾	22½	25	25
*Dates and figs, per 100 lbs.	50c	70c	80c	25p.c.
Blackberries, gooseberries, raspberries, strawberries, cherries and currants, n.o.p., the weight of the package to be included in the weight for duty, per lb	1½c	1¾c	2c	2c
Cranberries and other fruits, n.o.p., p.c.	17½	22½	25	25
*Pears, quinces, apricots and nectarines, n.o.p. per 100 lbs.	35c	45c	50c	
Pears				20p.c.
Quinces				25p.c.
Apricots				20p.c.
Plums, per bushel	20c	20c	30c	25p.c.
*Melons, each	2c	2½c	3c	25p.c.
Prunes and dried plums, unpitted, raisins and dried currants, per pound	½c	2-3c	1c	1c
Grapes, per pound	1½c	1¾c	2c	2c
*Oranges, shaddocks or grape fruit, lemons and limes	F	F	F	25c box
Peaches, n.o.p., the weight of the package to be included in the weight for duty, per 100 pounds	67c	90c	$1.00	$1.00
*Fruits preserved in brandy, or preserved in other spirits, and containing not more than forty per cent. of proof spirit in the liquid contents thereof, per cent.	50	50	50	$2 gal.
*Fruits preserved in brandy, or preserved in other spirits, and containing more than 40 per cent. of proof spirit in liquid contents thereof, per gallon	$2.40	$2.40	$2.40	
And per cent.	30	30	30	$2 gal.
Fruits in air-tight cans or other packages, the weight of the cans or other packages to be included in weight for duty, per lb.	1½c	2c	2¼c	2¼c
*Jellies, jams, preserves, n.o.p., and condensed mince meats, per lb.	2¼c	3c	3¼c	
Jellies, jams, preserves, per lb.				3¼c
Mince meat, per lb., ½c and				35p.c.
Preserved ginger, p.c.	20	27½	30	30
Honey in the comb or otherwise, and imitations thereof, per lb.	2c	2½c	3c	3c
Almonds, walnuts, Brazil nuts, pecans and shelled peanuts, n.o.p., per lb.	1¾c	2c	3c	3c
*Cocoanuts, n.o.p., per 100 lbs.	65c	90c	$1.00	$1.00
*Cocoanuts, when imported from the place of growth by ship, direct to a Canadian port, per 100 lbs.	30c	45c	50c	50c
*Nuts of all kinds, n.o.p., per lb.	1¾c	2c	3c	2c
Cocoanuts, desiccated, sweetened or not, per lb.	3c	4c	5c	5c
*Nuts, shelled, n.o.p., per lb.	3c	3 1-3c	4c	5c
Mackerel, per lb.	½c	¾c	1c	1c
Herrings, pickled or salted, per 100 lbs.	35c	45c	50c	50c
Salmon, fresh, pickled or salted, per lb.	½c	¾c	1c	1c
All other fish, fresh or pickled or salted, per lb.	½c	¾c	1c	1c
Fish, smoked or boneless, per lb.	½c	¾c	1c	1c
*Anchovies, sardines, sprats and other fish, packed in oil or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty: (a) when weighing over 20 ounces and not over 36 ounces each, per box	3½c	5c	6c	
Ditto, not over 5x4x3½ inches per box				5c
When weighing over 12 ounces and not over 20 ounces, each, per box	2½c	4c	4½c	
Ditto, half-boxes				2½c
When weighing over 8 ounces and not over 12 ounces, each, per box	2c	3c	3½c	
Ditto, quarter-boxes				2c
When weighing 8 ounces each or less, per box	1½c	2c	2½c	
*Fish preserved in oil, n.o.p., p.c.	20	30	35	30
Dried fish, per lb.	½c	¾c	1c	1c
*Salmon and all other fish, prepared or preserved, including oysters, n.o.p., p.c.	17½	27½	30	25
Oysters, shelled, in bulk, per gallon	7c	9c	10c	10c
Oysters, shelled, in cans not over one pint, including the duty on the cans, per can	2c	2½c	3c	3c
Oysters, shelled, in cans over one pint and not over one quart, including the duty on the cans, per can	3c	4½c	5c	5c
Oysters, shelled, in cans exceeding one quart in capacity, including the duty on the cans, per quart (provided that a fraction over a quart shall be computed as a quart for duty purposes under this item)	3c	4½c	5c	5c
Oysters in the shell, p.c.	17½	22½	25	25
Oysters, seed and breeding, imported for the purpose of being planted in Canadian waters	F	F	F	F
Turtles	F	F	F	F
Leeches	F	F	F	F
Live fish and fish eggs, for propagating purposes	F	F	F	
All other articles the produce of the fisheries, n.o.p., p.c.	15	20	25	25

SUGAR AND MOLASSES.

All sugar above No. 16 Dutch standard in color, and all refined sugars of whatever kinds, grades or standards,

	British Pref.	Inter-mediate	General	Former Tariff
testing not more than 88 degrees by the polariscope, per 100 lbs.	72c	98c	$1.08	$1.08
And for each additional degree over 88 degrees, per 100 lbs.	1c	1 1-3c	1½c	1½c
Provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fraction of more than five-tenths shall be dutiable as a degree.				
Provided that refined sugar shall be entitled to entry under the British preferential tariff, upon evidence satisfactory to the Minister of Customs that such refined sugar has been manufactured wholly from raw sugar produced in the British colonies and possessions, and not otherwise.				
*Sugar, n.o.p., not above No. 16 Dutch standard in color, sugar drainings or pumpings drained in transit, melado or concentrado melado, tank bottoms, sugar concrete and molasses testing over 56 degrees and not more than 75 degrees by the polariscope, per 100 lbs.	34c	45c	52c	40c
And for each additional degree over 75 degrees, per 100 lbs.	1c	1 1-3c	1½c	1½c
Provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fractions of more than five-tenths shall be dutiable as a degree. Provided that all raw sugar, including sugar specified in this item, the produce of any British colony or possession shall be entitled to entry under the British preferential tariff, when imported direct into Canada from any British colony or possession.				
Molasses produced in the process of the manufacture of the cane sugar from the juice of the cane, without any admixture with any other ingredient, when imported direct from the place of production or its shipping port in the original package in which it was placed at the point of production, and not afterwards subjected to any process of treating or mixing, testing by the polariscope not less than 30 degrees, nor more than 56 degrees, under regulations prescribed by the Minister of Customs, per gallon		2½c	3c	
Molasses, testing not more than 56 degrees by the polariscope, the produce of any British country entitled to the benefits of the British preferential tariff, when produced from sugar-cane and imported direct by ship from the country of production, or from any British country, in the original package in which it was placed at the point of production, and not afterwards subjected to any process of treating or mixing, provided, however, that the said molasses may be transferred in bond under excise regulations for purposes of distillation	F			
(Old tariff.—Molasses, produced in the process of manufacture of cane sugar from the juice of the cane without any admixture with any other ingredient, when imported in the original packages in which it was placed at the point of production, and not afterwards subjected to any process of treating or mixing, the package in which imported when of wood to be free (a) testing by polariscope 40 degrees or over, 1¾c per gallon, (b) when testing less than 40 degrees and not less than 35 degrees, 1½c per gallon, and in addition thereto 1c per gallon for each degree or fraction of a degree less than 40 degrees.)				
Maple sugar and maple syrup, p.c.	15	17½	20	20
Glucose or grape sugar, glucose syrup and corn syrup, or any syrups containing an admixture thereof, per 100 pounds	35c	45c	50c	75c
*Syrups and molasses of all kinds, the product of the sugar-cane or beet, n.o.p., and all imitations thereof or substitutes thereof, per 100 lbs.	35c	45c	50c	75c
*Sugar candy and confectionery of all kinds, including sweetened gums, candied peel, candied popcorn, candied fruits, candied nuts, flavoring powders, custard powders, jelly powders, sweetmeats, sweetened breads, cakes, pies, puddings, and all confections containing sugar, p.c.	22½	32½	35	
Ditto, per lb., ½c, and				35p.c.
TOBACCO.				
Tobacco, unmanufactured, for excise purposes, under conditions of the Inland Revenue act	F	F	F	F
Cigars and cigarettes, the weight of the cigars to include bands and ribbons, and the weight of the cigarettes to include the paper covering, per lb.	$3.00	$3.00	$3.00	$3.00
And per cent.	25	25	25	25
Cut tobacco, per lb.	55c	55c	55c	55c
Manufactured tobacco, n.o.p., and snuff, per lb.	50c	50c	50c	50c
Cider, not clarified or refined, per gallon	5c	5c	5c	5c
Cider, clarified or refined, per gallon	10c	10c	10c	10p.c.
Lime juice and fruit jdices, fortified with or containing not more than 25 p.c. of proof spirits, per gallon	60c	60c	60c	60c
Lime juice and fruit juices, fortified with or containing more than 25 per cent. of proof spirits, per gallon	$2.40	$2.40	$2.40	$2.00
And, per cent.	30	30	30	
Lime juice and other fruit syrups and fruit juices, n.o.p., p.c.	15	17½	20	20
Lime juice, crude only	F	F	F	F
Mineral waters, natural, not in bottle, under regulations prescribed by the Minister of Customs	F	F	F	F
Ice	F	F	F	F
*Paper sacks or bags of all kinds, printed or not, p.c.	15	25	27½	25
Paper of all kinds, n.o.p., p.c.	15	22½	25	25
Vulcanized fibre Kartavert, indurated fibre, and like material, and manufactures of, n.o.p., p.c.	17½	2½	25	25
Churns, n.o.p., brooms, whisks, washboards, pounders aod rolling pins, p.c.	15	17½	20	20
*Candles, p.c.	15	22½	25	
Tallow				25p.c.
Wax				30p.c.
Whale oil soap	F	F	F	F
*Soap powders, powdered soap, mineral soap and soap, n.o.p., p.c.	22½	32½	35	30
Soap, common or laundry, per 100 lbs.	65c	90c	$1.00	$1.00
Castile soap, per lb.	1c	1c	2c	2c
Baking powder, the weight of the package to be included in the weight for duty, per lb.	4c	5c	6c	6c
*Glue, liquid, powdered or sheet, mucilage, gelatine, casein, adhesive paste and isinglass, p.c.	17½	25	27½	25
Liquorice paste and liquorice in rolls and sticks, n.o.p., p.c.	15	20	22½	20
Acid, acetic and pyroligneous, n.o.p., and vinegar, per gal., of any strength not exceeding the strength of proof	10c	12½c	15c	15c
And in addition thereto, for each degree of strength in excess of the strength of proof	2c	2c	2c	2c
Provided that the strength of proof shall be held to be equal to 6 p.c. of absolute acid, and shall be determined in the manner prescribed by the Governor-in-Council.				
EARTHENWARE AND GLASS.				
Earthenware and stoneware, viz., demijohns, churns or crocks, p.c.	20	27½	30	30
Tableware of china, porcelain, white granite or iron granite, p.c.	15	27½	30	30
Earthenware and stonewares, brown or colored, and Rockingham ware, "C. C.," or cream colored ware, decorated,				

	British Pref.	Intermediate	General	Former Tariff
printed or sponged, and all earthenware, n.o.p., p.c.	20	27½	30	30
*Glass demijohns or carboys, bottles, decanters, flasks, phials, glass jars and glass balls, lamp chimneys, glass shades or globes, cut, pressed, or molded crystal or glass tableware, decorated or not, blown glass tableware and manufactures of glass, n.o.p., p.c.	20	30	32½	30
Twine and cordage of all kinds, n.o.p., per cent.	20	22½	25	25
Bags or sacks of hemp, linen or jute, and cotton, seamless bags, p.c.	15	17½	20	20
Lamp wicks, p.c.	17½	22½	25	25
Hides and skins, raw, whether dry, salted or pickled, and raw pelts	F	F	F	F
*Fur tails, in the raw state	F	F	F	15p.c.
Fur skins of all kinds, not dressed in any manner	F	F	F	F
Tobacco pipes of all kinds, pipe mounts, cigar and cigarette cases, cigar and cigarette holders, and cases for the same, smokers' sets and cases therefor, and tobacco pouches, p.c.	22½	32½	35	35
Coverings, inside and outside, used in covering or holding goods imported therewith, shall be subject to the following provision, viz.:—				
(a) Usual coverings containing free goods only; usual coverings, except receptacles capable of holding liquids, containing goods subject to a specific duty only, n.o.p.	F	F	F	F
(b) Usual covering containing goods subject to any ad valorem duty when not included in the invoice value of the goods they contain, p.c.	15	20	20	
(c) Provided that usual coverings containing goods subject to any ad valorem duty if included in the invoice value of the goods they contain, and not charged separately on the invoice, shall be subject to the same rate of duty ad valorem as the goods they contain, and may be combined with the goods for valuation and duty on the customs entry.				
(d) Provided further that receptacles capable of holding liquids, when containing goods, subject to a specific duty, shall be charged with the rate of duty to which the same would be subject if imported separately, except when the coverings and the goods contained therein are rated together in the tariff item;				
(e) Provided further that usual coverings designed for use other than in the bona fide transportation of the goods they contain, shall be charged with the rate of duty to which the same would be subject if imported separately;				
(f) Provided also that the term covering in this paragraph shall include packing boxes, crates, casks, cases, cartons, wrapping, sacks, bagging, rope, twine, straw or other articles used in covering or holding goods imported therewith, and the labor and charges for packing such goods, subject to regulations prescribed by the Minister of Customs;				
All goods not enumerated in this act as subject to any other rate of duty nor declared free of duty by this act, and not being goods the importation whereof is by this act or any other act prohibited, p.c.	15	17½	20	

PROHIBITED GOODS.

Oleomargarine, butterine or other similar substitute for butter, and process butter or renovated butter.

Tea adulterated with spurious leaf or with exhausted leaves, or containing so great an admixture of chemical or other deleterious substances as to make it unfit for use.

Goods manufactured or produced wholly or in part by prison labor, or which have been made within or in connection with any prison, jail or penitentiary, also goods similar in character to those produced in such institutions, when sold or offered for sale by any person, firm or corporation having a contract for the manufacture of such articles in such institutions, or by any agent of such person, firm or corporation, or when such goods were originally purchased from or transferred by any such contractor.

Any goods (a) which, if sold would be forfeited under the provisions of part of the Criminal Code; or (b) manufactured in any foreign state or country which bear any name or trade mark which is or purports to be the name or trade mark of any manufacturer, dealer or trader in the United Kingdom or in Canada, unless such name or trade mark is accompanied by a definite indication of the foreign state or country in which the goods were made or produced. Provided, that for the purposes of this item, if there is on any goods a name which is identical with or a colorable imitation of the name of a place in the United Kingdom or in Canada, such name, unless it is accompanied by the name of the state or country in which it is situate, shall, unless the Minister decides that the attaching of such name is not calculated to deceive (of which matter the Minister shall be the sole judge), be treated as if it was the name of a place in the United Kingdom or in Canada.

Mr. Fielding in his budget speech, referred to only three food stuff changes, those in regard to rice, oranges and sugar. He said:

Rice and Oranges.

We make a change in the duties on rice, which is a substantial reduction. The old tariff rates were for cleaned rice, $1.25 per 100 pounds. We have reduced that to 75c per hundred, and the intermediate rate is 65 cents. The British preferential rate, which under the old tariff was 83 1-3 cents per 100 pounds, we have reduced to 60 cents, and we make the paddy or uncleaned rice free. The reduction on the cleaned rice is very material. The duty collected last year was about $170,000. The reduction on that item will be very considerable.

Mr. Foster—How does that affect the protection?

Mr. Fielding—It is about the same. We take the duty off the raw material and make a proportionate reduction on the finished article.

Another article we propose to make free is oranges and lemons. That may seem an article of slight consequence, but honorable gentlemen will be surprised when I tell them that the reduction in duty I estimate at $190,000. The duty on rice will probably effect a reduction in the revenue which I estimate at $145,000. So that these two items alone represent a reduction of duties of about $330,000.

The general changes will not, I think, affect the revenue much one way or another. Here a little increase, there a little reduction. On the whole, I do not think there will be a material difference by reason of the changes in the tariff. But there are a few large items which will make a difference.

I have shown that in the case of the two large items of oranges and lemons and rice, we will suffer a reduction of revenue to the extent of $300,000 to $340,000. While we do not want to increase taxation materially, we are not in such a position that we are anxious to lose revenue. The public business of the country is growing, public demands are growing and large obligations are falling due.

We are glad to find that the taxation in the past has not been burdensome, while at the same time it has yielded a large revenue. There has been practically little outcry against it. We do not want to increase it, but we do not want to decrease the revenue. Consequently if we make changes which cause considerable loss to the revenue, we must try and make up the difference in some other direction.

Sugar Duties.

I would call attention to the slight change proposed in the sugar duty—not in the duties on refined sugar. The change in that would affect the consumer because the refined sugar is the

article which the consumer uses. We make no change in the duty on the refined sugar, but we propose a slight change in the duty on the raw sugar, and I desire to explain briefly the reason for that change.

We think that the schedule of sugar duties we adopted a few years ago was eminently fair. In 1896 the duty on refined sugar was $1.14, and on the raw, fifty cents per 100 pounds. A difference of sixty-four cents per hundred in favor of the refiners. We reduced the duty on refined to $1 and left the duty on the raw fifty cents, so that the difference in favor of the refiner became fifty cents.

It has been our idea all through, to give the refiner about that much advantage. Of course he has to take into account the loss in manufacture and the cost of manufacture. Later, we changed the system of sugar duties, but in a way as we believed, not to affect the rate of taxation.

We adopted the polariscopic test, fixing a certain duty for a certain degree of saccharine strength, and increasing it with every degree of added strength. In doing so, as I have said, we tried to avoid any change in the relative duties, trying to keep the protection between the refined and the raw sugar at about the rate we had originally fixed, and we think that we succeeded.

As the rates varied from degree to degree there may not have been mathematical accuracy in every case, but we think that the change made was rather a matter of departmental convenience than of the relative rates of duty. Then came the perferential tariff, under which one-third was taken off the raw sugar brought in from the West Indies. There has been a great change in our importations of sugar. We no longer get our sugar from Germany or from Java, or other countries outside the Empire; our sugar comes almost wholly from the West Indies.

The refiner is given full benefit of the preference on the raw material. If he had suffered a corresponding disadvantage by way of competition in the refined sugar of course, he would have been no better off by the change, but there are conditions attaching to the sugar refining business which practically prevent Canadian refiners from suffering this competition. We do not say that all refined sugar made in Great Britain shall come in under the preferential tariff. What we say, is preference to refined sugar made from British grown raw sugar. It happens that the refiners in England have not equipped themselves to meet that condition.

They draw their raw material from all sources. If the raw material comes from other than a British country, the refined sugar made from it is not entitled to the benefit of the preference on entering Canada.

The consequence is that, in practice a very small quantity of British refined sugar comes in under the preference. Therefore the Canadian refiner gets the benefit of the reduction on the raw material, but he suffers very little from the competition of the refined sugar from Great Britain.

Have Been Complaints.

There has been a very considerable outcry against the sugar duties. In the course of the investigation by the tariff commission we had strong representations made to us that the refiner was receiving an enormous protection. I frankly say that I could not follow the argument to that conclusion, but I think that under the preference the Canadian refiner gets more advantage than we intended to give him. One point that is made is that the raw sugar manufactured in Great Britain must be taken to England from, say, the West Indies, paying freight, and than has to be brought to Canada, paying freight again.

This double freight of itself is considerable protection. If it works out the refiner gets the full benefit of the preference and he suffers little competition from the British refined sugar.

So, as I have said, we think that the operation of the preferential tariff is to give him, perhaps, more than we intended, and a litle more than he needs, and, in consideration of this and deference to the feeling that the sugar duties should be reconsidered, we propose to add a little to the duty on raw material. We make an increase of 7½ per cent. per hundred pounds on raw sugar, when imported from a British country, which means twelve cents under the general tariff, and ten cents under the middle tariff.

We need consider only the 7 1-3 cents under the British preference because the refiner gets practically all his raw sugar from the West Indies. By giving the West Indies the preference in that respect, we have made this the market for their raw sugar, which, in turn encourages our West India trade.

Mr. R. L. Bordon—I do not follow the argument as to the British refiner bringing his raw sugar from the West Indies and then having to re-convey it to Canada.

Mr. Fielding—The argument advanced by those who think that the refiner has been getting too much advantage, is that the British refiner had to bring his raw material from the West Indies or some other country, paying freight upon it, and then must pay freight upon the refined sugar to Canada.

This was regarded as a considerable protection of itself to Canada refiners. The result is that, while an enormous quantity of raw sugar comes under the preference, very little refined sugar comes in. While it is our desire to encourage the sugar refining industry, and while we wish to promote the importation of raw sugar from the West Indies, at the same time, we do not wish to give the Canadian refiner an undue advantage and as, under the preferential tariff, the Canadian refiner has been gaining rather more advantage than we intended to give, we make a slight change in the duty.

This does not affect the consumer, because it does not touch the question of refined sugar. The increase is very slight, but, as sugar is an article of enormous consumption in Canada, we shall receive about $300,000, of additional revenue from this source which will be almost enough to balance the losses to which I have called attention.

Consumption of Sugar.

The importations of sugar above 16 Dutch Standard during the year ending June 30, 1906, were 28,532,913 lbs., of which 27,695,710 lbs. came from Great Britain and the remainder in about equal parts from the West Indies, Hong Kong, Austro-Hungary, Belgium, China, and the United States. The value was $901,000. The tariff collected $246,000.

The raw sugar imported amounted to 420,429,000 lbs., and of that 324,691,000 lbs. came from the British West Indies and British Guiana, and of the rest 5,876,000 lbs. came from British Africa, 14,755,000 lbs. from the Fiji Islands, 26,096,000 lbs. from Belgium, 32,565,000 lbs. from the Dutch East Indies, 10,687,000 lbs. from Peru, 478,000 lbs. from the United States. The value was $9,335,000, and the duty $2,176,000.

Hugh Blain, of the Eby Blain Co., president of the Berlin Sugar Co., speaking of the change in the sugar duty said:—

"It will not materially affect the Canadian market so far as the sugar-consumer is concerned. Whenever a rise or drop occurs it is usually of ten points, so the new tariff will produce no commotion. It is in favor of the Canadian beet sugar industry, and as such the Government could have raised the duty higher. The only thing it means is that the refiners will have to pay seven cents a hundred pounds more for the raw material which they usually get from the British West Indies .That is a narrow margin of protection for the Canadian refiners. The duty on 96 degree sugar, which is the usual basis for purchases of raw sugar, would be 72 cents for 88 degree sugar, with one cent increase for each additional degree, making 84 cents for the 96 degree kind. Raw sugar under 16 degrees Dutch standard is 34 cents for 75 degrees, and again with one cent for each additional degree over 75 to 96 degrees, making 55 cents for 96 degree sugar leaving a protection of 29 cents on each one hundred pounds of sugar the refiner makes. This may be a fraction more per bag, in which refined sugar is imported. I do not think this is reasonable protection to the Canadian refiner. The duty on the refined sugar should have been correspondingly increased with that of the raw. I think this is a fair statement of the case. The Canadian refiner has hardly been generously dealt with, in fact not fairly. Generally speaking, I think the new tariff will prove fairly satisfactory to everybody. The public will be very much relieved to know the shape it is in."

Some people in the trade entertain the erroneous idea that nearly all the

rice consumed in Canada comes in uncleaned. Last year 15,614,000 lbs. came in uncleaned and 19,059,000 lbs. cleaned. The duty on the former was $169,000 and on the latter $74,000. Of the cleaned rice five million pounds came from Great Britain, nearly five millions from China, 2,342,000 lbs. from Hong Kong, 1,137,000 from Japan, 1,041,000 lbs. from British East Indies 282,000 lbs. from the West Indies, and 756,000 lbs. from the United States, and of the uncleaned rice nearly seven million lbs. came from Great Britain, six and a quarter millions from British East Indies, 1,400,000 lbs. from Hong Kong, 4,363,000 lbs. from Japan.

In the Fruits Markets.

Generally speaking, the new tariff has no very far-reaching consequences in the fruit market.

At first glance, the placing of oranges, lemons, limes and grape fruit on the free list would seem to be of considerable importance, but the general impression is that it will affect the consumption very little. The removal of this duty means a difference in cost of between 2 and 3 cents per dozen, which is not enough to induce the retailer to lessen his prices to any appreciable extent, so that any benefits resulting will be divided between him and the dealer from whom he secures his stock. During the past few years prices of these fruits, especially oranges, have had such a wide range that a few odd cents more or less make very little difference. A consignment of Mexican oranges now on the road was sold by a Canadian dealer with the expectation of the buyer having to pay duty. The buyer is now that much in, but the importer gains nothing by the change. This, of course, is only a temporary result.

In the case of pears, quinces, apricots and nectarines, which have been changed from 20 per cent. on pears and apricots and 25 per cent. on quinces, to a general rate of 50 cents per 100 lbs., the ordinary effect of a change from an ad valorem to a specific valuation is seen. By this the duty is less on high priced goods, and higher on low priced stock, while formerly the cost of duty was large or small according to the cost of the article.

Imported plums come in regulation packages, so that very little trouble is anticipated in the change from the old duty of 25 per cent to the new tariff of 30 cents per bushel.

The change in the form of the duty on melons is the item which causes most comment among fruit men. Formerly, in a carload shipment, sold as consisting of approximately 900, 1,000, 1,400, or other number of melons, depending on the kind or quality, a variation of 50 melons more or less was allowed for. With the present duty of 3 cents per melon, every carload will have to be accurately counted, not only by the shipper, but by the consignee in bond, while canteloupes and such other varieties as are shipped in cases, will need to have quantities marked on the boxes. One large dealer has already written to the department asking that a distinction be made between canteloupes and watermelons, and suggesting that if nothing else can be done, the former be placed on the old basis. The new duty will not seriously affect the watermelon trade, but if exacted on canteloupes it will practically keep them off the market. Imported canteloupes come in at a time when the domestic fruit is unobtainable, so that there is really no reason for discriminating against them.

Roughly speaking, all nut tariffs are increased. The rise of 1 cent per pound in the duty on unshelled peanuts seems somewhat unreasonable. Peanuts are not a domestic product and there seems to be no reason for the change. The immediate result of the increase combined with the present famine in peanuts will be that first and second grades will cost 10 and 11 cents per pound.

The duty on vegetables is slightly raised, but little effect will be felt. Imported tomatoes, however. will probably be somewhat higher.

In the opinion of the fruit men there is evidently a definite plan in the new tariff to help steamship lines running direct between fruit growing countries and Canada, the new duties making it more than ever to the advantage of the dealers to buy direct, instead of via foreign ports.

In Montreal.

In Montreal it is the refiners who are most interested in the new tariff as far as grocery lines are concerned. The effect of the new duty was felt in Montreal immediately. The news of the change arrived Friday morning last, and at 2 o'clock in the afternoon prices were advanced ten cents all round. Officials of the St. Lawrence Company stated that they were not in a position to talk, when approached by a representative of the Canadian Grocer, but E. W. Parker, secretary of the Canadian Sugar Refinery, explained the situation very concisely. Mr. Parker said:—

"The new arrangements in the tariff," said he, "will effect the Canadian refiners very much. There are two classes of sugar, raw and refined, and under the tariff arrangements the duty on these has been changed more or less, according to the quality and color of the sugar. For raw sugar imported a certain shade of color has been fixed, and any sugar which is of a lighter shade than this will be subject to a higher rate of duty. Sugars would be considered under the head of the polariscope test, which would have the effect of determining the amount of saccharine in the sugar. There is from 75 per cent. to 97 per cent. saccharine in the average lot of raw sugar brought into Canada. According to the new tariff, 75 degrees, per hundred pounds is taken as the basis for fixing the duty on raw sugars, it being understood that the color is not to be higher than the Dutch Standard, number 16, which is a rather light yellow.

"By the new tariff, the British preferential is now 34c per 100 lbs. against 26 2-3c as formerly, which is an increase of 7 1-3c. The general tariff is now 52c against the old figure, 404 or 12c increase. Then there is the new intermediate tariff of 454. To make one hundred pounds of refined sugar, it takes one hundred and eight pounds of raw material, testing 96 degrees, so you will see we have now to pay duty on 108 pounds of raw sugar against a duty which has to be paid on 100 pounds of the refined article. This means, practically, an all round increase in the tariff of 30 per cent. There is not much change in the extra duty for every degree over 75c per hundred pounds.

"All of the refined sugars which are above number 16 in color, and which do not test over 88 degrees saccharine, pay 72c British preferential, as of old, and $1.08 general tariff, also as of old, but there is an intermediate tariff, 98c. It is currently reported that the duty on refined sugar is unchanged, but this is only the case provided no nation takes advantage of the 98c intermediate duty, in which case the tariff would become 10c per 100 lbs. lower than the old general tariff. You will note, however, that the intermediate tariff on raw sugar is 12½ per cent. above the old general tariff.

"Hon. W. S. Fielding, the Minister of Finance, accused the Canadian refiners of not having given a fair proportion of the British preferential to the West India planters, but this is not the case. As a matter of fact, the average premium we paid in 1905 was, per 100 lbs., 13 7-10 cents, and in 1904 it was 12 9-10 cents, above the ruling price in the new York market, and there cannot, therefore, be the slightest doubt about this matter. The West India planters were given a fair show."

Robt. Anderson's Views.

Robt. Anderson, manager for Robert Crooks & Co., sugar importers, Montreal, stating his views to the Canadian Grocer regarding the new sugar duty, said:—

"The change in the sugar duties in Mr. Fielding's new tariff is in the right direction, and should be welcomed by the trade, and consumers, by leaving the duty on refined as it was, the tariff does not raise the price of this household necessity, while the slightly higher duty on raw will add not less than $300,000 per annum to the country's revenue, which will increase as the importations of sugar grow to meet the greater requirements of larger consumption which must develop with the growth of our population, and the refiners will benefit proportionately by their output being increased, though at a trifling addition to cost, which the heavy protection the tariff still gives them, enables them, if they are greedy, to make up in the price they charge for their refined product.

"It so happens that the market for sugar is strong at present, and justified the Canadian refiners advancing their prices 10c per 100 lbs. on the day the tariff appeared in the public press, which, not only the refiners, but the

grocers get the benefit of, for they were well warned that a change might be made and had every opportunity to lay in supplies at the old prices, so everybody ought to be satisfied.

Profit for Refiners.

"The refiners instantly made 10c extra profit on every 100 lbs. of their product, without additional cost to themselves, as they had paid duty at the former rate on all the raw sugar they had on hand, before the tariff was changed. The increase in the raw duty under the preferential tariff of 7 1-3c per 100 lbs., which is the only feature of the tariff that need be considered, only amounted to about 1 3-4 per cent. of the price the refiners were getting for their granulated when the tariff was brought down, and although the cost of the granulated the refiners then had and still have for sale was not increased a fraction, beyond interest on the money they had paid out for the old duty, and they were making a big profit at the old price, they at once added about 2½ per cent. to their selling price, reaping practically the whole of this as enhanced profit. If an importer of refined sugar makes a gross profit of 2½ per cent on the small quantity he is permitted, by the Canadian refiners, to bring in, he thinks he is well off.

"Competition against the refiners is again restricted, by the provisions of the new tariff, to refined made in Great Britain from British grown raws, for entry in Canada under the preferential tariff, which confines importers of refined to a single source of supply, that is at best spasmodic, and must always be limited.

"So long as the Canadian refiners are protected by the Government they will not only have the whip-hand, but it will be to their own interests, as it has always been, to permit a certain quanity of imported refined to come into competition with their product, as, when Scotch refined can compete against Canadian, it is a simple deduction that the Canadian refiners are taking full advantage of their protection, and making, to put it mildly, a snug profit, but, the price at which Scotch refined can be laid down duty paid in Canada will always put a check on the price the Canadian refiner charges for his refined.

Freight Plus Protection.

"It is not only the straight protection given to the refiners in the tariff, of the difference in the duties between raw and refined, that protects them, but the competition from imported refined being confined to the produce of raw sugar grown in the British West Indies, gives the refiners the additional protection of the greater cost of freight bringing refined from Scotland, than it has cost the Canadian refiners to bring West India raws direct to Canada. This in itself is a protection to the Canadian refiners of about 25c per 100 lbs., in addition to the about 30c per 100 lbs. higher duty the importer has to pay on Scotch refined than the Canadian refiner pays on his West India raw.

"The domestic beet industry is assisted by the change in the tariff; the higher duty on raw sugar gives the Ontario and Alberta companies that much more protection in selling their granulated, and if protection to sugar can be justified in Canada at all, the domestic article, from earth to sugar bowl, should be the first to be considered, for every cent expended in the production remains in Canada. But we must have revenue to develop the vast territories we have to govern, so, as customs duties are our principal mode of taxation, we impose them on sugar imported, but it should appeal to all who have the growth and extension of our great Dominion at heart, that these duties should be for the good of the people at large, and not, as has so largely been the case for many years, for the enrichment of a few individuals, who, however, by the tariff now in operation will still reap a golden harvest from the protection extended to them by a considerate Government."

Fruit dealers, speaking generally, are pleased at the placing of lemons and oranges on the free list and greater trade than ever is anticipated in these lines during the coming winter. It is admitted by most that the extra duty of 5 per cent. on vegetables is only just protection for Canadian farmers. Vegetables do not play a very prominent part in the winter trade anyway.

Taken all round the new tariff arrangements meet with the satisfaction of the grocery trade in Montreal.

Chas. Hart.

"I do not think the change will affect us very much either way," said Chas. Hart, of Hart & Tuckwell, fruit merchants, Montreal. "Oranges and lemons being free will possibly have the effect of increasing the demand for these goods, but this remains to be seen. The duty on all nuts imported has been raised to 3c. Peanuts were formerly 2c, but the change is not likely to result in new prices. Where something was taken off the duty in some cases something was put on in other instances, so that after all the new tariff arrangements do not bother us very much."

Jos. Ethier.

Jos. Ethier, manager for Laporte, Martin & Co., Montreal, expressed himself as very much satisfied with the new tariff arrangements. He thought that as far as the grocery trade was concerned there was no ground for complaint.

D. W. Ross.

A representative of the Grocer saw D. W. Ross, general manager of the Mount Royal Milling Company, large millers of rice, in Montreal, in reference to the recent change in the tariff, whereby rice has been placed on the free list. As a miller, Mr. Ross says, that the change will not make any material difference, as it will simply mean that they will get their raw material cheaper, and will have to turn it over to the trade that much cheaper also. The one to benefit, therefore, by the reduction will be the consumer, who will naturally get his supply a little cheaper. The amount of rice consumed in Canada is not so great as to make any very material increase in riches for any one family. Mr. Ross states that the class who will benefit most by the change will be the Chinaman. He pointed out that over half of the entire quantity of cleaned rice shipped into this country is consumed by the Celestial, and to him, who is the user of the much larger quantity, the benefit will naturally come. It is hardly to be expected that the benefit of the Chinaman was the ulterior purpose in placing rice upon the free list, but when a gentleman of Mr. Ross' experience points out the fact, it is rather in contravention of the first supposition that the change is likely to be of general benefit.

The opinions in the trade are rather contradictory, some saying that the change in the duty will be beneficial, while others think the reserve.

Geo. Forbes.

"The change in the sugar tariff came as a little surprise to us," said Mr. George Forbes, of Forbes Bros., Montreal, speaking to the Grocer, "but otherwise the new arrangements do not affect us very much. I think on the whole that the grocery trade is satisfied. Regarding sugar, perhaps the new tariff is not quite so handy as the old, inasmuch that we now, in the case of imported British sugars, have to look up each item and figure out the duty thereon, instead of allowing 33 1-3 per cent. all round as formerly. This is the result of making a flat rate for different goods."

S. J. Mathewson.

"So far as we can see at present the new tariff is quite satisfactory to the grocery trade," said S. J. Mathewson, of Mathewson Sons, Montreal, "although it is a little early to say anything definite. I think it is a great thing to get the tariff making out of politics, a move which will appeal to every business man. Formerly we were loaded up with various lines because of rumored advances in the duty which never took place, and jobber after jobber lost thousands of dollars."

J. F. McLean.

J. F. McLean, of the Montreal Fruit Exchange, thought that the removal of the duty on oranges and lemons was a wise move on the part of the Government.

"These goods will now be much more saleable in Canada, and consumption cannot help but be increased. There will be a difference of from 25c to 50c a case on these goods. Take the Spanish oranges, which come in large cases, they will now sell at a price 50c lower than heretofore. Speaking for ourselves, we have already noticed the difference in the demand. An order has just come to hand for a carload of fruit from a section of the country which never before took such a quantity at one time.

"No, I do not think more oranges will be imported direct from Messina

or Sorrento, or Spain, although there can be no doubt consumption of these lines will be increased somewhat. But it is the California navel orange that the people are educated to buy, and these will have a greater sale than ever before."

S. W. Ewing.

"I think the spice men are satisfied," said S. W. Ewing, of S. H. Ewing & Sons, Montreal. "As you may know the spice duty was formerly 25 per cent. on ground spices, and 12½ per cent. on whole. This has been changed to 10 per cent. on whole, and 3c a pound and 10 per cent. on ground. This affords very much more protection for Canadian manufacturers."

Canned Meats.

Canned meats, including poultry, game, soups and extracts have an increased protection of 2½ per cent. in the general tariff and 5-6 per cent. in the preferential. The rates of duty are now 17½, 25, and 27½ per cent. against the old 25 per cent and a third off. In the last fiscal year importations of canned goods aggregated 753,000 lbs., and it may surprise some to know that the year before the importations were not such a great deal more, 890,000 lbs. The increase in duty will have little or no effect upon the trade.

A change which may not greatly affect trade but which is interesting is that in chocolate. It looks now as if the duty had been raised from 20 to 35 per cent upon confectionery preparations, as Swiss Milk Chocolate.

Mr. Langley, of McClure & Langley, agents for Tobler's milk chocolate, stated to the Grocer yesterday that there was doubt about the new classification. At present it appeared as if the duty had been raised but by next week he would be prepared to speak definitely. He did not think the increase if it were a fact, would much affect the price of their goods to the retail trade.

Under the old tariff there were three classifications for cocoa, cocoa beans, "cocoa shells and nuts, chocolate and other preparations of cocoa n.e.s.," "cocoa paste, chocolate paste, cocos and cocoa butter, n.o.p." The new tariff makes five classifications, beans, cocoa nibs and shells, paste or "liquor," not sweetened paste or "liquor," sweetened, preparations in powder form preparations, n.o.p. Under the old tariff, Swiss chocolate and similar preparations came in under "cocoa shells and nibs, chocolate and other preparations of cocoa," at 20 per cent. Manufacturers here have held that such preparations should be classed as "confectionery." Aparently that has been done in effect as the new duty on confectionery is 35 per cent.

Importations as cocoa shells and nibs, chocolate and other preparations of cocoa totalled last year 1,379,000 lbs., and of that 238,000 lbs. came from Switzerland, 657,000 lbs. from Great Britain, 422,000 lbs. from United States.

The other changes, 20 per cent. to 10 per cent. on nibs, 4c to 3c on unsweetened paste, etc., 4c to 3½c on sweetened paste are not regarded as serious. The duty on cocoa in powder form, breakfast cocoas is not changed.

Crockery and Glassware.

There is a change in the crockery and glassware schedule that is very far from being acceptable to the firm. The case is very clearly set forth by Mr. McMahon, of McMahon, Broadfield & Co., Toronto, in a letter he sent Monday to the Minister of Customs. It follows:

Group 7. Paragraph 287.—"Tableware of china, porcelain, white granite or iron granite" p.c. 15, 27½, 30, as the term "iron granite" is not a crockery term, we assume this is intended for "iron stone white granite," a term some makers use. Does this paragraph No. 287 include plain white, printed or decorated ware? What articles does the word "tableware" embrace? "Tableware" is a very abbiguous word in the crockery trade, and is used mainly to designate household pottery from sanitaryware, stoneware, electricalware, etc. The trade were greatly exasperated some two years ago when this word "tableware" was introduced in the change of some items in the tariff at that time, but we understood it was some clerical error, and would be remedied when the general changes were made in the tariff. Many of the appraisers throughout the country differed as to what was, and what was not "tableware." What object can there be in having white ganite or porcelain cups, saucers, plates, pitchers, etc., one rate of duty and bedroomware of the same material at another rate of duty, many of the packages imported usually have some little lot of bedroomware in them, even if it is only a few shillings worth, extra clerical help is required to compute the two rates of duty each invoiced at intricate discounts. As toiletware, such as bedroom sets, etc., are not made in Canada, the trade think the department of customs must have overlooked our former recommendation of three years ago to rectify this vexing complication. The trade would much prefer paragraph No. 287 read:

"Earthenware, plain white, printed or decorated, in china porcelain, semi-porcelain and white graniteware, for general household use n.o.p. p.c. 15, 27½, 30." Much of the lowest priced cups, saucers, plates, dishes, baking dishes, cover dishes, sauce dishes, bowls, jugs, ewer basins, chambers, etc., are made in cc body, and are usually printed or decorated in some way, almost altogether imported from Great Britain, and used almost exclusively by the farming people and the work people in towns.

As the trade will be compelled to explain, that the cause of the advance in prices of their dishes is owing to increase in rate of duty on the ware, and also increased duty on the price of the packages, in which the goods are packed, and as this increased duty on the packages will mean quite an increase in price on this low priced ware, often only about £4 worth of goods in a package and crates and hhds. are charged from 16 to 18 shillings each for packages that are almost worthless when unpacked—on £4 worth of goods the 5 per cent. extra duty is $1.00, 15 per cent. duty on package say cost 17 viz. 0.62 less ¼ the old rate makes this 49c. Total $1.49. This $1.49, with the risks of breakage, the importers and the retailers profits just doubles this and makes the cost to the farmer and workpeople $3 on this £4 package or 15 per cent. more than before, while in the better grade goods there is only the extra duty on the package, containing goods from £8 to £20. Value the extra duty of 49c for package only increased the selling prices from 1 to 2 per cent. We think that household cc or cream colored ware should have remained as it was, as it is not made or sold to scarcely any extent in Canada, and even if the duty was 5 per cent., as it is in the United States, no manufacturer could compete with the British makers in the class of ware mentioned above.

Hundreds of manufacturers in Great Britain make the bodies of their ware by mixing cc clay and semi-porcelain and white granite clay together; not one appraiser in a hundred could tell where to draw the line between cc body and white granite body, causing further complication. Even the importers themselves could not tell. It would greatly simplify the matter and be exceedingly acceptable to the trade if clause 287 was made to read thus: "Earthenware, plain white, printed or decorated china, porcelain or semi-porcelain, white granite or cc ware n.o.p. p.c. all at the same rates of duty," and strike out the words "cc or cream colored ware" in paragraph 288.

Crates, hhds., casks and cases containing earthenware, plain white, printed or decorated, and packages and straw containing moulded, pressed or blown glassware are a large percentage of the cost of the goods contained in them, and are, perhaps, the most worthless kind of package imported after they are emptied, and of scarcely any value whatever, after the goods are taken out of them, and in justice to the trade we think they should be made free of duty. The crockery trade of the Dominion is one of the important branches of business and those engaged in it, feel that the tariff relating to this industry should, if possible, be made free from complications and ambiguous phrases, so that when we send our entries to the various ports in Canada we will have assurance that all the appraisers will appraise alike the thousands of articles made in pottery and imported in this country.

C. Southon, Lakeport, who in 25 years, has built up one of the finest general store businesses in Ontario, has taken his sons into partnership and since Dec. 1 the firm is C. Southon & Sons.

BANK OF MONTREAL REPORT

Eighty-ninth Annual Meeting of Share holders—Satisfactory year's work—Canadian Trade Conditions Reviewed by President.

The eighty-ninth annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the institution, at Montreal, on Monday.

There were present: Hon. Sir George Drummond, K.C.M.G., President; Mr. E. S. Clouston, Vice-President and General Manager; Sir William C. Macdonald, Hon. Robert Mackay, Messrs. James Ross, A. T. Paterson, R. B. Angus, Michael Burke, F. S. Lyman, K.C.; Angus, W. Hooper, James Tasker, B. A. Boas, George Durnford, Henry Dobell, J. S. Keoch, M. S. Foley, John Beattie, R. G. Starke, H. Cameron, W. Blackader, James Kirby, K.C.; James Croil, Lieut.-Col. Prevost, H. Paton, W. Stanway, A. G. Ross, W. D. Gillean, Rev. G. H. Parker, (Compton); M. O'Shaughnessy, John Turnbull, J. Scott.

On the motion of Mr. R. B. Angus, Sir George Drummond, President, was unanimously voted to the chair, and on the motion of Mr. W. Stanway, seconded by Mr. James Tasker, it was resolved: "That the following be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and Angus W. Hooper; and that Mr. James Aird be secretary of the meeting."

THE GENERAL STATEMENT.

The General Statement on 31st October, 1906, is as follows:

Liabilities.

Capital Stock		$ 14,400,000.00
Rest	$ 11,000,000.00	
Balance of Profits carried forward	159,831.84	
	$ 11,159,831.84	
Unclaimed Dividends	2,228.01	
Quarterly Dividend, payable 1st December, 1906.	360,000.00	
		$ 11,522,059.85
		$ 25,922,059.85
Notes of the Bank in circulation	$ 12,036,097.00	
Deposits not bearing interest	30,842,380.93	
Deposits bearing interest	99,059,070.61	
Balances due to other Banks in Canada	141,564.73	
		$142,079,113.27
		$168,001,173.12

Assets.

Gold and silver coin current	$ 6,282,607.49	
Government demand notes	5,374,510.25	
Deposits with Dominion Government required by act of Parliament for security of general bank note circulation	520,000.00	
Due by agencies of this bank and other banks in Great Britain	$5,597,767.93	
Due by agencies of this bank and other banks in foreign countries	3,027,768.24	
Call and short Loans in Great Britain and United States	29,784,242.00	
	38,409,778.17	
Dominion and Provincial Government securities	1,346,087.68	
Railway and other Bonds, Debentures and stocks	8,999,865.20	
Notes and cheques of other Banks	4,418,994.19	
		$65,301,842.98
Bank Premises at Montreal and Branches		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	$101,814,453.38	
Debts secured by mortgage or otherwise	183,955.04	
Overdue debts not specially secured (loss provided for)	100,921.72	
	102,099,330.14	
		$168,001,173.12

Bank of Montreal,
Montreal, 31st October, 1906.

E. S. CLOUSTON,
General Manager.

The Directors' Report.

The report of the Directors to the Shareholders at their eighty-ninth annual general meeting, was then read by Mr. E. S. Clouston, vice-president, as follows:

The Directors have pleasure in presenting the Report, showing the result of the Bank's business for the year ended 31st October, 1906

Balance of Profit and Loss Account, 31st October, 1905		$ 801,855.41
Profits for the year ending 31st October, 1906, after deducting charges of management, and making full provision for all bad and doubtful debts		1,797,976.43
		$2,599,831.84
Dividend 2½ per cent. paid 1st March, 1906.	$ 360,000.00	
Dividend 2½ per cent. paid 1st June, 1906.	360,000.00	
Dividend 2½ per cent. paid 1st September, 1906	360,000.00	
Dividend 2½ per cent. payable 1st December, 1906	360,000.00	
	$1,440,000.00	
Amount credited to Rest Account	1,000,000.00	
		2,440,000.00
Balance of Profit and Loss carried forward		$ 159,831.84

The sub-agencies at Fort Rouge (Winnipeg) and Ste. Anne de Bellevue, mentioned in our last report as about to be established, were opened shortly afterwards. Since the last annual meeting branches have also been opened in the city of Mexico and at Saskatoon, and sub-agencies at Fenelon Falls; St. Henri, Montreal; Upper town, Quebec; and Bank street, Ottawa.

The Ontario Bank having intimated that is was in difficulties and would have to suspend, this bank, on 13th October, last, assumed all its liabilities, under a guarantee of other banks against loss, and it is now being liquidated.

In view of the change in the number of directors made by resolution of the shareholders at the last annual meeting, and in order to bring the by-laws of the bank into accord with the Bank Act, as at present, it has been thought well by the directors to have the existing by-laws consolidated and amended to date. This has been done, and they are now placed before you for confirmation.

All the offices of the bank, including the Head Office, have been inspected during the past year.

G. A. DRUMMOND,
President.

THE VICE-PRESIDENT.

The vice-president then spoke as follows:

As the president will deal with the business of the country generally, I will only refer to the statement of the affairs of the bank presented to you. You will notice that the chief features are increases of about $11,000,000 in deposits bearing interest, and about $13,000,000 in our current loans. These changes took place principally during the last month of our fiscal year, and are the result of our undertaking the liquidation of the liabilities of the Ontario Bank. The profits show an increase of $160,000, due partly to the good rates ruling in London and New York, where we are compelled to carry a considerable portion of our reserve funds. The other changes are of minor importance, and do not call for any special comment.

When in October the deplorable condition of the Ontario Bank was submitted for the consideration of a number of bankers, it was thought best. in the interests of all concerned, that the bank should be liquidated, and, with the view of allaying any excitement which would probably be detrimental to the interests of the commercial community generally, it was decided that this bank should undertake to assume all the liabilities of the Ontario Bank, under a guarantee from other banks in the event of the assets being insufficient to discharge them. The bank is also a party to the guarantee, and we have agreed in addition to pay $150,000 for the goodwill of the business . We do not anticipate that there will be any claim under the guarantee. The liquidation is proceeding quietly, without any public excitement or disorganization of the business of the country, with a minimum of cost to the shareholders of the Ontario Bank, and without the loss of a dollar to either noteholders or depositors. The record of Canadian banks in this respect is excellent. During the last quarter of a century, by failures of banks, which could be organized under our present banking laws, the loss to depositors has been under $750,000. The noteholders, of course, have lost nothing. I speak only of banks that could be organized under our present acts. Other banks during that period failed, involving loss to both depositors and noteholders, but they were acting under old charters and under conditions which do not now exist—in one case there was no double liability. Out of the 12 banks that have suspended since 1880, five only could obtain charters under our present system.

With respect to the general business of the country, I can only repeat my remarks of last year, that we are still in the full flood tide of prosperity. Railway earnings continue large, immigration is satisfactory, and the farming community share with manufacturers and merchants the general well-being; but in its wake it is feared will follow over-expansion, inflated values and increasing speculations, particularly in real estate and mining stocks, leaving wreckage behind when the tide ebbs.

There is still time to set one's house in order and keep it there, but the tardy should remember that the prolongation of the day of grace may add to the severity of the day of reckoning.

THE PRESIDENT'S REMARKS.

The president, in moving the adoption of the directors' report, said:

In accordance with a practice of many years' standing in this bank, I attempt a brief review of the general trade of the country.

Beyond question the general condition is one of great prosperity.

In all or nearly all branches of trade, manufacture and commerce, considerable advances in the volume of trade have taken place, as compared with the preceding year.

The port of Montreal is now, it is satisfactory to note, much more widely recognized as the eastern port of the Dominion, and its efficiency the concern not of the province of Quebec specially, but of the whole Domonion. It is therefore not entirely satisfactory to note that the business of the year now ending shows little, if any, advance over the previous year.

The improvements of the port proceed but slowly, and much remains to be done in the harbor, the channel, and the gulf, to make it possible to claim Montreal a model port

The present extreme rates of marine insurance are a great disadvantage. Upon the whole the shipping business shows a fair season's business, due in part to a greatly increased importation of goods and increased passenger trade, and the shipowners appear to be fairly well satisfied.

In this connection, it is in the highest degree satisfactory to note the improved volume of passenger business, due largely to the appearance on the route of four new steamers of the Allans and Canadian Pacific Railway Company. These boats, if only the pioneers, do much to remove the reproach which forced Canadian travel to New York and Boston, and prevented almost entirely general travel from reaching Canada, in effect placing Canada and Canadian interests in the background. We have the shortest sea route from Europe, and are only beginning to secure a reasonable share of a business which may include not Canada alone, but a large portion of the Western United States.

Taken in detail, I may say the various important departments of trade and commerce have done well.

The hardware trade reports "a larger business during the past year than at any former period in the trade's history."

The new application of iron and steel in building structures added to the demand for other standard purposes have caused a famine in these materials and unexpected delays in many enterprises.

The dry goods trade is reported as never better, and one feature to which I may refer later on, is the much better and more expensive goods now in demand.

In wooollens the report is that while still under a cloud from the operation of the preferential tariff it is better than last year, prices of all classes having advanced.

In cotton, advances in prices and an active demand are reported. Here again buyers are said to be taking goods costing seven to eight cents a yard, when not long ago four to five cents sufficed.

Boots and Shoes.—The demand has been good. Prices it is said have not advanced in proportion to the advance in the raw material, though now from 5 to 20 per cent. above last year.

In leather a large business has been done in the home trade, at an advance of one to two cents per pound. Raw hides having advanced all round about 25 per cent.

Wool has brought very high prices during the year.

Some idea of the value to the farming community of the cheese and butter trade may be found from the following figures.

Cheese. -- The cheese exported to Great Britain during the present season was of the value of $22,401,132.

Butter.—Of butter, $4,433,891, and including what remains to be sent over, we reach a total of over 33 millions of dollars. To these must be added the home consumption, which is every year growing in volume and importance.'

The great feature of the hour is, however, the development of the North Western provinces — Manitoba, Saskatchewan and Alberta—in which the capacity to produce excellent qualities of all kinds of cereals seems to be assured beyond question.

Of wheat alone the present crop is estimated at 85 million bushels, the quality undoubted; the area under cultivation is greater than last year, but the yield per acre is about 19 bushels, as against 23 last year.

If the other grains such as oats, barley and flaxseed, are taken into account, and cattle exported to the value of eight millions of dollars, we are assured that the farmers have shared in the general prosperity .

The number of acres of Canadian Pacific lands sold from January 1st to October 31st, 1906, is 1,080,000, as against 653,000 acres in the corresponding period of 1905.

The number of immigrants entering Canada through Canadian Pacific gateways from January 1st to November 7th, 1906, is 132,000, as against 96,000 in the corresponding period of last year.

The best evidence of the extraordinary activity of trade is to be found in the railway traffic, which is trying to the utmost the resources of the roads; new rolling stock is being put into

service as quickly as acquired, and the demand is still unappeased.

In addition, we have three great trunk lines engaged in active construction.—The Grand Trunk to reach the Pacific, the Canadian Northern and the Canadian Pacific in great stretches of extension the pace being only limited by the supply of labor.

The current complaint is of the increased cost of living, and it is an interesting question how far this is due to any increased cost of what are called the necessities of life, or to an advance in the style of living and the increased use of luxuries. Doubtless both enter into the case, but this is too large a subject for adequate treatment on this occasion.

In this matter some evidence may be adduced from the fact that the dry goods and other trades report the more costly class of goods now being sold.

There is abroad in the world at large a prevalent idea that capital and corportions of all kinds are antagonistic to the general welfare. Now it would be an interesting question how much of our present prosperity is founded on substantial realizations of our own, and how much is due to an increased confidence in our future on the part of outside capitalists.

The absurdity of regarding capital with suspicion is evidenced by the fact that the vast additions to our railways and other enterprises essential to the opening up of our country would be impossible without the aid of outside capital.

It would be contrary to all experience to hope for an unbroken continuance of the present condition of prosperity—periods of reaction and of suspended enterprise may be expected, but we may be assured that the surest means of postponing their coming and dealing with the bad times when they come, is the exercise of prudence and caution to prosperous times like the present.

I beg to move: "That the report of the directors, now read, be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

The motion for the adoption of the report was seconded by the vice-president, after which Rev. G. H. Parker asked several questions in regard to dividends, and also as to the bank's premises, which were replied to by the president and the vice-president.

Mr. B. A. Boas spoke on the dividend question, and advocated the possibility of higher dividends in the future.

The report was then unanimously adopted.

Confirm Amended By-laws.

It was moved by the president: "Resolved that the consolidated amended by-laws of the shareholders of the Bank of Montreal, laid before the shareholders and read, be and the same are hereby confirmed, adopted and passed by this meeting of shareholders, and that the same be sealed with the Corporate Seal of the Bank, countersigned by the president thereof."

This was seconded by the vice-president, who remarked: I think it is hardly necessary to read the by-laws through; they are before the shareholders, and the changes are small and few. In paragraph III, the number of directors is increased from nine to ten. Paragraph VI. governs the election of an honorary president, which is a new position. No. X. had to be changed in order to enable us to carry out the quarterly dividends and the closing of the bank's books. As to No. XI., under the old by-laws, if we appoint any local director, he had to be qualified to the extent of twenty shares. We have though it was hardly necessary to ask a local director for any qualification. No. XIII. has been stricken out, as it is provided for by a footnote.

The motion was then adopted, after which Mr. B. A. Boas moved:

"That the thanks of the meeting be presented to the president and directors for their attention to the interests of the bank."

This was seconded by Mr. Henry Dobell, and was concurred in unanimously.

Mr. A. T. Paterson moved:

"That the thanks of the meeting be given to the general manager, the assistant general manager, the inspector, the managers, and other officers of the Bank for their services during the past year."

In making the motion, Mr. Paterson said that the importance of the staff to the Bank was a point which must be patent to everybody. The success of the Bank depended in the first place, upon the chief officers, but the subordinate staff had a hand in carrying out their several offices. The extension of a bank's business necessarily carried with it an augmentation of the staff. When he first joined the Board of the Bank of Montreal the staff was under 300; now it was, he believed, somewhat over 1,000.

Sir William Macdonald seconded the motion, which was unanimously adopted.

The vice-president thanked the shareholders, on behalf of himself and staff, for their kind expression of appreciation.

Mr. H. Paton moved, seconded by Mr. John Turnbull:

"That the ballot now open for the election of directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only this meeting be continued."

This was unanimously concurred in.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS,
E. S. CLOUSTON,
THE HON. SIR. GEORGE A. DRUMMOND, K.C.M.G.,
E. B. GREENSHIELDS,
HON. ROBERT MACKAY,
SIR WM. C. MACDONALD,
A. T. PATERSON,
ROBERT G. REID,
JAMES ROSS,
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

The building, plant and premises of the late Harold McGray, Stony Island, Shelborne, have been leased by the Atlantic Fish Companies, Limited, who will carry on the business formerly run by Mr. McGray. This firm is making great progress in the Maritime Provinces. They beat the Americans this season, one of their vessels with a cargo of salt bulk herring having been the first to reach Gloucester.

A CORNER IN APPLES—Fruit and Flower Show, Toronto.

THE CANADIAN GROCER

Established - - - - - 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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THE TARIFF.

While the grocery trade is not greatly affected by the new tariff, some of the fifty odd changes are disconcerting and by their very smallest annoying, large enough to appreciably decrease the margin upon which goods are handled and not large enough to justify a convenient advance in the price.

Raw sugar will cost the refiners 1-7 of a cent more. Rice will cost half a cent less. New Orleans molasses will cost 1¼ cent more giving that much further protection to the West Indian product. Quarter size boxes of sardines will cost ½ cent more and boxes weighing more than 8 oz. of which but few are sold, 2 cents. Pickles are advanced two cents or so a dozen because of the new duty on the outer case or cask. Marmalades, jams, etc., are dearer by ⅛ cent a pound. Candied peels are ½ cent a pound cheaper.

The duty on nuts has been raised but walnuts and almonds which come from France and Spain have the old reduced rate under the favored nation treaty made in 1865. This treaty covers also soaps and wines. Filbert nuts which come mostly from Italy and Sicily will be a cent dearer. Peanuts which come almost wholly from the States will also be a cent dearer, though gives an additional preference to the Spanish production and may induce larger importations there.

Figs and dates suffer differently. On them the duty is changed from an ad valorem of 25 per cent. to a specific duty of 80 cents a hundred pounds. The result is that on all figs or dates costing $3.20 a cwt, the duty is unchanged but on those costing more the duty is decreased and on those costing less the duty is raised. This may encourage the consumption of better fruit but the bulk of the trade is in low priced figs. Oranges, lemons and limes are on the free list and consequently 25 cents a box cheaper.

The duty on chocolate preparations that are really confections is asserted to be raised by a new classification from 20 to 35 per cent. Macaroni is advanced a fraction of a cent. The new duty on the container for glassware raises the price of cheap kinds used by the working classes of the people and practically does not affect more expensive goods.

The classification of sardines by weight instead of by size of box is regarded by the trade as a proper change but the increase of the preference afforded Great Britain where sardines are not packed is thought to encourage the importation of fish in oil and the putting on the market of inferior fish as sardines undoubtedly hurts the trade in sardines.

All goods not mentioned particularly in the schedule submitted to Parliament come in at a duty of 20 per cent.

It must be remembered that the new tariff as submitted to the House is subject to change. Representatives of numerous interests hurried to Ottawa upon the publication of the schdules and the effect of their arguments will be seen when the bill gets into committee of the House where the amending process will be in operation. Changes, however, are likely to be few. The tariff as submitted is the chrystalized result of the labors of the Tariff Commission. The manufacturers who advocate higher protection will be disappointed but the Government is to be congratulated upon having at least lived up to its policy of tariff stability.

IRRITATING DELAY.

This is the season when everybody from the largest manufacturers to the smallest retailers should be so busy that they are working overtime, and in many instances this is actually the case, but there is one great drawback to prevent trade running along the usual channels smoothly and harmoniously. This thorn in the side, is the congestion of traffic on the railways. From one end of the Dominion to the other there is a shortage of cars and engines, and the freight sheds of the railway and transportation companies are filled to overflowing. The effect of this congestion is only now beginning to be felt by the retailer. Christmas and the holiday trade is coming on, and it behooves the grocer to have a complete stock of all those lines which are so necessary at this time of year. Orders for holiday goods have been placed for a very long time, but grocers in all parts of the country are daily anticipating the receipt of an advice card from the local freight office informing them of the arrival of the long-looked for goods, which are so slow in coming. During the past couple of weeks there has been a slight improvement in some circles, but on the whole transportation conditions are very bad. The wholesaler is not to blame for non-arrival of the goods so anxiously awaited by the retail merchant, he is just as badly off or more so, because many other customers of his are in the same position as the first grocer. One of the largest jobbers in Montreal has filled a number of contracts at a straight loss. Goods had been ordered by the retailer and the jobber, having waited a reasonable length of time for the receipt of the foodstuffs by him, found it necessary to buy from spot stocks of other firms at enhanced prices, in order to satisfy his customer. As an instance this illustrates the position of the wholesale houses. Another firm has had a car of dried fruits at the station in Montreal since the first of last month—has been unable to get at it owing to the congestion in the local freight yards. No remedy appears to be in sight, unless it be patience, and from present indications it would seem that the grocer possessing this virtue will be able to wait for his goods better than he who is in a hurry. It is a case of making "the best of a bad job."

WORKING SEASON.

The retail grocery trade is about entering upon its harvest of the year. That means its session of hard work. The desks should be cleared. Things that can be done now should not be put off until everyone is working long hours at top speed. Perhaps the stock can be got into more convenient shape, the principal part of the Christmas window decoration can be put in and only minor changes will be necessary. Supplies can be looked after so there will be no shortages with consequent loss of time and effort. Clerks should not feel aggrieved at having to work long hours; its a part of the business. Employees should be forehanded and plan against annoying delays and avoidable hindrances.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS—
SUGAR—Advanced 10 cents.
Fish—Revised.
Evaporated Apples—Advanced.
Beans—Decline.

Montreal, December 6th, 1906.

Navigation from the port of Montreal closed Saturday when the last ocean-going vessel cleared, and with the end of the season has come a little respite for the jobbers who have kept very busy for the past month and a half. Wholesalers are now turning their attention to the city trade for the holiday season, which is now at hand. It is expected that this will keep them busy up to a few days before Christmas, when the annual aftermath of dullness will set in.

The new tariff arrangements form the and everyone is talking of the matter. On the whole the jobbing trade is satisfied with the new conditions. Sugar has been advanced 10 cents, a direct result of the new tariff. There is not much going on in canned goods, while syrups and molasses are little better in this respect. Teas are firm, while much of interest is transpring in the dried fruit market. High grade prunes are very scarce and bring good prices. Evaporated apples are higher, while beans are lower. It is understood that lower prices for rice will prevail beginning on Monday, December 10th.

CANNED GOODS.—Last deliveries of canned goods are being made in Montreal, although it is expected that it will be some time before all jobbers have received full supplies. Lots coming in are more or less large in quantity, but do not begin to satisfy the wants of the retail grocers in all parts of the country.

SUGAR.—The effect of the new tariff arrangements was noticeable in sugar as soon as the news reached Montreal. Information of the new duty was received Friday morning last, and at two o'clock in the afternoon the prices were advanced ten cents all along the line. It is expected in some quarters that there will be another advance in the near future, but this remains to be seen.

Granulated, bbls.	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs.	5 05
Extra ground, bbls.	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES.—Molasses and syrups are moving out a little more freely with the coming of the cooler weather. Advices from the primary markets do not bring any further news of interest. Prices are steady.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02
" ½-bbls.	0 03
" ¼-bbls.	0 03
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.—Somewhat more business appears to be passing in teas this week. Prices on all low grade teas—for that matter on all teas—are firm. Low grades, which were obtainable this spring at 10c. to 11c., are now bringing as much as 15c. and sometimes 16c. when obtainable. Ceylon greens continue scarce and high.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 12½ 0 18
Ceylon greens—Young Hysons	0 17 0 20
Hysons	0 16 0 17
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowder, low grade	0 11 0 15
" " pea leaf	0 19 0 24
" " pinhead	0 30 0 35

COFFEE.—There is very little that is new in coffees this week. Orders going out are fairly large for the season, and prices are steadily maintained.

Jamaica	0 10½ 0 11
Java	0 18 0 30
Mocha	0 19½ 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS.—Locally, the situation in dried fruits remains practically unchanged. Spot stocks are very light. Of sultana raisins, supplies are almost nil. Any lots held are selling at prices around 12c. and 15c. The market for valencias is bare locally, while advices received from the other side say that an advance of 1-2c. has taken place. Reports from Greece are to the effect that the amount of business being transacted in currants is insignificant, all consuming countries being very well supplied. No drop in price is expected, however. Shipments of currants from Patras to Canada, up to October, 31, this year, were 1,476 tons, against 1,675 tons for the same period last year, a difference of about 200 tons, or in the neighborhood of 5,000 cases. Meanwhile, locally dealers are holding stiff until the "Clara" arrives in New York. The new tariff arrangements have caused more or less excitement in this market. Dates, imported direct from Persia, will now be brought in at the rate of 80c. a hundred pounds, instead of 40c. as formerly. This, it is thought, by those in the business, will kill the direct importing business, since the duty is the same, no matter what country the goods come from. On figs, the duty on cheap grades has been put up, while the duty on the better grades has been reduced.

Tarragona almonds have been advanced, and are now quoted at 14c. to 15c. per pound. There is a better feeling in the New York market.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09½ 0 10
Layers, "	0 09½ 0 10
Dates—	
Dates, Hallowees, per lb	0 05 0 06
Californian Evaporated Fruits—	
Apricots, per lb	0 23
Peaches, "	16
Pears, "	0 17
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" boxes	3 50
Excelsior Window Clusters,"	4 00
" " " lb	1 30
Californian Raisins—	
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10 0 11
" " choice seeded, in 1-lb. pkgs.	0 10 0 11
" " 2 crown	0 08 0 08½
" " 3 crown	0 09½ 0 10
" " 4 crown	0 09½
Prunes—	Per lb.
40-50s	0 08½ 0 09
50-60s	0 08 0 08½
60-70s	0 07½ 0 08
70-80s	0 07 0 07½
80-90s	0 06 0 06½
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08½
" 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 06
" " 100-120s	0 05
Currants—	
Filiatras, uncleaned, barrels	0 08 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08 0 09
" " in 1-lb. cartons	0 09
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 07½ 0 07½
Sultana Raisins—	
Sultana raisins, per lb	0 12 0 15
" " 1-lb. carton	0 16
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 08
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, " "	0 28
12-oz. boxes	0 06½ 0 07

PEELS.—Peels of every description are very scarce, and good prices are obtainable for any stock on hand.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb.	0 14 0 14
Orange peel, per lb	0 10 0 11

SPICES.—There is little change in the local situation since last week. Shipments for the Christmas trade are still being made, though not in such large lots.

	Per lb.
Peppers, black	0 16 0 22
" white	0 25 0 30
Ginger, whole	0 16 0 24½
Ginger, Cochin	0 17 0 17½
Cloves, whole	0 17 0 32
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

EVAPORATED APPLES. — Stocks continue very scarce, and prices are still climbing. Supplies are coming forward very slowly, and the market being so bare, higher prices are asked. As much as 9 1-4c. is asked by some jobbers, although there is stock obtainable at 9c.

RICE AND TAPIOCA.—The market is unchanged, locally, for tapioca, but advices from primary markets report an easier feeling. Prices are unchanged.

B rice, in 10 bag lots	3 25
B rice, less than 10 bags	3 35
C C rice, in 10 bag lots	3 15
C C rice in less than 10 bag lots	3 25
Tapioca, medium pearl	0 07½ 0 09

BEANS. — Beans are a little more plentiful on spot, but more arrivals are eagerly looked for. Prices are a little easier, $1.40 now being asked for choice prime.

Choice prime beans	1 45 1 55

MAPLE PRODUCTS.—Good business is being done, although the holiday season is advancing. Prices remain high with no likelihood of a declin? for some time.

Maple syrup, bulk, per lb	0 07½ 0 09
Pure Townships sugar, per lb	0 10
Pure Beauce County, per lb	0 11

RAW FUR.—Quotations remain unchanged.

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 0) 25 00
Marten, dark	3 00 5 0)
Mink, dark	2 25 5 00
Fox, red	1 7) 3 00
Lynx	4 50 7 ' 0
Weasels	0 10 0 50
Skunk	6 ?0 1 50

ONTARIO MARKETS.

POINTERS.—

Sugar up 10 cents, and firm.

Tariff changes.

Freight badly congested.

Fruit markets.

Toronto, December 6, 1906.

Business with the wholesale grocers continues very brisk, and it will soon be the retailers' turn. If the cold weather continues for three weeks, the Christmas trade throughout Canada will almost certainly be a record maker. Sugar advanced 10c. on Saturday, principally on the strength of the tariff increase in raws, but, as usual, the advance gave tone to the market, and this week the trade is expecting another upward movement. New Orleans molasses are 1 1-4c. dearer, on account of the tariff. The changes in prices due to the new tariff will not all go into effect for some time. It is a somewhat intricate matter, and adjustment takes time. All grocery markets are strong. Valencia raisins have again advanced. There is the usual complaint here and there about collections, but nothing serious.

CANNED GOODS.—All lines continue firm, without changed quotations. Quotations are held over this week.

TEA.—The market remains firm, but demand has been transferred from better descriptions to common sorts. "One of the most noteworthy features in this season's trade," says Gow, Wilson & Stanton, London, "has been the increase of over one hundred per cent. in the quantity of Indian Tea exported from London to foreign markets. This demand has not only materially assisted in the reduction of stock, but the resulting competition has exercised considerable influence in raising the market from the unsatisfactory state into which it had fallen." The principal factor in these increases was Russia.

COFFEE.—The market is about unchanged. The new tariff slightly deincreased the duty on roasted chicory, but coffee is about as cheap as chicory, and the latter is now used only for flavor.

SUGAR.—The market for raws developed a decidedly firmer tone towards the end of last week. American buyers, instead of waiting for the new Cuba crop to open at 1¼c. c. and f., for 96 degrees list basis, as was expected, choose to go in on a basis of 2⅜c. c. and f., and later, paid 2 7-16c. c. and fc., 96 degrees list for December shipment, to the extent of 100,000 bags . That is equal to 3.74c. and 3.80c .landed in New York. Sellers are now asking $3.79 duty paid, New York, for January shipment, but offerings were few. Cuban holders are sitting back waiting their price. There was an advance on refined in New York Monday.

Willett & Gray say:

"There are several influences at work contributing to the improvement side of sugar conditions.

"Our advices from Louisiana indicate that the domestic cane crop will result in something like 100,000 tons less than last year, which means that increased shipments to New Orleans will be required next year from Cuba, Porto Rico and Europe.

"Latest advices from Brazil indicate that the northern crop of Muscovados will result poorly this year. The uncertainty regarding the labor situation in Cuba adds an influence of firmness to the market, notwithstanding the fact that our latest advices from the Island indicate the largest quantity of cane in the fields of any crop ever raised in the Island. Our correspondents are obtaining exact reports from each central and estate in the Island on this particular point of quantity of cane, independent of the labor question and weather conditions, and will soon advise us by cable of estimate of crop based wholly and solely upon the amount of cane available. No doubt this estimate will surprise many by its large size. Therefore, we call attention beforehand, in order that sufficient allowances may be made for inability to turn the entire crop of cane into sugar. Of course, the labor question will only develop from week to week.

"Extraordinary efforts are being made, however, to bring in laborers from Spain, the Cuban Government being appealed to by planters to grant a portion of the cost of transportation of such laborers.

"The European markets show decided strength also, and particularly for future months, quotations being now for May contracts, 9s. 5 1-4d.; with increasing demand from speculative quarters. All signs point to a higher range of values in January to June, 1907, than those ruling during the same time in 1906."

Paris lumps, in 50-lb. boxes	5 13
" in 100-lb. "	5 03
St. Lawrence granulated, barrels	4 48
Redpath's granulated	4 48
Acadia granulated	4 43
Berlin granulated	4 38
Phoenix	4 48
Bright coffee	4 28
Bright yellow	4 33
No. 3 yellow	4 33
No. 2 "	4 18
No. 1 "	4 08

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES.—The new tariff has moved molasses from New Orleans of 1 1-4c., but quotations are as yet unchanged.

Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

DRIED FRUITS.—Cable advices received Tuesday show an advance of 2s. in Valencia raisins at Denia, replacing the fruit on the level at which most of the business this season was transacted. Advices received this week from Greece regarding currants say: "Market strong, stocks low, expect advance."

The tariff will make Camadra figs and Sair dates dearer.

The dried fruit market is firm throughout, with quotations unchanged at present.

	Per lb.			Per lb.
Prunes Santa Clara—				
90-100s, 50-lb boxes	0 05	0 05½	60-70s, 50-lb boxes	0 07 0 07½
80-90s "	0 05½	0 06	50-60s "	0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09 0 09½
			30-40s "	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 10 0 11½	Citron	0 21 0 22
Orange	0 1½ 0 12		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 04		
Currants—			
Fine Filiatras	0 07½ 0 7½	Vostizzas	0 08½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana	0 10	0 12	
" Fancy	0 14		
" Extra fancy	0 18		
Valencias, selected	0 09	0 09½	
Seeded, 1-lb packets, fancy	0 10½	0 11½	
" 16 oz packets, choice	0 10	0 11	
" 12 oz. " "	0 08	0 09	
Dates—			
Hallowees	0 05	Fards choicest	
Sairs	0 04¾	" choice	
Domestic evaporated apples	0 07½	0 08	

NUTS.—Quotations are unchanged at present, but the tariff will cause an advance of a cent in filberts. The market is firm.

Almonds, Tarragona, per lb	0 14 0 15
" Formigetta	0 13½ 0 14
" shelled Valencias	0 3) 0 [illegible]
Walnuts, Grenoble, "	0 14½ 0 15
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 09½ 0 10½
Pecans, per lb	0 14 0 17
Brazils, per lb	0 17 0 18

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 10

SPICES.—All markets are very firm.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 6, 1906.

BUTTER—Make limited. Rolls continue to arrive, bringing 22½c. to 23c. lb.

CHEESE—Market very quiet.

EGGS—Very firm feeling in market, but no quotable change.

PROVISIONS—No change in situation. Lard continues firm. Abbattoir dressed hogs quoted $9.75 per 100 lbs. Market for hogs unsettled.

Tariff changes are not expected to cause material alterations in prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—Until present stocks of rice are cleaned up, the half cent reduction in the tariff can scarcely be expected to take effect. Quotations are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

BEANS.—Quotations are unchanged.

Beans, hand picked, per bush	....	1 60
" prime, No. 1 "	1 50	1 55
" Lima, per lb	0 06¾	0 07

SEEDS.—Trade is very quiet, and prices are unchanged.

Aliske—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	7 75	8 00
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright uohul'ed	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS.—Chicago is easier for extreme lights and buffs, but heavy weight cows and steers, and the packers' market, are very firm. Tallow is somewhat easier and pulled wool is firm.

Hides, inspected, cows and steers, No. 1	....	0 11¾
" " " " No. 2	....	0 10¾
Country hides, flat, per lb., cured	....	0 10½
Calf skins, No. 1, city	....	0 13
" " No. 1, country	....	0 11
Lamb skins	0 75	1 00
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 05¾
Pulled wools, super, per lb	....	0 25
" " extra	....	0 27
Wool, unwashed fleece	....	0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 00
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" short striped	....	0 90
" " long striped	....	0 50
Marten,	3 50	20 00
Muskrat, fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 15

C. W. Evans, Montreal manager of the Dowd Milling Company, was in Lachute on business this week.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 6, 1906.)

Activity marks almost every branch of the Winnipeg jobbing trade this Fall and Winter, and the wholesale grocers report the busiest season on record.

Importers were scrambling over each other early last week to get their shipments through customs before the announcement of the new tariff.

Following quickly upon the announcement of the increased duty on raw sugar, the price of refined was advanced last Friday, 10 cents per cwt. The change in the duty on molasses will tend to encourage the importation of the lower grades. Particulars will be noted below. The 1-2 cent duty on uncleaned rice has been removed with the object of encouraging the rice mills in Vancouver and Montreal. It is too early yet to predict the effect on prices.

SUGAR.—Refined sugars have not been affected by the new tariff, but there is an increase of 2 cents per cwt. under the general tariff and 7 cents per cwt. under the British preferential on raw sugar. Immediately following this announcement of the increased duty on raw sugars, the refiners advanced the price of refined sugars 10 cents per cwt. A further advance in the West is considered very likely, with the close of navigation, and the increased freight rates from the East. Prices now are:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 76
Raw sugar	4 50

SYRUPS AND MOLASSES.—Duties on glucose and syrups have been reduced, and some effect in reduced prices will probably occur in the near future. Duties are now as follows, as compared with the old tariff: New tariff: B. Pref. 35 cents per 100 lbs.; intermediate, 45 cents per 100 lbs.; general, 50 cents per 100 lbs. Old tariff: B. Pref., 50 cents per 100 lbs.; general, 75 cents per 100 lbs.

The effect of the tariff changes in molasses will be to encourage the importation of the cheaper grades, and to raise the price of the better quality. As respects molasses not the produce of any British country, entitled to the preference, the rates of duty have been changed as follows: Formerly, molasses 40 degrees and over, paid 1 3-4 cents per gallon, and for each degree below 40, and not less than 35, an additional duty of 1 cent per gallon. Molasses below 35 degrees was duitable at 34 cents per lb. The new tariff provides that such non-British molasses not less than 30 and not more than 56 degrees shall pay 3 cents per gallon general, and 2 1-3 cents per gallon intermediate. Molasses the product of any British country entitled to the preference is continued on the free list, and such molasses may test up to 56 degrees by the polariscope. This is to cover fancy molasses from the Barbadoes. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 85
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE.—Importers rushed in their supplies of coffee last week, being afraid of the imposition of a duty, but their fears proved to be groundless. We quote:

Whole green Rio, per lb	0 10¾	0 11
" roasted " per lb	....	0 15½
Ground roasted Rio	....	0 13
Standard Java in 25-lb. tins, per lb	....	0 31
Old Government Java in 25 lb. tins, per lb	....	0 32
" " Mocha	....	0 32
Imperial Java, in 25 lb. tins, per lb	....	0 29
Pure mocha " " "	....	0 25
" Maracaibo	....	0 19
Choice Rio	....	0 17
Pure "	....	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	....	0 32
" " " " 1-lb " "	....	0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb.	....	0 23
" " 1-lb. "	....	0 24

MINCE MEAT.—

Mince meat, 7 lb. pails, per lb	....	0 09½
" " 28 " " "	....	0 09½
" " 12 oz pkgs., per doz	....	1 05

FOREIGN DRIED FRUITS.—Prunes are held very firmly at present prices, and an early advance is expected. We quote:

Sultana raisins, bulk, per lb	....	0 12½
" cleaned, "	....	0 13
" 1 lb pkgs "	....	0 14
Table raisins, Connoisseur clusters per case	....	2 80
" extra dessert, "	....	3 40
" Royal Buckingham, "	....	4 00
" Imperial Russian "	....	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	....	3 35
" Connoisseur clusters, boxes (5½ lbs)	....	0 80
Valencia raisins, f. o. s	....	1 75
" " selected	....	1 85
" " layers	....	2 10
Trenor's Valencia raisins, f.o.s, per case	....	2 70
" " selects "	....	2 85
" " layers "	....	2 95
California raisins, muscatels, 2 crown, per lb	....	0 09
" " " 3 "	....	0 09½
" " " 4 "	....	0 08½
" " choice seeded in ½-lb. packages per package	....	0 08½
" " fancy seeded in ½-lb. packages per package	....	0 09
" " choice seeded in 1-lb packages per package	....	0 11½
" " fancy seeded, 1-lb. packages, per package	....	0 11½
Prunes 100-120 per lb	....	0 04½
" 90-100 "	....	0 05½
" 80-90 "	....	0 05½
" 70-80 "	....	0 06½
" 60-70 "	....	0 06½
" 50-60 "	....	0 07½
" 40-50 "	....	0 08
Currants, uncleaned, loose pack, per lb	....	0 07½
" dry cleaned, Filiatras, per lb	....	0 07½
" wet cleaned, per lb	....	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	....	0 08½
" Vostizzas, uncleaned	....	0 08½
Hallowee dates, new per lb	....	0 06½
Figs, cooking, in topnets, per lb	....	0 05½
" " in sacks "	....	0 05½
" table, 1 crown "	....	0 10
" " 3 " "	....	0 11
" " 5 " "	....	0 13
" " glove boxes, per box	....	0 09½
" " square boxes (12 oz) per box	....	0 08½
" " 1 lb baskets, per basket	....	0 15
Figs, cooking in taps and sacks	....	0 05½
" " " boxes	....	0 05½
Apricots, choice, in 25-lb. boxes, per lb	....	0 22½
Apricots, standard in 25-lb. boxes, per lb	....	0 22
Peaches, choice, per lb	....	0 17½
Peaches	....	0 16½
Pears, choice (halves), per lb	....	0 16
" standard " "	....	0 15
Plums, choice (dark pitted) per lb	....	0 11½
Nectarines, choice	....	0 16

CANDIED PEEL. — A general advance in candied peels will be noted in the following quotations:

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
52 " "	1 year		10 00

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., Victoria, B.C. (57)

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

SITUATIONS VACANT

BOOKKEEPER WANTED—I want a young man with some bookkeeping experience for a position of trust in a general store and post office. Apply with references to Chas. A. Warren, Golden, B.C.

Lemon, per lb		0 12½
Orange "		0 12½
Citron "		0 21½
Mixed, in 1-lb drums	per doz	2 35

OATMEAL AND CORNMEAL. — Quoted as follows:

Rolled oats, 80 lb sacks, per sack		1 85
" 40 " "		0 85
" 20 " "		0 39
" 8 " "		0 22½
Granulated oatmeal, per sack		2 50
Standard, per sack		2 35
Cornmeal "		1 60

NUTS.—In good demand for holiday trade at following prices:

Almonds, per lb		0 16
" (shelled), per lb		0 33
Filberts		0 11½
Peanuts,		0 10½
Jumbos		0 12½
Walnuts, new, Grenobles, per lb		0 15
" " Marbots "		0 13
" " shelled, "		0 30
Pecans, per lb	0 15	0 16
Shelled walnuts, January delivery		0 26
Brazils, per lb		0 15

SPICES.—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb		0 18
" white, " 5 " "		0 25
Cayennepepper, in 2 and 5 lb. tins, per lb		0 20
Cloves, in 5 lb. boxes, per lb		0 22
Cassia, " " "		0 12
Allspice, " " "	5 lb	0 15
Ginger, in 10-lb. boxes, per lb		0 13
Mixed spice, in 5-lb. boxes, per lb		0 20
Mace, in 5-lb. boxes, per lb		0 70

BUCKWHEAT.—Quoted as before at $1.70 per half sack.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

ORANGES and LEMONS CHEAPER

Two car lots just received from Chase & Co., Florida: ORANGES, GRAPE FRUIT, TANGERINES, PINEAPPLES.

A car lot next week from Stewart Fruit Co., California, of Fancy Niagara Brand NAVEL ORANGES.

LET US QUOTE YOU PRICES.

MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BAKING POWDER

We are making a generous offer to the Retail Trade, to still further increase the sale of GOLD STANDARD BAKING POWDER "Guaranteed-the-Best."

If you are selling Baking Powder and wish to satisfy your customers, and make increased profits, we can interest you.

Drop us a postcard for particulars.

THE CODVILLE-GEORGESON CO.
Limited
Dept. C.G.
Wholesale Grocers
WINNIPEG, - MAN.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

CHEESE
FOR
CHRISTMAS

Canadian Cheddars, colored or uncolored, in prime condition, Large or Flats (two in a box), Stiltons, colored or uncolored, about 10-lbs. each.

English Stilton, the finest Blue-Molded, to arrive Christmas Week.

Roquefort, Limburger, both domestic and imported.

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

The Strongest Argument in favor of our Corona Hams and Bacon is the continued increase in their sales.

CORONA
HAMS
AND
BREAKFAST BACON

WE HAVE NO RETAIL STORES.

The Montreal Packing Co.
MONTREAL, P.Q.

Best of Friends

We are the best of friends with your customers, because through you we are the source of provision satisfaction.

When customers know the Sausage, Bologna, Cheese, Butter, Lard, Eggs, Hams, Bacon, etc., come from us, they say to themselves: "Glad I got the right goods!"

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The cheese situation is now one of doubt for the future, "bears" argue one way, and "bulls" argue the other way. The season of production is practically closed and the questions of stocks and probable consumption, during the winter months, are now the all important ones. We will give the last available figures for this season as follows, viz :

Receipts during last week were 19,853 boxes of cheese and 5,222 packages of butter, against 17,240 boxes of cheese and 5,613 packages of butter for the same week of last year, or a total since May 1st of 2,334,969 boxes of cheese and 585,044 packages of butter, as compared with 2,290,793 boxes of cheese and 747,347 packages of butter for the corresponding period of last year.

Exports were last week 25,342 boxes of cheese and no butter, against 9,873 boxes of cheese and no butter for the same week of last year, or a total since May 1st of 2,227,838 boxes of cheese and 361,400 packages of butter, as compared with 2,129,793 boxes of cheese and 554,041 packages of butter for the corresponding period of last year.

We received since May 1st, 44,176 boxes more cheese and we exported 98,045 boxes more than last year, leaving a deficiency in our stocks in Montreal of 53,869 boxes of cheese as compared with last year.

"Stock guessing" is now the order of the day, latest cable advices report the stocks in London, Liverpool and Bristol at about 523,000 boxes of cheese, our stocks in all Canada are conservatively estimated at nearly 300,000 boxes, or a total amount of supplies in sight of say 825,000 boxes of cheese, which means about 40,000 boxes per week for the consumption until the end of April of next year, while it is generally estimated, that the weekly consumption of cheese is between 50,000 and 60,000 boxes, if this estimate of consumption is correct, we find that we will be about 200,000 boxes short in our supplies, and we might therefore venture the opinion, that the situation is healthy and that higher prices will prevail later on.

The shipping season from Montreal is now closed and it will be impossible to get accurate figures of shipments for the coming winter months, it is therefore very important at the present time, to get the figures of actual supplies in sight, as nearly correct as possible, as the future of the market depends on it.

As before mentioned, we get "bull" and "bear" arguments, both going to extremes in their predictions on the future, we give the figures above as nearly correct as it is possible to get them, and we think that both "bulls" and "bears" will concede that they are nearly correct, but they may dispute the conclusion.

Now about butter, there will be practically no export outlet for our butter from this on, our statistical figures of exports and receipts are not reliable to draw any conclusions on the future of our market, there is a good demand for local and out of town trade and prices are high and firm, but it is an open question, whether prices can go much higher, in fact many dealers are of the opinion, that prices are not only high enough, but that there is danger of a decline, as the production of butter will be continued to some extent until the opening of the new season, the consumption of "stale" goods is a slow one and further, new rolls of dairy butter are coming in now, which will be a check on the market for creamery butter.

Meanwhile the market is firm and prices show rather an advancing tendency, but the "scared" traders, expecting very high prices in the future, are getting filled up with stocks and we are not inclined to very "bullish" ideas regarding the future of the butter market.

OUR OLD COUNTRY LETTER.

88 Fleet Street. London. E.C.
Nov. 24, 1906.

There has not been a very keen demand for Canadian butter throughout the week, although prices still linger in the region of 108 to 112 shillings. These figures are quite high enough, considering the very ordinary quality of Canadian butter on offer, but, of course, this has been a season of abnormal prices in almost every make of butter. Not for years has the Old Country experienced such a consistently hot summer and autumn, and this state of affairs has naturally affected the pastures, so that the home make of both cheese and butter has proved disappointing. Everything has been in favor of a good Canadian season, and while it may be that exporters across the Atlantic have found this an easy market, still the quality of Canadian butter shipped to London has proved so poor that the reputation of Canadian butter has been seriously damaged. It is difficult to assign causes for this lack of uniformity in quality. No doubt Canadians themselves can make a pretty shrewd guess. Over here, however, the concensus of opinion is, as was mentioned before in this column, that the cream is not collected sufficiently frequently. Also, there are those who believe that Canadians are careless in the cleaning of their butter-making utensils. The total supplies of Colonial butter imported into the United Kingdom during the past five months has shown a considerable decrease,—some 139,147 cwts.,—and this has helped to keep prices up. The greatest deficiency has naturally come from Canada, over 110,000 cwts ; while from Australia already a decrease of 22,000 cwts. odd has been noticed.

There is nothing remarkable about the position of the cheese market, and the volume of business transacted is on a fair basis. In cheese, supplies from Canada has been very heavy during the past few months, some 70,900 cwts. more being received during the four months July to October of this year than last. Particularly lately supplies have been coming to hand in large quantities, owing to the approaching closing of navigation in Canada. Quality is stated to have been very satisfactory, taken altogether, although in one or two cases complaints have been made.

PROVISION SITUATION.

Towards the end of last week the price of live hogs were from $6.15 to $6.40. This week the price is down again to $6.15 f.o.b. country points. This competition for hogs here is not justified by the Old Country market, which is again weaker and at latest reports was off from 2 to 3 shillings. Packers estimate that prices for hogs here mean a loss of at least 2 shillings on the bacon when it reaches the English market. The firmness here is probably caused by buyers for domestic trade. The local demand for hog products keeps up and the packers who give their attention to domestic trade want to put away stocks for next summer's trade. The packers assert that stocks for immediate consumption are not accumulating to justify a near reduction of prices.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS.—Lard continues very scarce, and as a consequence prices are firm. There is not much trade passing in smoked meats, but quotations remain without change.

There is not much trade passing in smoked meats, but quotations remain without change.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood (10½)	0 12½ 0 12¾
"	cases, 10-lb. tins, 50 lbs. in case	0 12½
"	" 5-lb. "	0 12⅝
"	" 3-lb. "	0 12¾
Lard, Boar's Head brand, tierces, per lb.		0 09½
" "	½-bbl., per lb.	0 09⅝
" "	tubs	0 09¾
Cases, 20 3-lb. tins, per lb.		0 10⅛
" 12 5-lb. tins "		0 10⅛
" 6 10-lb. tins "		0 10¼
20-lb. wood pails, each		2 00
20-lb. tin pails, each		1 90
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		$22 50 $23 00
American short cut clear		22 00 22 50
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15
Hams		0 14 0 15
Extra plate beef, per bbl.		12 50 13 00

BUTTER.—The tone of the market is firm. Receipts are not by any means large, and it is quite easy to dispose of all arrivals at good prices. Large rolls are now arriving, and are quoted at 22c. to 23c. a pound.

Choicest creamery, salt, 56 lb. boxes	0 25½ 0 26
" " pound prints	0 26 0 26½
Medium creamery	0 23 0 24
Western dairy	0 20 0 22½

CHEESE.—There has been very little improvement in the cheese business

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

since last report. Navigation is now closed, and further interest in an export way is out of the question, while demand for home consumption, while fair, is not great.

Ontarios, September make	0 13	0 13½
" late make	0 12½	0 13

EGGS.—Demand for eggs is brisk and prices are very firm. No actual advance is asked, but if higher figures were demanded no doubt they would be paid. Consumption is fairly large.

Fresh selects, doz		0 27
Storage " "	0 24	0 26
Storage, No. 1, doz	0 20	0 22

POULTRY.—The cold weather has had the effect of improving market conditions considerably, and prices are higher. The quality of the stock arriving is slightly better this week.

Turkey, per lb	0 12½	0 14½
Chickens and fowls, per lb	0 07	0 12
Geese, per lb	0 09	0 10
Ducks, "	0 10	0 12

HONEY.—This article is very scarce, as already stated. It is expected that supplies may be increased by a few lots from the country not yet delivered, and for this a good demand is certain.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat	0 09	0 10

TORONTO MARKETS.

PROVISIONS.—The situation continues satisfactory and prices remain firm, except for a slight revision is breakfast bacon and heavy mess. Dressed hogs, however, are advanced.

Long clear bacon, per lb	0 11½	0 11¾
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 12
Small hams, per lb		0 15
Medium hams, per lb		0 15
Large hams per lb	0 13	0 14
Shoulder hams, per lb	0 11½	0 12
Backs, plain, per lb		0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 00	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12½	0 12¾
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	6 00	7 00
" front quarters	4 50	6 50
" choice carcases	6 00	7 00
" common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 10½
Hogs, street lots	8 50	8 75
Veal	0 07	0 10

BUTTER.—The market is firm, and prices remain about as last week. No decided change is anticipated immediately. Provision men are drawing upon their stocks, and these are expected to keep prices about as they are until the middle of January, anyway.

	Per lb.	
Creamery prints	0 26	0 28
" solids, fresh	....	0 26
Dairy prints, choice	0 22	0 25
" rolls, choice	0 23	0 24
" tubs, choice	0 22	0 23
Baker's butter	0 19	0 20

EGGS.—Prospects are very encouraging for the holders of eggs. Practically no new laid eggs are coming forward. The market is very firm. Things are expected to remain about steady till after the new year. Then wholesalers will begin guessing about the stocks of eggs.

Eggs (strictly new laid)	0 35	0 40
" fresh	....	0 23
" pickled	0 21	0 22
" splits	....	0 18

CHEESE.—Prices are about unchanged.

	Per lb.	
Cheese, large	0 13½	0 13¾
" " twins	0 13¾	0 14

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	....	0 08
" " in comb, per doz	....	1 50

FOWL.—Prices are about as last week but the market is improved, due to a better demand for choice stock. There seems to be plenty of fowl in the country.

Live Weight.

Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08

Dressed weight.

Old fowl	0 05	0 07
Ducks	0 09	0 10
Young chickens	0 09	0 10
Geese	0 08	0 09
Young turkey	0 13	0 14
Old turkey	...	0 12

ST. JOHN, N.B.

PROVISIONS.—Barrel pork continues high of late years, quality of the clear pork received has fallen off so that the price of this grade averages below mess pork. This grade is in light supply. Beef continues scarce and high. Lard is high, though slightly easier. Canadian in fair supply. Refined compound continues very scarce. Fresh meats are firm. Domestic beef is low. Western beef unchanged. Mutton sells at full figures, owing to demand from the West. Lamb is quite high. Little veal. Pork firm.

Mess pork, per bbl	$22 00	$23 50
Clear pork, "	22 01	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05½	0 06½
Veal, "	0 07	0 08
Lamb, "	0 09½	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10	0 10½
" " pails	0 10½	0 11½

BUTTER.—While a fair quantity offered, stocks continue small and prices high.

Creamery butter	0 25	0 28
Best dairy butter	0 24	0 25
Good dairy tubs	0 21	0 24

EGGS.—Prices rather higher and tending upward. Good sales.
sale.

Eggs, strictly fresh	0 30	0 40
" fresh	0 23	0 24

CHEESE.—Fair stocks. Prices rather easier, but market not weak.

Cheese, per lb	0 14½	0 15½

WIN and HOLD Your Trade With

Clark's Canned Meats.

Perfect in Preparation.

CEREALS AND CONFECTIONERY

Very Quiet Markets—Export Flour Markets Dull, But Millers Talk of Advancing Prices on Domestic Market—Oat Products Cheaper.

Stagnant markets everywhere is about the measure of the grain situation. Freeer deliveries at Fort William helped to depress prices a cent since a week ago, but the loss has been about recovered in sympathy with a slight forward movement in Chicago. The flour market has not been quieter in years. The domestic demand, however, continues good and because of the high price of wheat which is above an export basis millers begin to talk of an advance. Some very low ocean freight on wheat prevail and this is against the Canadian miller since it enables the English miller to produce at a lower rate than the Canadian can afford to sell. Oat products are cheaper.

MONTREAL.

GRAIN—Oats continue very firm and prices are again up. Other lines are normal.

No. 4 barley, store	0 52½
Feed barley, store	0 52
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
No. 3 yellow corn "	0 [illegible]6
No. 2 peas, basis 78 per cent. points	0 81

FLOUR—Prices are unchanged since last report, and business is good for this season. The busiest part of the fall is now over, and millers locally are doing a city trade more than anything else, although holiday shipments to country districts continue on a fairly large scale.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS—The market for rolled oats is very firm, and an advance would not be a surprise considering existing conditions.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated " "	2 40
Gold dust cornmeal 98 lb bags	1 75
Rolled oats, 90-lb. bags	2 25
" 80-lb. bags	2 00
" bbls.	4 80
Choice boiling peas	1 00 1 10

HAY—Prices are higher this week, and the feeling in the market is strong. Deliveries have been very light, but there may be some improvement now that there is snow on the ground. Chances are, however, that there will be little improvement before two months at least.

Cable advices from Liverpool report a very strong market at 82s. with an advancing tendency. It is expected that much higher figures will prevail in the near future.

No. 1	14 00
" 2	12 50 13 00
Clover mixed	11 00 11 50

FEED—There is practically nothing in bran and shorts obtainable in Montreal at present, the market being almost bare. Prices are firm.

Ontario bran	19 50 20 50
Ontario shorts	21 50 22 50
Manitoba shorts	21 50 22 50
" bran	19 00 20 50
Mouillie, milled	24 00
" straight grained	25 00 28 00
Feed flour	1 30 1 35

TORONTO.

GRAIN—During the week wheat receded a cut and about regained it. The markets are very quiet. Ontario millers are buying from hand to mouth. Ontario white wheat is back ½c and mixed ½c to 1c. No. 34 barley has gained a cent.

(F.o.b. Georgian Bay points.

No. 1 hard		0 82
Manitoba wheat, Northern	No. 1	0 81
" " "	No. 2	0 78
" " "	No. 3, nominal	0 76½
Red, " per bushel.	78 per cent. points	0 70 0 71
White, " "	" "	0 70½ 0 71
Mixed, " "	" "	0 69½ 0 70
Spring, nominal "	" "	
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "		0 51 0 52
" No. 3x, "		0 49 0 50
" No. 3, "		0 45
Oats, white "		0 36½
" mixed "		0 35½

FLOUR—Prices remain at former quotations, but firmer wheat market are moving the millers towards an ad-

Quality
and
Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER Condensed MILK

TRURO QUALITY BRAND

JERSEY Sterilized CREAM

Sweetened

Unsweetened

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE
Manitoba Canning Co. Ltd.
GUARANTEES
ALL ITS TINNED MEATS

Corned Beef, Roast Beef, Chicken, Tongue, Potted Meats, etc.

YOU RUN NO RISK

SELLING AGENTS
Nicholson & Bain, Galloway & Parnell
WINNIPEG and CALGARY VANCOUVER

vance. Domestic trade continues active, but there is little export business passing. Quotations are still at $2.70.

Pure Manitoba wheat, per bbl in sacks	4 00	4 50
85 per cent. Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 70
Blended	3 80	3 90

CEREALS—Oat products are still lower by 15c this week, but trade continues active and some of the large mills are running night and day.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 00
" " " in wood	"	4 25
" " for broken lots in wood	"	4 50
" " broken lots in bags	"	4 25
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 55
" " " in bags	"	4 30

TRAVELER RESTED IN PEACE.

A traveling salesman died suddenly in Pittsburg, Pa., and some of his friends telegraphed the undertaker an order to make a large wreath. Investigation showed that the telegram ordering the wreath read as follows:

"'Rest in peace,' on both sides of the ribbon; if there should be room: 'We shall meet in heaven.'"

The undertaker was out of town, and the new assistant handled the job. It was a startling floral piece which turned up at the funeral. The ribbon was extra wide, and it bore the inscription: "Rest in peace on both sides, and if there is room we shall meet in heaven."

Thos. Montgomery & Son, Montreal, have been appointed sole Canadian agent for Andres y Ca., Denia, Spain, and will in future handle their Spanish fruits and nuts in Canada.

WANTED

Choice boiling Peas in two-bushel bags also, good malting Barley. Send samples with prices delivered Montreal.

STEVENS & MILLER,
126 Board of Trade, Montreal.

Mill Feed always wanted.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Flour, Grain, Hay, Pork, Smoked Meats, Fish, Etc.

SEEDS A SPECIALTY.

GEO. TANGUAY

Office: 48 St. Paul St.

Warehouses: 33-35, 34-36 St. Andrew St.

QUEBEC

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

CARAMEL CEREAL

The original and best substitute for coffee is put up in one pound cartons, to sell at 15 cents.

It is fragrant, rich in color and flavor, and has good body.

WRITE FOR STOCK TO

The Battle Creek Health Food Company,
Limited

Canadian Factory and Office, LONDON, ONT.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS. *DELHI, ONT.*

DISTINGUISH

between Pot and Pearl Barley that we sell and Pot and Pearl Barley not sold by us.

SELECT THE FORMER.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET SPLIT PEAS

98 / 49 lb. sacks. Quick Shipment.

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT { FULL STOCKS / BEST BRANDS } **SALT**

Verret, Stewart & Co., Ltd., Montreal

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

MR. GROCER :

Do you know that

SHREDDED WHEAT

is the only wheat food made in this country that is thoroughly cooked, that contains the whole wheat and nothing but the wheat, that is not "treated" or "flavored" with anything, and that it is therefore the world's staple cereal food, good for any meal in any climate in any season?

We are spending nearly a half million dollars a year to create a larger market for this product and larger profits for **YOU.**

SHREDDED WHEAT is a Canadian product, made in Canada of Canadian wheat.

The Canadian Shredded Wheat Co., Ltd.

NIAGARA FALLS, ONT.

Toronto Office - 32 Church St.

"It's All in the Shreds"

CANADA FLAKES

Must appeal to every conscientious grocer through its superior qualities.

1. The purest and best made food
2. Crispiest, because properly toasted
3. Maple flavored
4. All-Canadian
5. Largest packages

Give your customers the benefit of the excellence of Canada Flakes, and thus secure for yourself the ample remuneration. provided.

The Bakers' Delight

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

It Isn't Common Sense

for a grocer to risk the reputation of his otherwise first-class store by handling a poor flour simply because it's ground in a mill near home. Why shouldn't you be as particular about your flour as about your canned goods?

We absolutely guarantee

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

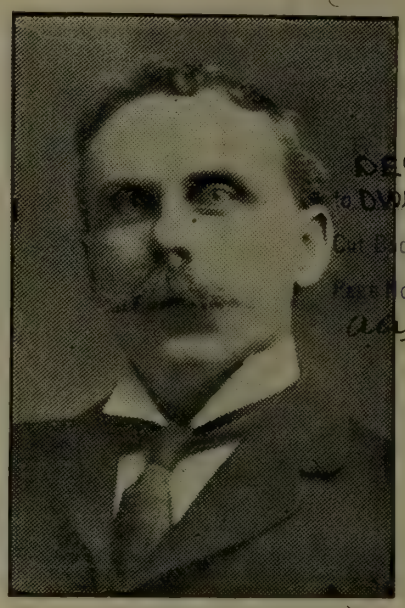
Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

BUSINESS MEN IN MUNICIPAL LIFE

No. 3

It is to experience the greatest of all teachers that genial Charles A. O'Neill, one of Ingersoll's most popular and progressive grocers can point for the thorough knowledge he has acquired of the business. On the first of January last Mr. O'Neill was initiated into aldermanic mysteries by a vote that should elate any candidate for municipal honors. "Charlie" has seized hold of municipal problems with the same earnestness and tact that established a solid foundation for his own business, and as chairman of the Market Committee he is undobutedly the "right man in the right place."

Chas. A. O'Neill is a son of the late Jeremiah O'Neill, who engaged in the grocery business in Ingersoll in 1858, and which he successfully conducted up to the time of his death in 1875. In 1895 Chas. O'Neill entered business on his own account in the stand occupied by his father for such a long term of years and the general appearance of his store is the only testimonial that is needed as to the success that has attended his efforts. "Straight groceries" would be an appropriate description of his extensive and carefully selected stock which in neatness of display always bespeaks individuality which counts for so much in this twentieth century of enterprise.



CHAS. A. O'NEILL

Mr. O'Neill also takes an active part in provincial and Dominion politics. He has been one of Donald Sutherland's nominators, and is a J.P. under the Whitney Government.

In addition to the splendid success he has made of his own business Mr. O'Neill as a baseball player has carved his name on the scroll of fame. He was on the diamond for six years, playing from coast to coast. In 1890 he played left field for Oakland in the California State League. He also played "left field" and captained the Santa Fe, New Mexico, team in 1887, and with the local teams has been a tower of strength for many years. Mr. O'Neill knows the value of being attentive to business and of displaying his goods to the best advantage.

VALUE OF APPEARANCES.

I used to be a clerk in a shoe store, said a hardware traveler the other day. One day the proprietor stepped up to me and said: "If a customer should come in and ask if we sold shoe blacking, you'd say yes, wouldn't you?"

"Yes, sir, of course."

"Well, do you know what I'd say if I were that customer?" he asked.

I said I didn't know.

"I'd ask you," the proprietor replied, "why in the world you don't advertise the fact on your own shoes?"

I "tumbled" immediately, and after that I kept a brilliant polish on my shoes and began to pay much more attention to my personal appearance during business hours, and I soon saw it paid to do so.

THE TALK OF THE HOME

PREMIUM 776 in "BEAVER" OATS

"Beaver" Oats is the big package of flaked oats —pure, wholesome, delicious.

Premium 776 is cups, saucers and plates (genuine china)—a piece in each package of Beaver Oats—strong, attractive, serviceable china.

Over half a million pieces of china ordered by us and packed by automatic machines. Never touched by human hands.

MENTION PREMIUM 776 WHEN ORDERING

P. McINTOSH & SON
Toronto

Cadbury's Cocoa Butter

is something every confectioner requires at this time of year. There is nothing like it for candy-making.

Ask for the Genuine

and accept no substitute. We have a supply on spot, but it will not last long, so

ORDER EARLY.

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

TARIFF OR NO TARIFF

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lee)

is still the most famous and purest of all **Swiss Milk Chocolates.** It has no equal and can have no superior. It is the acme of purity. If you handle Chocolate at all lead off **Cailler's** as your best brand.

Sole Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The change in the Tariff will not effect the quality of

MOTT'S Chocolate

Grocers who have sold "**Diamond**" and "**Elite**" brands of Chocolate during the past 25 years have found nothing better.

ORDER FROM YOUR JOBBER

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

The Pepsin Taste is Fine

You get it in

Nicholson's Mince Meat

Nicholson's is well made, cleanly made.

Order it, and order:

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:
28 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered, U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 86 St. Peter St., Montreal, Can.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Merit Keeps Us Busy

We	We
Are	Must
Told	Fill
To	Orders
Make	For

You	You
Can't	Can't
Help	Miss
Selling	The
Them	Profits

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

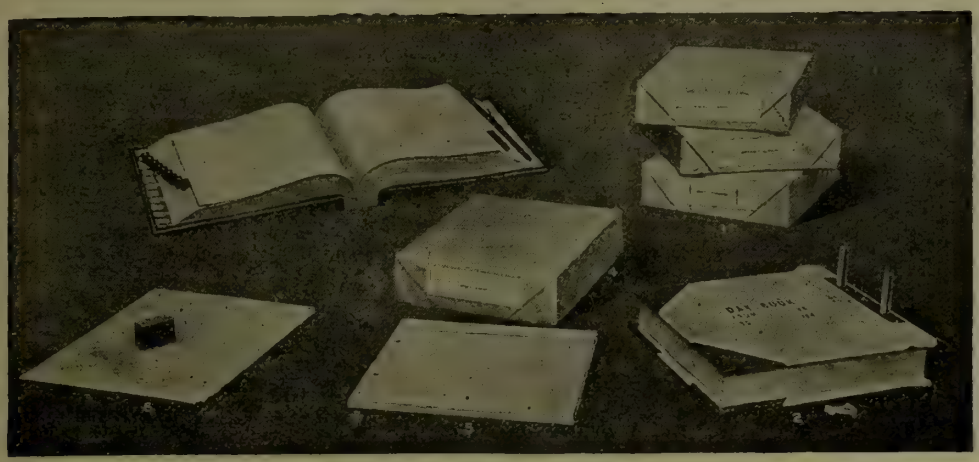
1845-1906

COX'S INSTANT POWDERED GELATINE

An old friend in a new guise.
Saves time and trouble Recipes in every package
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

Stores System $15.50



No. 1—Current Binder, Heavy Canvas Binding and Index. No. 2—Day Book Binder, heavy canvas binding, for filing duplicate accounts. No. 3—1000 Duplicate Monthly Statement Blanks, size 9 x 11, your name or the title of your firm being printed with the address. No. 4—150 Ledger Leaves, 125 for customers accounts and 25 for general accounts. No. 5—12 Recapitulation Blanks, for monthly total of sales. No. 6—14 Sheets of Carbon Paper. 1 Box of Manifold Pens.

OUR reputation for making practical labor saving systems to handle business accounting has covered this continent, and is gradually working through Europe. A particular specialty is our system for taking care of bookkeeping in a retail business.

We have just put this special one, known as our "Stores System," on the market. Though low in price, it is a very complete and an ingenious outfit. It is not merely a monthly account system, but includes also the Ledger feature and recapitulation system of sales. It is on the unit plan—the only successful method by which books can be kept—one account to the page. The photograph herewith, and the explanation below it, will give you an idea of just exactly what you will get for $15.50.

This system will enormously reduce the work of handling your bookkeeping and facilitate your general business. It will pay for itself in clerical service value in no time.

Employing our Stores System means that each customer's account is made out daily, items being entered from the Counter Check Books or Counter Blotters. These entries are made in duplicate by one writing, through the use of carbon paper. The ledger sheet faces this account, and at the end of the month it is totalled and amount posted to the ledger leaf. The account is then detached at the perforated line and posted to the customer. The duplicate sheet is removed to the Day Book Binder and becomes a detailed record, to explain the ledger entry.

Send for this outfit to-day — $15.50 F. O. B. Factory, Brampton, Ontario.

The Copeland-Chatterson Co., Ltd.

General Offices, Toronto — Works, Brampton, Ont.

Montreal: - - - - - - - - Liverpool & London & Globe Building.
Winnipeg: - - - - - - - - - - 141 Bannatyne Ave. East.
Ottawa: - - - - - - - - - - - - - - 14 Citizen Building.
London, England: - - - - - - - - - - - 43 Cannon Street, E.C.
European Factory: - - - - - - - - - - - Stroud, Glou., Eng.

EFFECTIVE WINDOW DISPLAY

Diagram of Seasonable Display by Michie & Co., Toronto—Progressive Preston Grocer's Window and Advertising Com bination.

The accompanying diagram shows the main outlines and construction of the grocery window of Michie & Co., Toronto, last week. Figs have been the dominant feature of their window dressing for some time and it was so in this case. The back ground was built up of unopened boxes of many crown figs placed one upon another on edge and making practically a solid wall of figs three or four feet high.

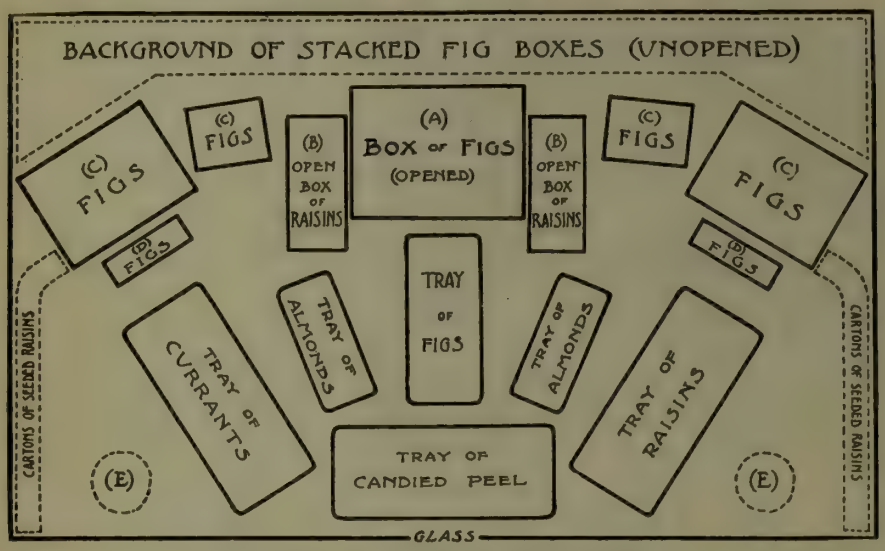


DIAGRAM OF MICHIE & CO'S WINDOW.

The next line of display is also figs with two boxes of raisins as a variation. Here the top boxes are open. The centre is a large box of very fine figs (A) flanked by boxes of equally fine raisins (B). All these are open and are tilted up to afford a better view of the fruit from the street. To right and left are piles of boxes of figs 3 or 4 deep topped by a box of opened fruit (C). In front of the end piles, smaller boxes (D) were built up in the form of steps with the top boxes open leaning against the pillars of figs behind.

The trays shown in the foreground were neatly heaped up with fruit or nuts indicated in the diagram. These trays were not more than two inches deep and looked to be of bronze. At "E" were small pyramids of stuffed dates in glass jars. Cartons of California seeded raisins were arranged without crowding, at the sides. Between the trays were laid single bottles of some line of delicatessen. At one of the most thronged and fashionable street corners in Canada this window made a very attractive display.

This week's window is only slightly altered from the one shown in our illustration. The seeded raisin packages are scattered about a little less regularly, the trays and boxes are placed at slightly different angles, and the articles employed to fill the intervals between have been shifted about. One of these "fillers" which seems to attract considerable attention is a luscious-looking bunch of English hot-house grapes, placed at the left of the central fig tray. The general impression of the window, however, remains the same, placing the emphasis on dried fruits evidently being a definite plan of campaign, leading up to the main Christmas display. It is with the window dresser's notice that despite the close-likeness of the present window to the one diagrammed the window was wholly emptied for the new trim.

CALL ATTENTION TO DISPLAY.

One of the largest of the Chicago retailers recently placed a large card in the newspapers calling attention to his windows. The idea is an excellent one. The card stated that it was to the interest of everyone who was at all interested in good goods at low prices to watch the windows, as there were many goods shown there all the time that were not advertised in the newspapers. Attention was also called to the fact that the store devoted a large amount of care and money to the decoration of its windows, and that they were well worth looking at. This is a good idea to put into practice when it is desired to call particular attention to some article or line of goods which you wish to push, or when there is a special sale on. Make the window, the newspaper advertising and the interior of the store all join forces in booming the special event, whatever it may be.

BE CORDIAL TO CUSTOMERS.

Clerks should always be polite and discreet. An aggregation of clerks who are "flip" with customers and talk about them behind their backs, will soon queer any business. The atmosphere of a store should always be genuinely cordial towards customers.

Clarke Alexander, of Jas. Alexander, Limited, the produce merchants, Montreal, has left for the Old Country, where he will spend the winter.

STAR WINDOW OF PRESTON.

W. E. Pautler, Preston, is one of the most ambitious of the younger generation of grocers in Ontario. He has been in business for himself only a couple of years but has built up a fine trade. He is scrupulously particular about the appearance of his store. Cleanliness is his first consideration, neatness and artistic display his next. He has gone in for window dress too, as this illustration shows. The photograph was not very satisfactory because of the reflection but it shows a very attractive window. Though the principal display is a proprietory article Mr. Pautler is himself the artist.

Small firm Vegetables, well cut, made crisp, delicious and appetizing by being pickled in our special Malt Pickling Vinegar.

We make the best bulk pickles in Canada, that is our reputation and we live up to it.

Put up in the best and most attractive packages obtainable, they will keep better, taste better and sell better than any other pickle on the market.

And they ought to be when you consider the care we take, we select the seed, supervise the planting, the cultivating and packing, the vegetables come to us straight from the fields.

When in our factory they are given the careful attention of years of experience, technical skill and the most modern methods and equipment, achieve results that are making our brands known from ocean to ocean.

Packed in 1-gal. to 10-gal. Pails

Write for Prices.

THE OZO CO., LIMITED

Only a Few Days to Christmas

We thank our many customers for their liberal orders for the Holidays, and wish to remind those that have not already sent them in to do so at once; same will, as usual, have our special attention. Have full lines in Oranges.

California Navels	**Mexican Oranges**
Florida Oranges	**Valencia Oranges**
Bahama Oranges	**Tangerine Oranges**
Palermo Lemons	**Messina Lemons**
California Lemons	**Pineapples**
Bananas	**Figs**
Nuts	**Dates**
Holly	**Holly Wreaths**
Sweet Potatoes	**California Celery**
Oysters	**Haddie, etc.**

In fact, everything in our line.

McWILLIAM Mc. AND E. EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

New Tariff Lowers Prices of Oranges, Lemons and Grape Fruit—Fish and Vegetables Little Affected—Christmas Trade Begins.

This week is an interesting one in the fruit market. The first quotations of oranges, lemons and grape fruit under the new tariff appear, and reductions are shown as a result in several lines. The holiday trade has begun in earnest, Christmas specialties being much in evidence. Southern California oranges are expected to arrive this week. The northern fruit is already arriving in good quantity, although there is said to be difficulty in securing cars for shipments.

The Toronto vegetable market shows only one or two changes, while in Montreal several alterations are noted.

The fish department is without feature.

MONTREAL.

GREEN FRIUTS—Fair trade is passing in green fruits. The tariff changes have had the effect of increasing the demand for oranges and lemons, which are now on the free list. Valencias to arrive are quoted $4 to $5. Several new lines are quoted this week.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos		2 00
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 50
Kumgreats, box		0 20
Manderines, box		1 00
Egg plant, doz	2 50	3 00
Apples, bbl	2 50	4 75
New lemons		3 25
Pears per box		2 75
Mexican oranges, box		2 65
California oranges, new navels		3 50
Jamaica oranges, per bbl		4 50
Jamaica oranges, per box		2 65
Florida oranges, box	3 00	3 25
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10	50
" Canadian, bbl	8	00
Florida grape fruit, box	4 00	4 50
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES—There is not very much activity in vegetables at present, and dealers do not expect much improvement until just before Christmas, when orders may be a little more numerous than they now are. Prices are changed in many cases this week, the general tendency being upward.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate	3 25	3 50
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		0 85
Endives, lb		0 20
Spinach, per bbl	2 50	3 00
Spinach, box		0 75
Cucumbers, per doz		1 25
Celery, per doz	0 25	0 [illegible]
Potatoes, per bag	0 85	0 90
Jersey sweet potatoes basket		1 75
" barrel		3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets, bag		0 75
Carrots, bag	0 09	1 00
Wax beans, per basket		5 50
Green beans "		5 00
Mushrooms, lb		1 50
Horseradish, lb		0 15

FISH—With Advent in full swing the fish trade is quite brisk. Prices are pretty well changed this week. Storms have had the effect of making haddock and cod scarcer, and higher prices have resulted. Arrivals of frozen fish are increasing. Demand for oysters is good at prices quoted.

Fresh haddock, express, per lb		0 05
Halibut, " "		0 09
Grass pike, " "		0 06½
Market cod " "		0 07½
Steak cod, " "		0 09½
Mackerel, large, " "		0 12
Small sturgeon " "		0 08
B. C. salmon " "		0 19
Smelts " "		0 10
New tomcods, bbl		2 50
Herring, new, 100 lbs		1 90
Smoked fish—		
Kippered herring, per box		1 00
St. John bloaters, "		1 25
Haddies, in 15-lb boxes, per lb		0 09
Yarmouth bloaters, box		1 25
Oysters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, per gal		1 70
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Oysters, Malpeques, bbl	9 00	10 00
Prepared fish—		
Boneless cod, 1 and 2-lb. bricks		0 06
" fish, 2-lb. bricks, per lb		0 05½
" fish, 25-lb. boxes, per lb		0 04½
Skinless cod, per case of 100 lbs		5 50
No. 1 salt eels, lb		0 08
Salt and pickled fish—		
Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
Labrabor salmon—		
" " in bbls	12	50
" " in ½ bbls	7	00
Mackerel, per pail		1 75
No. 1 green cod, in bbls, of 200 lbs		7 00
Small " " "		5 50
Large dry cod, 112 lb bundles		6 50
No. 1 salt eels, per lb		0 08
New turbot, bbls 200 lbs	10	00
Pickled lake trout, per half bbl		5 00
" sea trout " "		5 25
" sardines " bbl		5 50

TORONTO.

FRUITS—On account of the new tariff coming into effect, all lines of oranges, grape fruit and lemons are about 25 cents lower this week than last. Cranberry prices are unaltered from last quotations. Holly, mistletoe and evergreen wreathing are listed this week.

Oranges, Jamaicas, per bbl		5 00
" per box	2 50	2 75
" Florida, 126s-216s		3 00
" Mexican, 126s-216s	2 35	2 50
" Tangerines, half box	3 00	3 25
" navels, 96's, 300's	3 25	3 75
Grape fruit, 46's 80's	3 50	3 75
Lemons, Californias, boxes	5 00	5 50
" Messinas, 300's-360's	3 00	3 50
Limes, per crate		1 00
Pineapples, Florida, 30s and 24s	4 25	5 00
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas per bunch	2 20	2 50
Grapes, Almeria, per barrel	5 50	7 00
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	10 00	12 00
" " crate	3 75	4 00
Holly, per case	4 25	4 50
" wreaths, per doz	1 25	1 75
Mistletoe, per lb		0 25
Evergreens wreathing, per yard		0 02

VEGETABLES—Seven or eight cars of New Brunswick potatoes have arrived, but it is hard to say yet how much effect this will have on the local market. For the present, prices remain the same as last week. Artichokes are now quoted at $1 to $1.25 per bag. Spinach is almost done. Green onions and radishes are two out-of-season lines quoted this week.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 75
" per basket		0 50
Onions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag		1 10
Cabbage, new Canadian, per bbl		1 25
Beets, new, per bushel	0 40	0 50

Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 25	0 35
Lettuce, Boston, large, per doz. heads	....	1 25
Green onions, per doz	....	0 25
Radishes, Canadian round, per doz	....	0 60
Cucumbers, hot house, per doz	....	1 75
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	1 65	1 75
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches	....	0 25
Tomatoes, California, per crate	....	3 00
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 6, 7 and 8 doz	....	4 75
Squash, per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Spinach, per bushel	0 50	0 60
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40
Artichokes, per bag	1 00	1 25

FISH—Prices on all lines remain unchanged from last week. All stock is in good supply, and trade is satisfactory. The approach of Christmas causes a slight increase in the demand for oysters.

Fresh halibut	0 13	0 15
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 10
Perch, per lb	0 05	0 06
Herring, large, per lb	....	0 10
" medium, per lb	....	0 04
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 09
Oysters, per gal	....	1 90
Labrador herring, per half bbl	....	3 00
" " bbl	....	5 50
Frozen.		
Halibut, per lb	....	0 10
Sea herring, per lb	....	0 04½
Pink Salmon, per lb	....	0 09
Red " "	....	0 10
Fancy Manitoba white fish, per lb	....	0 12

PROSECUTING FRUIT PACKERS.

Fruit Inspector Carey received from Chief McNeill a list of 41 offenders against the Fruit Marks Act and he is now away prosecuting these cases. Every year the inspectors are tightning up the screws. It is held that after four or five years operation of the Act no one can reasonably put forward the excuse that he did not know. Offences that in the beginning would have been overlooked or merely brought upon the shipper a reprimand are now made the basis of prosecutions.

A revolution has been worked in the fruit industry. W. A. Mackimer, Canadian commercial agent at Bristol, Eng., wrote recently:

"We have had, in Bristol more extensive consignments of apples than for some years past, and it is a pleasure to chronicle the fact that on the whole the shipments so far received have given great satisfaction. I had an opportunity of seeing sample barrels of Blenheim, cranberry pippin, ribston, pippin, and other varieties opened previous auction, and, as stated, these were highly creditable."

The Christmas spirit in the air is shown in this week's price-lists issued by the wholeale fruit merchants. McWilliam & Everist and White & Co., Toronto, have two very attractive-looking folders, printed in green and red on heavy card, and containing complete lists of fruit and specialties connected with the holiday trade.

We have secured extensive orders for

XMAS FRUITS

Holly and Wreathing and we are working like "Nailers" to get our goods out in fine condition. We are using heated refrigerator cars to most points giving express service at freight cost.

We draw attention to the excellent assortment of high-class

California Navel
Florida
Mexican
Jamaica
Valencia

ORANGES

WHITE & CO., Limited
Toronto and Hamilton
Our price list mailed to any address

$'S IN EVERY BOX $'S

"St. Nicholas"
"Home Guard"
"Kicking"
"Puck"

B. L. O. E.
Best Lemons on Earth

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

We will be able to supply your wants for
ORANGES, LEMONS, CRANBERRIES, ALMERIA GRAPES, FIGS, NUTS, DATES, Etc.
either for prompt shipments or for your *Christmas* orders, and will make price right
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

NEW ARRIVALS

Sweet Sonora Oranges,
New Messina Lemons,
New Grenoble Walnuts and Almonds,
Comadre Figs, Finest Hallowee Dates

Send us your orders, **Quality and Price** will please you.

HUGH WALKER & SON GUELPH ONT.

J. V. DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

ENGLISH FRUIT HOUSE EXTENDS.

The fruit trade throughout Canada will be interested to learn that Frederick Fisher & Sons, who are so widely known amongst Old Country dried-fruit and green-fruit houses, purpose making a larger bid for Canadian trade.

The senior of this firm expresses the firmest belief that Canada is the country of the future. Although his house has already built up a connection in green fruits and dried fruits with some of the leading distributors in the Dominion, he hopes to do a much larger volume of trade. Fisher & Sons desire to correspond with just a few really high-class distributors in each of the chief Canadian market centres. They specialize in Alemeria grapes, Valencia oranges, lemons, Palermo and Messina, Turkey figs, Persian dates, nuts and almonds.

This firm may be said to have grown up with the English fruit trade. During the 34 years of its existence, it has made careful study of the chief fruit growing districts of Europe and Arabia. A large export trade has been built up, covering Canada, India, South Africa, Brazil, Argentina, West Indian Islands, etc. Mr. Fisher, the senior of the firm, who is known as a capable lecturer on fruits, declares his belief that the only manner in which a good export trade can be built up is by the use of great care and discretion in the selection of fruit for export.

Mr. Fisher hopes to visit Canada in the course of 1907. In the meantime, communications from the leading wholesale distributors of fruit will receive prompt attention at the firm's offices, Monument street, London, E.C., England.

A man may be poor and proud, but who ever heard of a man being rich and humble?

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

INTRODUCTION
TO THE
Canadian Fruit Trade

Gentlemen,
We, mindful of the present prosperity and future greatness of Canada, intend to devote our energies and our 34 years' experience of the world's fruit-markets, to a more thorough exploitation of Canadian requirements.

WE WANT TO SELL
to a FEW good, hustling, well connected, and reliable distributing houses in each market centre.

FRUIT Green & Dried
not ordinary fruit, but
EXTRA SPECIAL QUALITY
such as your customers want, such as sells at sight, and brings repeat orders.

ORANGES, LEMONS, GRAPES, TURKEY FIGS, NUTS, ALMONDS, DATES, MUSCATELS, ETC.
C. and F. prices arranged for car lots.

What we don't know about Fruit, isn't worth knowing. Your inquiries are invited.

FRED^K. FISHER & SONS
St. Magnus House, Monument St.
LONDON, ENGLAND

No More Trouble
No More Complaints
No More Spoiling
IF YOU CARRY OUR
Pure Apple Cider
PRICES FRIENDLY
The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private
T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.
Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES
Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.
Choice Creamery Butter in Tins, all sizes, ⅓-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.
CORRESPONDENCE SOLICITED

SHIP TO US
We pay highest market prices for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.
THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street,
HAMILTON

E D S
THE EFFECT
When a grocer stocks up "E.D.S." Brand Jams and Jellies, he takes a step towards reliable trade.
When his customers know he has stocked up "E.D.S." Brand Jams and Jellies, they take a step towards him as their permanent supply man.
The people are aware that "E.D.S." Brand Jams and Jellies are guaranteed pure.
Order from any of the below-mentioned:
Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.
E. D. Smith's Fruit Farms,
Winona, Ont.

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED

PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - - "ACADIA"
"ATLANTIC"-"BLUE NOSE"

BRANDS OF

Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

ATLANTIC FISH COMPANIES, Limited

Head Office : LUNENBURG, N.S., Can.

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

SHREDDED COD

gives the Grocer a good profit

Do You Handle it?

Try a few boxes of H. F. Co. Shredded Codfish. It is pure Cod and absolutely boneless. Directions for use on each package. Packed in attractive boxes of two dozen half-pound cartons

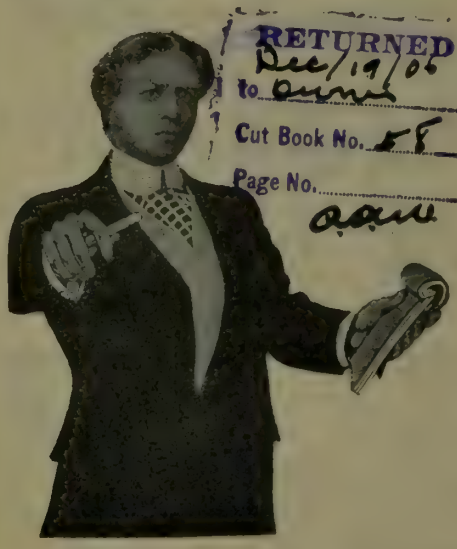
PUT UP BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

How About Fish Orders ?



IF any firm understands the ins and outs of the Fish business, we do; and every condition warrants the biggest kind of trade in such lines as we control. We're able to show ample margin of profit for the retail dealer without skimping qualities in any way, and there's no need to magnify our facilities for doing things right.

WRITE US FOR QUOTATIONS

The F. T. JAMES CO., LIMITED

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

6 Reasons for Buying and Selling
King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Clack's Harb ur, N. B.

Fish ADVENT Oysters

The Advent season is now in full swing, and your customers will want Fish and Oysters.

We have the largest stock and best assortment in Canada.

FRESH	FROZEN	SALTED	SMOKED	PREPARED
Haddock	Sea Herring	Labrador	Haddies	Green Cod
Cod	Grass Pike	Herring	Bloaters	Skinless Cod
Flounders	Pickerel	Salmon	Kippers	Boneless Cod
Salmon	Halibut	Trout	Dried	Boneless Fish
Trout	Smelts	Mackerel	Herring	Dry Cod in Bundles

And all other kinds of fish in season.

Bulk Oysters : Standards and Selects by the gallon.

SEND YOUR ORDERS IN EARLY.

PRICE LISTS MAILED ON REQUEST. ALL ENQUIRIES ANSWERED PROMPTLY.

LEONARD BROS., WHOLESALE FISH DEALERS
20, 22, 24 and 26 Youville Square, Montreal

LONG DISTANCE TELEPHONES. P. O. BOX 639.

LISTEN

to what a few of many Canadian Grocers have to say about "Skipper" Sardines.

THE BRITISH HOUSEKEEPER'S FAVORITE BRAND

"EXCELLENT FROM EVERY POINT OF VIEW"

With reference to your "Skipper" Sardines, they are excellent from every point of view, the flavor being fine, and the Sardines easily digested,—a fact of great importance to most people. I shall take every opportunity of recommending them to our customers, these being an article of great demand in our store.

David Bell,
Cor. Yonge and St. Mary Sts., Toronto

"FIND THEM VERY SATISFACTORY"

We have been handling "Skipper" Sardines for some time and find them very satisfactory.

M. Moyer & Son,
406-408 Spadina Ave., Toronto.

"THE BEST I EVER HANDLED"

We have been selling "Skipper" Sardines for the past year and can honestly say that they are without exception the best Sardines we have ever handled. We have yet to find a customer dissatisfied. The general verdict is "simply delicious." Please quote me for another 5 cases delivered. G. S. Heyward, Chatham, Ont.

"SOLD SARDINES FOR 24 YEARS"

I have sold Sardines for 24 years, and if I could not obtain "Skipper" Brand would be at a loss to recommend a substitute. I have found them even better than your representative claimed.

Jno. J. Burton,
570-572, 624 Yonge St., Toronto

From the foregoing it is easy to understand why the public keep asking **"GENTLY, BUT FIRMLY"** for Skipper Sardines. They are Sardine Satisfaction.

☞ We want you to drop us a postal card for a free tin of Skipper Sardines. It will only cost a cent to do this, and **"They'll Suit You to a "T."**

Sole Canadian Agents **The WEE MacGREEGOR CO.**
TORONTO, ONT.

33 St. Nicholas St., MONTREAL; 89 Banks St., OTTAWA; 169 King St. E., HAMILTON

Attach Importance To What Is Important

Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

Mail a Postcard calling for particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

Buy T. & B. To=Day

Because the demand is of to-day and "to-morrow never comes." We can start the ball rolling in your store, can keep your clerks busy filling tobacco orders.

T. & B.

therein lies the secret.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

GROCERS IN GREAT BRITAIN

Matters of Interest to the Trade in the Old Land—Technical Education and Its Growth—The Soap Combine—The Tariff.

London, October 27th, 1906.

The subject most generally engaging the attention of the Grocers' Association in Great Britain at present is technical education. The trade has recognized that something must take the place in trade education of the apprentice sysem has fallen into disuse. Technical education along other lines prepared the way for technical education in food stuffs, and many technical schools are co-operating with Grocers' Associations in providing courses. Other Associations have provided lecture courses. Many prizes and competitions have been established to encourage grocers' assistants to take up the courses.

In connection with the recent National Grocers' Exhibition in London, a national conference in technical grocery education was held showing that interest is spreading about the movement. A leading feature of the Exhibition was a long series of competitions in the practice and theory of the food stuff trade. These gave evidence of splendid progress in the work of technical instruction.

The Soap Combine.

A talked of combine of soap manufacturers is at present a live subject of discussion in every Grocers' Association in the country. Wm. Lever, M. P., of Lever Bros., is said to be behind the movement. The scheme is said to involve £9,000,000 capital. The antagonism of retailers was roused by cutting the pound bar of soap to 15 oz., and increasing the price. The retail prices here have been raised in many places, but the trade has to a considerable extent turned against the combine products, and independent manufacturers are reaping the benefits. Deputations of Grocers' Association have called upon the trust representatives who held that the combination was merely to eliminate some expensive and excessive advertising.

The Grocers' Journal of October 13th, says:—

"Various rumors are current relative to the widely-announced soap combine, but no information sufficiently definite to warrant publication is yet to hand. We understand, however, that on Tuesday last the President, Chairman of the Grocers' Federation Proprietary Articles Committee, with the Secretary of the Federation, had a long interview with Mr. W. H. Lever on the subject. The interview was of a private character, but we are informed that the combination referred to was very nearly an accomplished fact, that it was not for the purpose of forcing wholesale prices, but rather with the object of producing a working agreement amongst manufacturers in order to lessen the costly competitive advertising and other expenses which had arisen owing to the keen competition between various manufacturers; that the combine was being arranged in view of the stringent conditions of the raw material market; and that the arrangements were such that each firm in the combine would continue carrying on its business upon the usual lines, and the promoters hope that the arrangements, whilst in no way interfering with the price to the public, would show profit advantages to the small, the large, and the wholesale distributor."

A fortnight later the same authority says, under the caption, "Soap and Soft Soap":—

"A Lever" has indeed "moved the world," and the grocery trade may well look with perturbation upon the Soap Combine, or Trust, whichever name its originators choose to give it. Mr. Lever may describe the combine as a harmless means of saving the severe competition indulged in for years past by rival soap manufacturers; he may, furthermore, reiterate his assertions that such an amalgamation of previously antagonistic interests will benefit humanity at large, and he may offer proofs of his assertions. No amount of argument, however, can induce the thoughtful grocer to look any way but askance at this combine, which is a trust and only incomplete, we assume, because the inducements tendered to the firms remaining outside were not strong enough, or, as we have reason to believe, these firms disapprove of trusts. As the pioneer of federation for grocers, and as one who has always proudly asserted

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

There is a difference.
CLAY PIPES
made by us are the best in the world.
Specify them in your order.
D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE,
186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street
QUEBEC
The largest wholesale tobacconist store in Canada.
Leaf Tobacco a Specialty.
PHONE 1272

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

his beginnings as a grocer, Mr. Lever is strangely inconsistent in his latest move. We should be the last in the world to cast doubt upon anything Mr. Lever says, but as the friend of grocers, particularly of single-shop grocers, his action cannot but be condemned. For many years past the profits realized by the retailer on Sunlight, Lifebuoy, and Monkey Brand soaps have been woefully inadequate, and no grocer could keep his shop open three months if other articles did not pay him better. This margin of profit may not be altered for better or for worse immediately, or for a few years. Mr. Lever, however, is creating a monster that may and probably will soon be beyond his control. When this time comes the grocer will be the chief sufferer, as usual. The public can take care of themselves pretty well, but what is the grocer to do when the same man that suggested federation as a means of better combating the grievances of the trade comes forward with a scheme by which, ultimately, the grocer will be further ground down. Mr. Lever is by repute an exceedingly wealthy man, and it cannot be that money induced his last unfriendly action to the trade which has assisted so ably to make Sunlight soap what it is. Grocers who are content to let the future look after itself may view the situation with that dangerous complacency which a never ending series of oppressive acts engenders. It is absolutely certain, however, that in the comparatively near future the Soap Combine will take another shred from the unsatisfactory profit gained by handling its proprietary soaps. Mr. Lever may not live to see this himself, but his responsibility as the titular head and originator of a Soap Trust is not limited to its immediate results. Trusts are bad, wholly and utterly evil. They are against the laws of nature, and however speciously they are created, their growth means oppression. Our duty lies in warning the retailer in just as strong a manner as we are able—the public have had the warnings trumpeted to them by the daily press. Are grocers going to have their usual grumble and then let the evil continue, or will they for once assert the ample power they undoubtedly possess. The duty of the Federation is plain, if unpleasant on account of Mr. Lever's friendship; whether or not the Federation will take some decisive step is another matter, and we shall see how the Associations throughout the country will act.

Against More Duties.

The Produce Markets Review, an old and influential trade journal, in a recent number sails into the tarrif reformers or improvers to the extent of several pages, under the caption "Customs Duties and the Consumers." The opening paragraphs indicate the tread of the argument:—

"There has, we suppose, never been a time in our history when trade was not checked and interfered with by Customs duties, whether imposed simply for revenue or for protective purposes. The great work of statesmen in the second half of the nineteenth century was to reduce fiscal interference to as great an extent as possible. In this way duties on some 1,100 articles were taken off, and Mr. Gladstone's great Budget of 1860 alone freed over 400 from Customs trammels. At the beginning of the twentieth century there were Customs duties on only seven classes of articles—tea, coffee, cocoa, beer, wines and spirits, dried fruits; and of these the beer duty was practically inoperative because we import little or none, while the fruit duties, though vexatious, yielded only a trivial net revenue. The Customs, therefore, in practice only affected five articles. The result of half a century of constant removals of the burdens that press on the springs of trade and industry was extraordinary, for commerce increased by leaps and bounds, and the country enjoyed a period of unexampled prosperity. Much of this was no doubt due to the progress of invention and science, particularly in the shape of cheapened transport. At the same time, the chief cause of the progress was the nearer approach to scientific taxation, under which people were allowed to buy from, and sell to, whom they pleased.

"By the end of the last century the bearing of these lessons had to some degree been forgotten by our leaders, and when the necessity for fresh taxation arose, new catchwords were invented to excuse a return to the darker ages of finance. It was argued that the national revenue was gathered from too few sources, that our fiscal table had not legs enough, and that it was necessary to widen the basis of taxation so that everybody should pay his share. For the moment the protests were unheeded of those who kept to the financial faith of Peel, Cobden, Bright, Northcote or Gladstone. We had Customs duties imposed afresh on sugar and corn. An export duty on coal was put on, and the duties on tea, wines, spirits, beer, and tobacco were increased. At the same time (quite apart from the cost of the South African War), lavish public expenditure was indulged in, both for Imperial and for local expenses, till the extra burden for the two purposes rose to £130,000,000 a year more than it was ten years before. In fact it appeared to be thought that the nation was so rich that the bottomless purse of Fortunatus had fallen into its possession: and it was forgotten that the bulk of the population, even in a rich country like ours, lives on the verge of poverty. A phrase like widening of the basis of taxation sounds imposing, but in practice it means the starving of the poor; while, at the same time, it interferes in all directions with the freedom of trade."

N.-W. C. TRAVELERS MEET.

The Northwest Commercial Travelers' Association held their annual general meeting in Winnipeg on the evening of Saturday, Nov. 24th. President, D. J. Dyson, presided and there were present about 40 travelers.

Officers were nominated as follows: President, J. E. McRobie, acclamation; Vice-President, Geo. Wilson, acclamation; Treasurer, L. C. MacIntyre, acclamation. Vice-President for Calgary, H. W. White, E. Dagg, A. McKillop; Vice-President for Edmonton, F. M. Morgan; Vice-President for Regina, P. Cooper; Vice-President for Victoria, F. A. Richardson; Vice-President for Victoria, C. W. Bishop, M. H. Dobie. one to be elected. Directors for Vancouver, T. J. Stephens, G. W. Adams, F. C. Harris, H. W. Duncan, W. I. Linton. Two to be elected. Director for Victoria, H. Erb, F. J. Hall. One to be elected. Director for New Westminster, Fred. J. Lynch. Director for Kootenay, Geo. Munn. Auditor, T. Harry Webb. Directors for Winnipeg (11 to be eleced), A. S. Lock, F. H. Nesbitt, T. Montgomery, C. Holden, E. L. Thomas, Geo. Barrett, A. E. Wayte,

J. E. McROBIE
President, N.W.C. Travellers' Association.

E. Nicholson, H. J. Clare, J. Perry, J. E. Holland, W. W. Bole, F. W. Adams, W. Stitt. Eleven of the above and D. J. Dyson will comprise the board of directors for 1907 for Winnipeg.

The annual meeting will be held on Dec. 15th, when the results of the elections will be announced.

HOLIDAY CONTESTS.

A Schenectady, N.Y., store, held a contest last Christmas in which the prize was a big Christmas dinner. A dinner was offered to every boy who would bring to the store 500 ads. clipped from the local papers. A special prize of $5 in gold was offered to the boy bringing in the greatest number of ads. It was advertised, however, that any deserving poor boy registering his name at the store would be given a dinner ticket whether he secured the requisite number of ads. or not.

THE BATTLEFIELD OF BUSINESS

is usually in the office or counting house. The sucessful business man to-day is not the man who burns the midnight oil toiling over his books. It is the man who is putting system into his business and applying it at every turn.

The Crain Continuous Systems

are up-to-the-minute for the wholesaler, manufacturer or retail trader. Can you get a statement in an hour's notice, or does some clerk have to stay up all night to dig it out of antiquated records?

Before placing your order for next year's books write us. It will pay you.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office: 18 Toronto Street
Montreal Office: 74 Alliance Building
Winnipeg Office: 11 Nanton Blk., Main St.

You can't go wrong by placing an order for a trial lot o

Our Matches

You will be satisfied and find more profit than by selling other makes—

We'll tell you all about brands, prices, freight rates, etc.—Drop us a postcard.

The Improved Match Co., Limited

Head Office: BOARD OF TRADE, MONTREAL.
Factory: DRUMMONDVILLE, P. Q.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

"WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

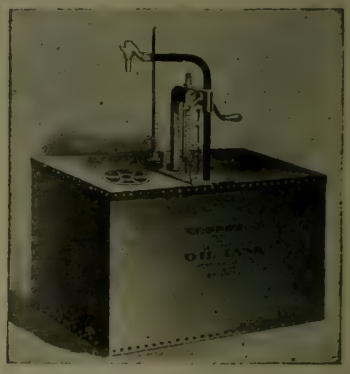
Why not order it to-day? Pumps cost $6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another Indispensable, to largely increase sales of dried beef, the **"ENTERPRISE" SMOKED BEEF SHAVER,** Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

The Enterprise Mfg. Co. of Pa., Phila., U.S.A.

SEND FOR IT

Our new catalog B illustrates different styles of oil tanks. At least one of them will fill a long felt need in your store. Send for it.



CUT No. 19
ONE OF MANY STYLES

We want you to know about the Bowser Perfect Self-Measuring Oil Tank. The tank that draws, measures and computes the money value all at one operation. It's explained in our catalog.

S. F. BOWSER & CO. Inc.
Mfrs. of Kerosene and Gasolene Tanks
66-68 Fraser Ave., TORONTO

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Litimed, - TORONTO, ONT.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

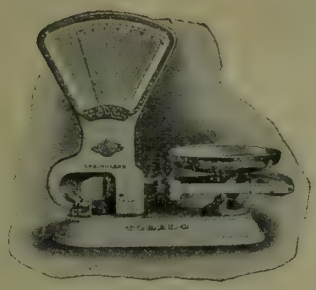
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

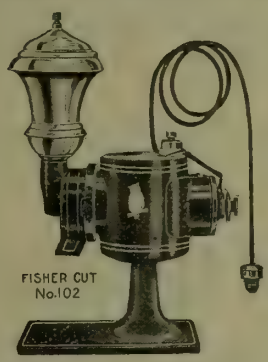
PLAN to economize on your time bill. Use our

Special Duplicating Counter Check Book

No other counter check book has its merits. Our representative would be pleased to show you samples.

The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

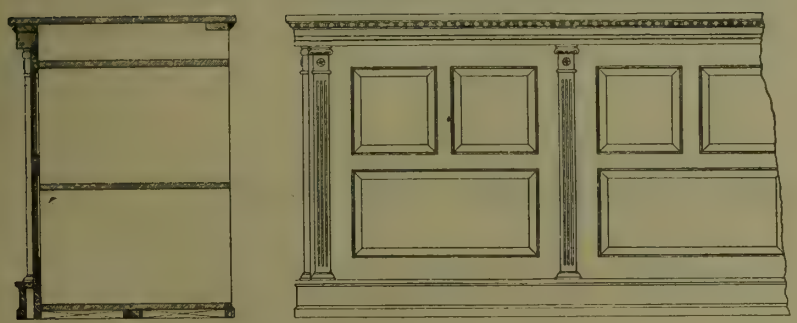
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A SOLID OAK COUNTER



ATTRACTIVE—SUBSTANTIAL—SERVICEABLE

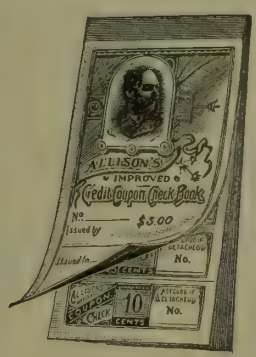
If desired the rear of this counter may be

Equipped with "WALKER BINS"

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representative:
MANITOBA: Stuart Watson, Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO BALKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,
Manufacturers
Indianapolis, Indiana.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

The Arctic Refrigerator, made for a lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

AS IT WAS IN THE BEGINNING

When first produced we introduced MacLaren's Imperial Cheese to the trade as a cheese of

Faultless Quality and Paramount Value

We put all our money, brains and energy into the enterprise, believing that discriminating people would eat lots of cheese if it were invariably good; that the humblest disciple of economy would recognize its value. We believed, too, that the grocer would appreciate a good thing—would welcome a profit both good and sure, and be glad to be rid of all the vexatious drawbacks attending the sale of ordinary cheese.

The Means Justified the End

To-day MacLaren's Imperial Cheese is sold in every civilized country in the world. It makes a subtle appeal to the palate, a strong appeal to the pocket, and the grocer who does not realize that it places his cheese business on the only sound and profitable basis, is the exception.

MacLAREN IMPERIAL CHEESE CO., Limited

Head Office: TORONTO

New York, N.Y. **Boston, Mass.** **Chicago, Ill.** **London, Eng.**
Philadelphia, Pa. **San Francisco, Cal.** **Woodstock, Ont.**
United States Office and Warehouse: - - - - - DETROIT, MICH.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 6, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5-lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 [illegible]
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 [illegible]
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 80
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 [illegible]
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ½ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ¼-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household." 24/25 s ... 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 [illegible]
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 [illegible]
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 [illegible]
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 in, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb, tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.

XXXX chocolate powd	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 [illegible]

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN AND SUN PASTE

STOVE POLISH STOVE POLISH

Long Experience

extending over nearly fifty years of successful stove polish making, enables us to select just the right materials to give the best results on the stove from the housekeepers' standpoint. We have the dealers also in mind and we put up goods that turn out right every time you sell them. Our strong packages prevent breakage and damage of goods in transit. Our bright, attractive labeling with our well-known orange label is instantly recognized, and then you have our guarantee. We have the confidence of the dealers as well as consumers. That is why so many thousands o grocers are pushing **RISING SUN Stove Polish** in cakes and **SUN PASTE Stove Polish** in tins. f

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

BORDEN'S BRAND

UNSWEETENED

For positive safety in use and Absolute Purity of Manufacture "Eagle" Brand **CONDENSED MILK** and "Peerless" Brand **EVAPORATED CREAM** are the recognized leaders and standards—

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tinsand barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case. per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins per doz.	$1 40
"	½-lb. tins "	2 50
	1-lb. tins "	5 00
Durham	4-lb. jar. per jar.	0 75
"	1-lb. jar. "	0 25
F. D.,	½-lb. tins per doz.	0 85
"	¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins per lb.	$ 0 35
	¼-lb. tins "	0 35
	1-lb. tins "	0 32½
	4-lb. jars per jar	1 20
	1-lb. jars "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins per lb.	25
	¼-lb. tins "	0 23
	1-lb. tins "	0 22½
	4-lb. jars per jar	0 70
	1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "}	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

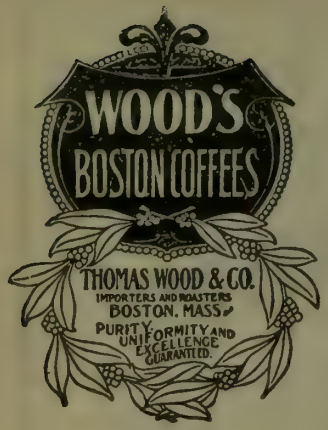
Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb.	4½c.	

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	10 20



The "Central Idea"

governs the successful ones in business and professional life.

The musician seeks perfect harmony, the architect perfect proportion, the elocutionist perfect enunciation, etc., all demanding care, labor, practice. There is a central idea in

Wood's Coffees

—their marked Purity and Superiority—achieved by care, labor and the practice of the best modern methods.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 07½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 48 lb.	0 05
Ivory Gloss, 8-5 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 50 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

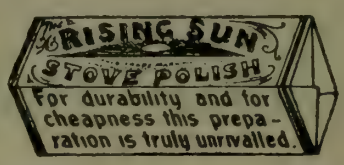
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 75
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " "	2 25
(10 and 20 lb. tins have wire handles.)	

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	W	
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

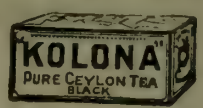
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 7 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



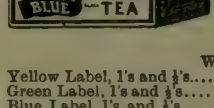
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 17
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

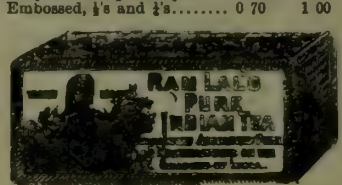
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35
" " 80 ½-lb. } " " 80 1-lb. }	0 35
" " 120 ½-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 75
Japan, 1s	0 19	0 15

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛, ¼ and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ⅛, ¼ and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ⅛ and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛, ¼ and 1s, 50-lb. cases retail	0 40 at 0 50
Red Label, ⅛, ¼ and 1s, 50-lb. cases retail	0 50 at 0 54
White Label, ⅛, ¼ and 1s, 50-lb. cases retail	at 0 60
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17½

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 51
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. O. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 [illegible]
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCHAU, Montreal.	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case	1 10

IF YOU WANT A **JAM**

THAT WILL BUILD UP TRADE

AND ON WHICH YOU CAN

MAKE A NICE PROFIT

YOU CAN'T

DO BETTER THAN TO ORDER

A TRIAL CASE OF 4 DOZ.

OF **BATGER'S**

NEW STYLE JAR STRAWBERRY JAM

Agents:
ROSE & LAFLAMME,
Montreal.

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

CROSSE & BLACKWELL, Ltd.

London, England

C. & B. Pickles, corked pints and ½-pints

C. & B. " Lever stoppered pints and ½-pts

Agents: C. E. COLSON & SON, Montreal

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., & Co., Montreal.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.
Crain, Rolla L., Co , Ottawa.

Crockery, Glassware and Pottery.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Geo., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Lunenburg, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor, N.B.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H , & Sons, Toronto.
Smith, T F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGreegor & Co , Toronto.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
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Finkle & Ackerman, Belleville, Ont.
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Gibb, W. A., & Co., Hamilton.
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Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
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Improved Match Co , Montreal.

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Fearman, F. W., Co , Montreal.
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Crain, Rolla L., Co , Ottawa.
Ontario Office Specialties Co., Toronto.
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Sutton, G. F., Sons & Coondon, Eng.

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Oakey, John, & Sons, London, Eng.

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Hillock, John, & Co., Ltd., Toronto.

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"Sugars" Limited, Montreal.
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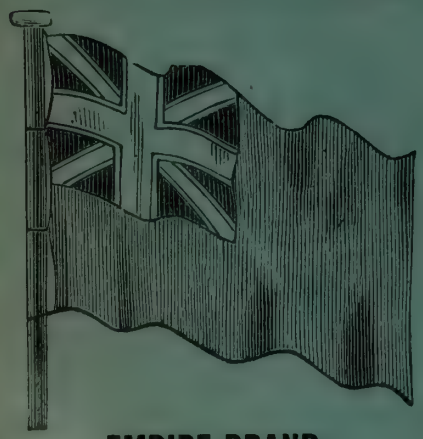

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Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 14, 1906. NO. 50.

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(Continued on page 4.)

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Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills.
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK This design a guarantee of quality.

CANADA PAPER CO., LIMITED.
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

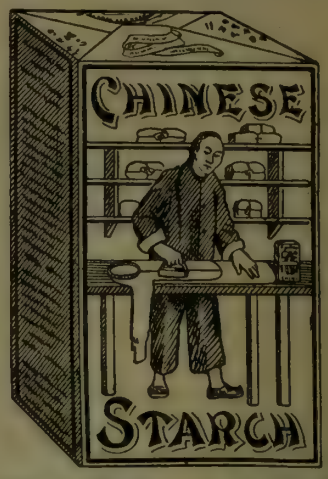
THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

QUEBEC PROGRESS

If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write

J. P. THOMAS,
Everything in Groceries handled. Quebec



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross
LONDON, ENGLAND

CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St. Montreal

TOMATO CATSUP **JAMS IN GLASS**

Be sure and stock your requirements before cold weather, as we cannot guarantee against freezing in transit.

Remember the *best brands: AYLMER, SIMCOE, MONARCH, TIGER, etc.,* Every package guaranteed quality.

CANADIAN CANNERS LIMITED

You can, if you Will!

Are you doing the best tea business in your town or village?

You can, if you will push Red Rose Tea.

"Good tea" is what I call it, but, it is an undoubted fact that no other tea on the market equals it in quality. If you have a doubt, try the tea yourself—

You can increase your sales and your profits by pushing Red Rose Tea

T. H. Estabrooks

St. John, N.B.

Toronto Branch: 3 Wellington Street East
Geo. H. Campbell, Manager

THAT'S IT

There is one thing that is now generally conceded by both the trade and the public,—and it is this.

"That "SALADA" packets alone contain the maximum of quality at the minimum of cost."

Think of what this means to you—and it should mean considerable.

Our facilities for buying and selling are perfect, and in all of our efforts we have religiously "shunned" the beaten tracks, but dug-out our own pathway, so as to be quite unordinary.

The wisdom of this course is demonstrated in the enormous sale established.

Samples (Black, Mixed or Green) and all information cheerfully furnished on enquiry.

"SALADA" - Toronto, - Montreal.

The original makers of

"Gillett's Goods"

started business 50 years ago in a modest way. ¶ To-day we operate the largest factory of its kind in the British Empire, and one of the largest in the world. Our goods are sold all over the world. Only good goods, upright dealing and continued improvement could have attained such growth.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good goods with a reputation.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food-products that are produced in clean factories.

See that you have on hand ample stocks of

LYTLE'S MINCE MEAT

for the Christmas week. The demand will be large.

—A reliable, dependable make that gives completest satisfaction.

Order through your jobber or direct.

The T. A. LYTLE CO. Limited

124-128 Richmond St. W.

TORONTO, - CANADA

F. NICHOLSON D. H. BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, December 14, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980,600	"
Flax	55,660	" "	690,184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1862.

Just a Clear Week's Selling to Xmas—

You are likely to run short on some lines during the rush of Xmas trade. Send us your sorting orders on anything you require in

FIGS
DATES
NUTS
PEELS
PRUNES
RAISINS

All orders shipped same day as received

You cannot recommend anything finer for breakfast than a cup of

"GOLD MEDAL" COFFEE

If you would carry a small assortment, you would be surprised how quickly it sells—½, 1 or 2 lb. tins, whole or ground,

Our Quotations are Right

The EBY, BLAIN CO., Limited, WHOLESALE GROCERS TORONTO

Wholesalers. Grocers.

Consignments of

WALNUTS
ALMONDS
FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

PHONE US AT OUR EXPENSE

YOUR ORDER WILL HAVE IMMEDIATE SHIPMENT

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A "Friendly" Profit

The profit you make in selling pure, white, dry, crystaline Windsor Salt is a "friendly" one indeed. It's like getting a note discounted at the bank—you're glad and willing enough to pay the interest for the sake of having the money in hand. That's the way the customer feels about it when buying your Windsor Salt.

It's a real "friendly" profit—no one begrudges your making it, because you deliver the goods that knows no competitor. When you sell Windsor Salt you sell quality that is above suspicion.

Windsor Salt

The Canadian Salt Co., Limited

Windsor, Ont.

VINEGAR PERFECTION

To do one thing well ensures SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell LONDON, ENG.

Selected Raisins

at the right price.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The grocer's advice in food products is sought after by every housekeeper —The question of Tea is one more frequently asked than any other—An easy solution to troubled tea drinkers is

USE **JAPAN TEA**

After all there is no arguing against the best works of nature—In the tea line the perfect article is

JAPAN TEA

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Canadians are Tea Connoiseurs

Can you afford to disappoint your best customers?

You could sell any sort of tea in some countries ; but don't try to sell any sort of tea to Canadians. Your "call again" customers actually buy

CEYLON TEAS

At the other fellow's store. You can't blame them. You're long enough in the tea trade to know tea values. Most teas are pure, most teas are carefully and cleanly put up, ***BUT***

——————when it comes to satisfying the taste of tea connoiseurs there's just one tea

CEYLON TEA

Success in the grocery business means—a busy tea counter.

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

"Klaus's"
Improved Swiss
Milk Chocolate

A Good Seller at all Times

Keep up your Stock for the Holiday Trade

You will Require it.

Agents:

Rose & Laflamme, Montreal Toronto

Greig's White Swan Flaked Wheat is a Winner

Made only from the finest selected Canadian wheat, it is distinguished for the **large, thin, flakey flakes** that make it so vastly different from any other wheat produced in Canada. There is **no comparison** in it with **ordinary** kinds of rolled wheat. Its **outstanding merit** places it in a class by itself, and it readily commands the trade of **particular people**. All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

The Robert Greig Co., Limited

White Swan Mills

TORONTO

GREIG'S **White Swan** BRAND

"ANTITIS PEPPER"

The New Pepper Packed in 2, 4, and 8 oz., 1 lb. and 7 lb. Tins.

KING OF ALL PEPPERS

Guaranteed absolutely a pure blend of Finest Peppers

Specially Selected
Carefully Ground. Scientifically Prepared

Write for particulars and samples, to

ANTITIS PEPPER CO., 40 Botolph Lane LONDON, England

TRIAL ORDERS SOLICITED

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED

9 and 11 Francis Street, TORONTO, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Camp Recollections.

Talking about beverages—have you noticed what a growing demand there is for a good coffee essence? That's because the manufacturers of

'CAMP' COFFEE

are shipping vast consignments of that excellent beverage to our country. There isn't another coffee to approach 'CAMP' for purity, strength, and flavour. Have you stocked it yet.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents: **ROSE & LAFLAMME MONTREAL.**

People Want Royal Crown Witch-Hazel Toilet Soap

—they have read our advertising

—and they've found our Soap all it is claimed to be — healing, beautifying, cleansing.

—Once they buy it they want it always.

It pays dealers to order early and largely.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

22

DIAMOND BRAND MAPLE SYRUP
The People's Choice

TWIN BLOCK PURE MAPLE SUGAR
The only reliable block sugar obtainable

MAPLE CREAM HEARTS
A maple confection par excellence

NUT'Y CREAMS and FRUIT'Y CREAMS
Are meeting with general favor

THE BIG 4
A 10c. package of merit and value

For sale by jobbers everywhere

SUGARS, LIMITED - - - MONTREAL

Tartan BRAND

SIGN OF PURITY

Have you all the Fruit you want,
if not ring us up for

BARGAINS

IN

3 and 4 Crown Muscatels — ***12 and 16 oz. Seeded Muscatels***

Sultanas — ***Apricots*** — ***Peaches***

Dark Refined Sugar — ***Demerara Crystal Sugar*** — ***Finest Table Figs***

Raw Sugar — ***Malaga Table Fruit*** — ***New Nuts***

All kinds, cheap

Phone 596—free to buyers

BALFOUR, SMYE & CO., ***Wholesale Grocers, HAMILTON***

You Owe It to Yourself

as well as to the public, to sell Suchard's Cocoa. No other cocoa will please your customers as well, for its flavor is, without exception, the finest and most delicate.

It is pure and very finely ground, and, therefore, completely and quickly soluble. It is remarkably rich and strong, so that, when

SUCHARD'S COCOA

is used, a much smaller quantity of milk, as well as of cocoa, is needed to make a satisfying, full-flavored drink.

All these points, besides pleasing your customers, make Suchard's sell easier and faster. In addition, the profit to you on each pound is larger than on a pound of cheaper cocoa.

Thus you see it is an all-round good proposition for you to handle Suchard's.

WRITE FOR SAMPLE AND QUOTATIONS.

Canadian Depot:

Frank L. Benedict & Co., Montreal.

Mitchell & Saunderson, Winnipeg, Man.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

A Word of Cheer

A merry Xmas and a bright and prosperous New Year to all Dealers—who are lovers of "the square deal."

Grocers who have featured our soap during the year are happy to-day.

Your New Year will not be less cheery nor prosperous if you remember two points.

Ladies insist on good soap. Good soap helps to sell other things.

Remember!

The Guelph Soap Co.

GUELPH, Ont.

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.

All jobbers.

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

Valencia Raisins, Trenors "Blue Eagle"

Finest Selected and Four Crown Layers.

Also

Two, three and four Crown Calfornias and Seeded in Packages.

All at rock bottom prices. Write for quotations.

William Galbraith & Son, - - 68 McGill St., Montreal

STOCK FEED

We can supply

STEAM DRIED BEET PULP

containing in a highly concentrated form all the sugar, and other beneficial ingredients, of fresh beet pulp, which is being so successfully fed by stockmen in the vicinity of all beet sugar factories.

An Absolutely Pure Vegetable Product

Write for sample and full particulars.

The Wallaceburg Sugar Company, Limited

Wallaceburg, Ont.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Our Tomato Catsup is not a by-product. It is not made from seeds, skins, cores, and unripe fruit. Nothing but the finest, ripest, juiciest tomatoes, seeded and peeled by machinery, are good enough for it.

In most places where tomato canning is done the waste matter is made into catsup. No matter how skillfully this is spiced and prepared it will never have the appearance or taste of tomato catsup made from the best of the fruit, any more than bread would if you made it from bran.

Granulated white sugar, pure blended spice, and vinegar made in our own factory are the only other ingredients beside the fresh pulp, everything is the best of its kind.

Our catsup has everything the most exacting customer could desire, wholesomeness, purity and taste and the bright, fresh, clean appearance of the package makes it one of the readiest sellers you could put on your shelves.

Packed in cases of two dóz., $1.00 per doz. F.O.B. Montreal.

The OZO CO., Limited

MONTREAL

When preparing for Christmas trade do not overlook your spices.

"RED FEATHER"

are the best.

JAMES TURNER & CO. LIMITED

HAMILTON

DECREASE IN BACON EXPORTS

Falling Off of Nearly 38 Million Pounds in 4 Years—The Reason is Shortage in Production of Hogs.

This decline of the Canadian export bacon trade from 138 million pounds in 1903 to 100 million pounds in 1906 looks discouraging, but it is just the history of the bacon trade everywhere repeating itself. The reduction in trade represents just a falling off in the production of hogs by the Canadian and especially the Ontario farmer. When hogs are scarce and prices high, the farmers go into hogs. When, in accordance with the law of supply and demand, supplies increase and prices decline, the farmers say "there's no money in hogs," and sell out to the empty pen. The way it affects the packers is this: When his output is large he goes abroad and buys his way into the consuming markets. That is to say, that in order to establish his bacon he pays for salesmen and sells his products at a low price. In that way he buys a market for six or seven thousand boxes of bacon a week instead of three or four or five thousand boxes as the case may be. Then the farmers go out of hogs, the packers' supplies fail and the demand for his output purchased at heavy cost is lost and he is back where he was when the supplies were low

The period of lowest prices in Canada were from Dec. '03 to Dec. '04, when live hogs sold from $4.40 to $5.10. Next year the low price was in Jan. $4.80 and rose in May to $7. At the time of heavy production in the fall it was $5.75 and $6. This year the prices taking the first week in each month have ranged as follows:—$6.10, $7, $7, $7.25, $7.30, $7.40, $7.65, $7.90, $6.65, $6.65, $6, $6.40.

In Canada the deliveries of hogs ran down to 15,000 one week last summer. In periods of low production the killings will run from 15 to 25 thousand hogs a week and in times of liberal production from 25 to 35 thousand Proportionately the same thing happens in Denmark and other bacon countries.

Prof. Day, speaking at the Guelph Winter Fair a year ago on the cost of producing the bacon hogs, stated, $4.10 to $4.52 as the result of experiments carried on at the Experimental Farm. with mixed meal at $20 a ton, blood meal at $55, tankage at $33 and skim milk at 15c per cwt.

The only cure is for the farmers to stay with hog raising year in and year out. This the farmers will not do as yet, but the slow process of education it is hoped to bring them to it.

Exports of hog products from Canada in thousands of pounds:

	1902	1903	1904	1905	1906
Bacon	105,845	137,961	124,092	117,041	100,497
Hams	2,142	4,035	3,914	2,942	3,759
Pork	780	1,461	4,506	2,531	1,034

TRADE ENQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1413. Apples—Inquiry is made by a large produce firm with branches throughout north England for Canadian shippers of apples to meet a demand of 2,000 barrels per week, direct via Liverpool.

1414. Hay—A Yorkshire firm of provision merchants inquire for Canadian shippers of hay, 50 or 60 tons per week, and are open for quotations from Canadian shippers of timothy hay, c.i.f. Liverpool, and invites immediate correspondence.

1415. Turkeys and Poultry—A large Yorkshire provision firm desires to get in direct communication with Canadian shippers of turkeys and poultry for high-class trade, especially for Christmas market, and invites immediate correspondence. Best bank and commercial references furnished.

1416. Hay—A Yorkshire firm of produce merchants desires to get in communication with shippers of Canadian timothy and other classes of hay, and invites correspondence, quotations to be c.i.f. Hull or Liverpool.

1429. Eggs, Poultry, Etc.—A firm of provision dealers at Cork is anxious to get into communication with Canadian exporters of eggs, poultry, etc., who may be seeking a market in the south of Ireland.

1431. Dried Codfish—An Italian firm in London desires addresses of Canadian shippers of dried codfish suitable for the Italian market.

OCEAN MILLS' OYSTER SUPPER.

Saturday evening last, the annual supper of the Ocean Mills Company was held in their premises on Mount Royal Ave., Montreal. There was a enjoyable time spent by everyone present, the proprietor, Mr. Lefebvre, looking after his guests in good style.

A few of those present were: A. Gauthier, L. V. Gadbois, J. A. Gauthier, N. Prud'homme, Wilson, R. Leclaire, C. A. Bernier, Viger, P. Marchand, P. Lorrain, N. Lariviere, C. Racine, M. Mireault, J. Lamarche, C. Booth, J. E. Genereux, Ald. Duquet, Fion, Martin, Lamothe and Booth.

TRADE OPINIONS

BANK DISCOUNTS AND BIG BUILDINGS.

Editor Grocer :—

Sir,—Perhaps some of the 20th century bank managers would explain to readers how it is the present rate of interest is 3 per cent. on savings, while a few years ago when country was not in such a prosperous condition, depositors received a larger rate of interest 3½ per cent. and 4 per cent., but then in those days no Bankers' Association existed, there were no big, massive and handsome buildings. Rates of interest were lower and funds more plentiful. What has been done with difference in funds? Are shareholders enriched at expense of the depositors? The bank gives the depositor 3 per cent., then turns around and loan it out on security at 7 per cent. and 8 per cent. The Bankers' Association is a combine, and the Banking Act needs revising and amending for benefit of depositors.

DEPOSITOR.

Editor Canadian Grocer :—

Sir,—As previously suggested in these columns from time to time manufacturers, jobbers and wholesalers should withdraw their travelers from the road on or about Dec. 1st, and hold joint meetings of all their respective staffs and sales department heads in the factory or warehouse headquarters.

The travelers have had their chance of selling the goods, so after Dec 1st the merchants want an opportunity to place their Christmas wares before the public, as a rule a few of the travelers withdraw about above date, others remain out until the 15th of the month. Of course this subject can not be forced it is only of the good-will of different firms and manufacturers.

The travelers will benefit considerably as they will better understand the process of manufacture of lines they sell to the trade. Since we have written these suggestions to our readers, several firms have found to their advantage, to open a sales department, usually selecting one of their best travelers for the position, who understands ups and downs of road, also country from end to end.

There is one thing we regret to have our attention called to, is the large number of "mere boys'. in appearance some firms have placed on road, several only make one trip, others two or three; but they do not carry weight with the average merchant, as a rule, too, they are frivolous, and flitting from town to town, to cover the territory, without regards for results.

SALESMAN.

DELEGATION IN OTTAWA.

A delegation consisting of L. E. Geoffrion, A. L. Lockerby and Alex. Orsali, Montreal, went to Ottawa from Montreal this week to interview the Minister of Finance regarding the increased duty on package goods.

FROM GROCER CORRESPONDENTS

BROCKVILLE.

A very large and enthusiastic meeting was held in the Town Hall here, Tuesday of last week, when a local Board of Trade was organized with 156 members. Mayor H. A. Stewart acted as chairman. He explained the purpose of the organization in a very neat speech.

On motion, a nominating committee was appointed to select officers for the ensuing year. While this was being done, the chairman read a set of by-laws for the organization, which were adopted section by section. The committee appointed reported here that they had gone over the list of members carefully and recommended the election of the following gentlemen, who were elected unanimously:

Pres.—J. H. Gilmour, wholesale grocer.

Vice-Pres.—H. A. Stewart.

Council—W. C. MacLaren, H. Y. Farr, W. H. Davis, J. A. McKenzie, O. K. Fraser, R. G. Murphy, A. T. Wilgress and T. J. Storey.

Board of Arbitration—G. I. Mallory, Jas. Williams, C. H. Buell, manufacturing confectioner, H. Going, J. Curtin, James Bresnan, A. G. Dobie, John Cawley, A. A. Fisher, E. A. Buckman, F. A. Stagg and John Culbert, grocer.

Railway Com.—J. H. Briggs, F. B. Cossitt and A. Gilmour.

Local Improvements Com.—Rev. D. Strachan, W. B. Reynolds, Geo. A. Dana, Robt. Wright, W. A. Gilmour.

Manufacturers' Com.—V. R. Marshall, C. J. Shirreff, W. P. Millar, A. C. Hardy and J. A. Derbyshire.

Mercantile Com.—F. R. Curry, R. Craig, G. T. Lewis, Wm. Rhodes, grocer, F. B. Steacy.

On motion it was decided to hold the annual meeting the last Monday of September, with bi-monthly general meetings in September, November, January, March and May, and that the council of the board hold regular monthly meetings.

CHATHAM.

Wm. Morrice, for some time employed in the grocery business of Ald. Potter, has acquired the meat business formerly conducted on Queen St. by Jas. Tew.

Harry Jacques, the Raleigh St. grocer, is a probable candidate for the Board of Education in the coming elections.

An important business deal was closed last week, whereby Trustee Harry Andrew, for many years on the staff of the Gordon store, acquired the grocery business of Geo. S. Heyward. This is one of the oldest established grocery businesses in Chatham, having been founded upwards of 30 years ago by the late Andrew Heyward, and latterly conducted by his son. Geo. S. Heyward has taken the local agency for the Queen City Oil Co.

Ald. Potter is talked of as a possible mayoralty candidate in a race with four starters. He was the most prominent figure, some time ago, in the fight for the passing of a grocers' early-closing by-law.

The business of Abraham Zakoor, the fruit merchant, who left town rather unexpectedly a couple of weeks ago, was disposed of on Dec. 3rd., to satisfy the city's claim for taxes. Mrs. Zakoor purchased the stock at 95 cents on the dollar, and will continue the business in another stand. Ald. J. A. Thompson has rented the present stand and will probably move his business there.

Robson Brown, who for some time past has conducted a grocery on the corner of Prince and Colborne Sts., has retired from business.

Cecil G. Moore, favorably known as a clerk in Ald. Jas. A. Masse's grocery, has accepted a position with the D. S. Perrin Co., of London, as traveling salesman, and will assume his new duties on Jan. 1st. A multitude of friends here wish him every success.

Merritt & Graham have dissolved partnership, Wm. Graham continuing the meat business at the present stand.

EDMONTON.

Winter is always the herald of brisk trade, and the anticipations of local merchants are being realized to a degree far beyond their most optimistic calculations. In connection with increased orders, it is satisfactory to note that the money is coming in equally well. One of Edmonton's best-known credit men states, that long datings are not being asked to any appreciable extent. "The curse of trade," he remarked, "is this system of extended credit. It is a sign of disease, and, like many another disorder, only requires firmness and resolution to effect a cure."

The difficulty regarding the entry of the Canadian Pacific Railway into the city has been overcome, by the company offering to construct a subway to cross Jasper Ave. Business men are delighted with the settlement, as it is believed that a greatly improved freight service will be the result.

The coming spring must see much competition in trade circles generally. The additions which some eight large Edmonton houses are making to their premises, must mean greater trade.

The Edmonton Fruit and Produce Co., are reported to be negotiating with contractors with a view to erecting a warehouse near the centre of the town. A. O. Dwyer intends to build in the east end of the town a large beef and pork-packing establishment. The plant when ready for operating will be one of the largest in western Canada, and is estimated to cost $50,000. Mr. Dwyer has the experience of many years in the business to help him in running the concern successfully.

C. L. Bailey, of Cobourg, Ontario, proposes building and operating extensive soap works at Strathcona. The company has a paid up capital of $30,000.

We often speak about the educational influences of picture galleries, but half the people who visit these institutions do so in the most apathetic manner. But few people who walk along a business thoroughfare, can help but feel the elevating and educational influence of a well-dressed window. Some very nicely dressed store fronts are to be seen this week. The Campbell Warehouse Co's. window and that of Revillon Bros., show great artistic taste. Secord & McDougall, The Hudson's Bay Co., and Reed & Co., are worthy of honorable mention in this connection. Some merchants are not slow to grasp the fact that one of the best-paying members of a staff is a good window dresser.

HALIFAX.

Robert A. Croucher, another Halifax business man, has caught the Western fever, and with his family is going to Saskatoon to settle. Mr. Croucher has been successfully engaged in business in Halifax for many years, dealing in hay, oats, and feed in general, and is reported to have amassed considerable wealth. He has disposed of his business interests here to Frank Fraser, and the place which he occupied on Blower St., has been closed. Mr. Fraser will continue the business at the premises he now occupies on Power's Wharf.

J. P. Cox, who has for many years been engaged in the flour business and general millers' supplies in this city has left for Winnipeg to engage in business. During his residence in Halifax Mr. Cox took a deep interest in the welfare of the city. He was a prominent member of the Board of Trade, being on the council of that body. Previous to his departure the Board gave him a farewell luncheon at the Halifax Hotel. G. E. Faulkner, M.P.P., presided, and spoke on behalf of the Board of Trade at the loss which would be sustained by the city in Mr. Cox's departure, and how much regret there was personally over his departure.

In replying, Mr. Cox expressed his sincere regret at leaving and said he believed there was no place better than Nova Scotia. Unfortunately, however, there were so many in his line of business here that it caused him to look abroad for opportunties.

The Halifax Conservative Club presented Mr. Cox with a case of pipes and an address.

Edward H. Crease, who has been engaged in the grocery business in Halifax for upwards of forty years, died at his home in this city last week, aged 61 years. He was a native of Somerset, England, came to Halifax when a young man and opened a grocery store on Argyle St., in which he did business for 18 years. His business increased, and later on he purchased the premises on the same street, known as the Salem House, and there he conducted operations on a much larger scale. He was a man who devoted close attention to business and was well and favorably known both to the trade and the public in general. His wife died about 18 months ago. Six sons and two daughters survive. It is likely that the busi-

ness will be conducted by one of his sons, and the deceased's brother

The Nova Scotia Milling Co. have cancelled their lease of the property held by them during the past two years and have taken over the premises of A. L. Doyle & Co., grocers, on Ochterloney St., Dartmouth. They have also purchased the stock in trade of Doyle & Co., in order to secure the premises. The business will be moved to the new stand, where a wholesale flour and feed business will be carried on. The withdrawal from Dartmouth of Doyle & Co. marks the disappearance of the only cash store in the town.

Howard S. Jones, who has been assisting his father in the stock business in Prince Edward Island, has returned to his home, in Sabrevois, Quebec. Mr. Jones made his last shipment for the season on Monday of last week, having shipped in all since October 22, upwards of 10,000 lambs, besides several carloads of geese. Mr. Jones claims that it is unprofitable both for the buyers and sellers to ship lambs so late in the season, as they shrink very much in the stormy weather. Next season he does not intend to take any lambs later than the first of November.

ST. CATHARINES.

St. Catharines, with its 12,000 inhabitants, is the most important place in the Niagara peninsula, having for its rivals the young city of Niagara Falls, and the thriving town of Welland, both in the County of Welland. Each has a boom on just now, the first on account of its electrical power development, the second by its acquisition of large manufactories.

St. Catharines can boast of seven canneries, all of which did a thriving business during the season, and at times had two or three shifts running day and night to keep up with the demand. Vast quantities of canned goods have been shipped from this port to various portions of the world.

LONDON.

Edwin Lees, formerly of London, has purchased the business of Swinn Bros., of St. Thomas. Mr. Lees recently sold his grocery business here to J. & G. Bloomfield.

Harry Ranahan has received a large consignment of Cresca goods from France, and announces with pardonable pride that his store is the headquarters for these goods for London and vicinity. Mr. Ranahan's "Cresca" stock comprises figs, dates, stuffed figs, stuffed dates, salt pistacho nuts, mushrooms, peas, beans, olive oil, figs in maraquin, cherries in maraquin, sardines and truffles. It is a good line for the "Quality:' store to handle, Mr. Ranahan says, and in his hands the fact that the beautiful packages may be used very effectively for display purposes, has been well demonstrated.

LINDSAY.

T A Fisher, who is one of our worthy city aldermen, has experienced this season an exceptionally good demand for sound potatoes. He quite recently secured a fine carload from Pontypool growers, and soon disposed of the lot. Potatoes have been rather scarce in many localities. In Bobcaygeon, merchants have found it exceedingly difficult to meet the demand.

Mr. Nugent, of Omemee, has accepted a position in Bert. Laidley's grocer store. He is a young man having experience in the grocery business.

The Lindsay Retail Merchants' Asso. ciation have not been overly active of late, but are now taking up the peddler question and are beginning with the case of a tin peddler in the town here, who has been operating without a license.

A. Hamkins, who purchased the business of M. Cole, is doing his share of the trade.

Mr. Suthoff, who conducts a general merchandise business at Cambray and Woodville, has bought out the grocery business of H. Graham, at Kirkfield.

Adams' Bros., as well as conducting a large grocery business, carry on a butcher store. They give much attention to window dressing. A particular fine display was made at the close of the deer-hunting season. It included the choicest of venison, bear, fowl and various kinds of produce.

KINGSTON.

An agitation is on foot amongst the leading citizens of Kingston to hand in a requisition to the council or government which ever is the proper source to have the name Kingston once and forever separated from Penitentiary.

The pen is not in Kingston, it is in a suburb called Portsmouth. Therefore the name should be Portsmouth Provincial Penitentiary—a home for evildoers—bad eggs, etc., as the case may be.

We citizens of Kingston find with disgust in papers all over Canada so and so found guilty of such and such and sent to Kingston Penitentiary, giving strangers who are not acquainted with our beautiful city the impression that there is only a penitentiary with a field around it, a Penitanguishine or a St. Vincent de Paul, etc.,. Not so gentlemen, it is from nature's standpoint the most beautiful city in America. This is the verdict of all commercial travelers and who dare dispute the words of these wise men, God bless them, I hope there is endless fields of flowers and perpetual sunshine for them in the Happy Hunting Grounds whither we are all hustling.

The Galt correspondent complained of carelessness of wholesalers in not shipping goods promptly. This is a great annoyance and very often it is not the fault of the wholesaler, but the manufacturer, and I suppose he blames shipping facilities, and so it goes, they all stand in a circle and point at each other, and you don't know who is to blame—a round robin you know—By the way, try cancelling the order, and you will generally get your goods next morning. A worse fault and a mean one, is travellers cutting the price on an article to start an order, and have the house send on the order less the article which they regret they are just sold out of..

Albert Glover, one of our popular grocers, can now sympathize with Tom Hood. the poet:

"Lullaby, oh Lullaby,
What in thunder makes him cry;
Who's that falling, he or I?
Lullaby, oh Lullaby."

The son of a grocer will be a help to his dad some day, I hope.

Kenneth H. Munro of Montreal, agent of Jacob & Company, biscuit manufacturers, Dublin, Ireland paid a visit to Kingston. His samples certainly show a line of goods unsurpassed. He got his first order from Kingston through his ad. in the Canadian Grocer. I tell you, a space in the "Grocer" for a wholesale house, is equal to a first-class traveller on the road. Retailers eagerly scan the pages of the Grocer each week, and orders pour in from all quarters. Certainly, wholesalers in throwing out tempting offers, may get, once and awhile, a dead beat, instead of a sock eye, but such things happen all along the line, farmers have to put up with wild mustard and quack grass. Yes, the wholesale man who keeps a space, not once and awhile, but all the time, in the weekly commercial paper, is the one who reaps the benefit.

Nick O'Connor, who joined the staff of the Golden Lion Grocery, McRae & Company, when a mere lad, is now proprietor, having bought the stock. Nick is popular and will hold the trade and add to it. Nick has a sweet voice, and is much sought after at local concerts. He carries with him the good will of the noble band of grocers.

A few Kingston merchants sent in tenders for supplying the Asylums, and two were successful. The Hedley Shaw Milling Company, flour, and W. P. Peters & Brothers, potatoes, (around 1 cent a pound). The McCann Milling Company, Toronto, got the contract for rolled oats, at $4.40 and split peas, at the same price. Tendering is a gamble. If the goods advance you lose; if they go down you make.

Last year, Gunns, Limited, had the contract for dairy butter at 20 cents, and creamery at 21 1-2 cents, and I am sure they won't object to telling how much they made. Gilbert of Kingston, had the contract for the two years previous, and made, in the first year, about $200, and lost, in the next year, $200 or, to put it in Algebraic form, x plus y equals 0. Of course, if you are the right side of the fence, the extras help you out. Many merchants do not tender, and I believe that in the long run, they come under the wire first. Again, very often those who tender and miss, are the ones who win. The Kingston merchant who did not get the butter contract last year, by 1-4 cent, feels that he missed, losing from five to eight hundred dollars.

The Kingston Board of Trade intends to banquet Wm. Lesslie, who released the big steamship Bavarian, aground in the St. Lawrence for the past few months. Mr. Lesslie can hardly get to his home through people shaking hands and congratulating him. Every city has.

(Continued on page 26)

PRIZE-WINNING WINDOWS

Winners in the November Window Dressing Competition—Halifax, Elmira and Montreal Represented—Quite Different Plans of Trimming Worked Out.

The prize-winning displays in the Canadian Grocer's November window dressing competition are shown this week. The first prize window was dressed by C. E. Choat, of C. E. Choat & Co., Halifax, assisted by V. W. Grant, one of his clerks, while the window which obtained second place was the work of C. P. Ruppel, clerk in Ruppel & Co.'s "White Grocery," Elmira, Ont.

C. E. CHOAT & CO., Halifax.—First.

The two windows under entirely different conditions, show different plans of display. Each is well towards the front in its respective class, but only one could be awarded first place, one had to be placed before the other, and the judges had great difficulty in deciding which was entitled to the preference.

The first prize-window is that of a large city store, where displays are possible that might be considered beyond the reach of smaller establishments. But the second-prize window shows an arrangement which is possible anywhere, and an attractive display is made out of articles every grocer has in his store.

The Choat window is intended to carry out the idea of an "original package display," and in this it approaches perfection. Every article is in its original wrapper, even the large import casks being made conspicious, for the purpose of showing how the goods came from London. The straw envelopes are left on the large bottles to show their original condition. The floor of the window is covered with sawdust, and a good sprinkling of sawdust is scattered over the entire contents of the window. In advertising the display, it was called "A Glimpse of London." Choat & Co. supplemented this window display with some sprightly advertising in the Halifax papers. One of their advertisements was recently reproduced in the Grocer.

Mr. Ruppel's window shows how effectively empty boxes can be utilized in the dressing of windows. The three pyramids are composed entirely of various sized boxes, neatly covered with clean paper.. The articles are then arranged in the manner shown. The floor is covered with red or white paper, while a few hangers, and tissue paper bells and decorations fastened around the top help to brighten the general effect. The cards shown in this window are deserving of notice. "We don't put all the nice things in the windows," "It's easy enough to buy right, if you come to the right store," and "Here you get what you want; some places you take what they have," are three statements which should cause the prospective customer to do some thinking, and when the statements are backed up by an attractive display, his thoughts are likely to prove satisfactory to the storekeeper concerned.

RUPPEL & CO., Elmira—Second.

The third prize was awarded to Morin & Brother, Montreal. The photograph of their window will be reproduced later on.

FIRE MARSHALS DON'TS.

State Fire Marshal D. S. Creamer of Ohio, gives following warning regarding merchant's Christmas displays: "In every December figures of fire losses reach this office which eloquently plead for more care in the displaying of Christmas goods. The greater number of these fires start in show windows, especially in those which are dust proof. These tightly enclosed show boxes, after the lights (even electrical) are turned on acquire a temperature higher than blood heat, so everything in them is ready to blaze on slight provocation. Don't use swinging gas brackets, ever. Don't decorate with straw, leaves or paper. Don't use cotton to imitate snow anywhere. Don't use an electric wire for a clothes line.

"Don't fail to put out the smoker—or his cigar. Don't use an arc light without a spark arrester. Don't use any light without a globe or wire screen. Don't entirely cut off ventilation from a show window. Don't put inflamable stuff against an electric lamp socket. Don't have electric bulbs in show windows hung by flexible cords. Don't have open lights for ribbons, fancy papers and light fabrics to blow into. Don't block aisles or exits with displays so to increase the danger from a fire panic.

"Don't let cotton goods or paper shades rest against electric light bulbs. They may char and when charred ignite. Don't fail, if you have a department store, to test all fire apparatus, to have extra clerks participate in a fire drill.

THE CANADIAN GROCER

Established - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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WESTERN CAR SHORTAGE.

It is related of a Southern Manitoba farmer that one year in the early nineties he had a magnificent crop of wheat which as it matured became the light of his eye and upon which he built many rosy colored financial hopes for the future. But one morning he rose early to find that a severe frost had almost completely ruined what had promised to be an exceptionally heavy and profitable crop. It was enough to make the best of men angry, and as he strode over his quarter section surveying the death-blow to his cherished hopes his wrath was kindled not a little. Unable to restrain himself longer he burst out with "D—— the C.P.R."

Hostility in the West to the C.P.R. is an old story; it is only natural that when any one road has had for years a monopoly in a big country it should be fashionable, with or without reason, to abuse the management of that corporation. Thus it has been that whenever two or three western farmers met in the general store or in the country hotel abuse of the C.P.R. has been a topic of conversation not less staple than the weather. With the arrival of other roads they also are being included in the abuse which rightly or wrongly is sure to be leveled at the devoted heads of railway managers.

This fall the complaint has been as to the shortage of cars to move the western crop. This shortage has been very considerable, but has not been confined to any one railroad, to any one part of Canada or to any one part of the North American continent. The whole continent has suffered, all interests, commercial, industrial and agricultural, have suffered from inadequate transportation facilities and the Western Canadian farmer is not the only one who has reason to complain. In a period of unprecedented prosperity the simple fact of the matter is that the Canadian railways have not been able to secure the necessary equipment to keep pace with the growth of the country's requirements. Orders for more cars can't be filled, lumber, steel and other raw materials are not to be had in the quantities required and the shops, working now at full capacity, can not turn out the cars and locomotives for which the railway magnates are calling. The trouble is not confined to the West, and it can scarcely be said that the railway management are at fault. Their prosperity is bound up with the prosperity of Western Canada and it is in their interests to do everything possible to put money in free circulation by the speedy handling of the western crops.

MAYOR ASHDOWN.

In the election this week of Jas. H. Ashdown to the position of Mayor of Winnipeg by an overwhelming majority the electors of that city did honor to themselves and to one of the leading business men of the West. It is not often that the foremost business man in a city can be induced to accept civic office and under the circumstances Mr Ashdown deserved the honor of an election by acclamation. The opposition to his candidature was ill-advised and it did not command the sympathy of the best citizens of Winnipeg. The Western Capital is undertaking municipal enterprises which will involve the expenditure of several millions of dollars and it is indeed fortunate that in the expenditure of such large sums the city is to have the advantage of the constant supervision of one of the best financiers in Canada. The paper offers congratulations to Mayor Ashdown and the City of Winnipeg.

GROCERS AND ORGANIGATION.

Here is a summary of what a good Grocers' Association can do, given by a secretary of an association in New York State after nine years experience. The grocery trade is much the same on both sides of the line and the grocers of Canada should be very much better organized. Read what the man of experience says :—

"First.—We have practically eliminated the 'dead beat.' He has been corraled in our town. Not that we do not lose any accounts whatever, but we have reduced account losing to a minimum.

"How does 1-10th of 1 per cent. loss on a business of $30,000 strike you? One of our grocers reported that his losses last year was 1-20th of 1 per cent.

"Second.—We have established a system of credits, which gives valuable information pertaining to the probable paying ability of every new customer. This is another thing every 'good' retail grocers' association may do for the grocer.

"Third.—The bringing competitors in trade together, not simply in the association organization, but in actual friendly fellowship—the kind of fellowship that really does something to help each other along in business. Can you imagine a grocer helping his competitor? Can you think of grocers coming together and giving business information to one another that will save them dollars and cents in their business? That is what a 'good' grocers' association will d

"Fourth.—Bringing grocers face to face with the fact that all their material interests are in common; when one suffers, all suffer; when one grocer's business is disturbed, all are disturbed; all are prosperous, or not prosperous together. A 'good' grocers' association will cause its members to recognize this fact.

"Fifth.—A 'good' grocers' association will drive out the trade ticket and the premium schemes.

"Sixth.—A 'good' grocers' association will stop price cutting, and put a reasonable profit on every article.

"Seventh.—A 'good' grocers' association will regulate the kind of goods its members sell. It will agree to specify some kinds of goods, as soaps and cereals, the members do not want to put in stock, and will save them hundreds of dollars in unnecessary stock.

"Eighth.—A 'good' association will see to it that their interests are protected by having passed city ordinances, restricting the huckster, the peddler, and the enforcement of ordinances and laws for their mutual profit.

"Ninth.—A 'good' grocers' association will help the grocer by using its influence to elect members of Assembly and State Senators, who will pass or amend State laws in his interests, like the garnishee law, or the woman's liability bill.

"Tenth.—A 'good' grocers' association will help the grocer in national legislation through the National Grocers' Association, and will bring him in touch with every other grocer in the United States."

HOW THE SOAP COMBINE DIED

Took the British Public, Grocers Assoc iation and the Press Less Than Two Months to Make an End of it—The Advance in Canada.

The sudden demise of the English Soap Trust was a surprise to even its members. They met in Liverpool Friday, November 23, and at the conclusion of the meeting the following statement was handed out:

"The working arrangement entered into between the leading soap makers of the United Kingdom has been received with such great disfavor by the trade and the public as to make it unworkable, and as it is clearly the first consideration to endeavor to satisfy the trade and the public it has been decided to terminate the working arrangement.

"From to-day, November 23, each firm will, therefore, continue to conduct its own business, as was done prior to the negotiations being entered upon, and entirely separate from each other. The working arrangement between the leading soap makers is now, therefore, absolutely and finally dissolved."

When the representatives of the various firms in the Soap Trust went to the meeting at Liverpool yesterday they had no inkling of the startling events which were to follow. A discussion was initiated as to the feeling that had been raised against the Trust, and in the midst of this discussion the resolution quoted above was put and carried.

Didn't Take Long.

It took just a month and a half plus a few days, to smash the trust. There were rumors of the move in August, but it was only on October 5, that a definite statement of the formation of the Trust was made in the London Daily Mail. The Grocers' Associations all over the country got busy, and took what action they could in resolving to handle only, or at any rate give preference to soaps of individual makers.

The press of England entered upon a campaign and not only attacked the Trust, but published the names of independent makers, and under large head lines advised the public which soaps to buy.

Cartoons were a powerful factor in the fight. Herewith is reproduced one from the Daily Mirror of London.

The music halls took up the song, and here is a sample verse:

Our grocers and oilmen are all losing hope,
They're cutting their profits and squeez- their soap;
They've put on the "Lever" and turned on the screw,
But the "Daily Mail" says this won't wash—I'll fight you.

(Chorus.)

Now in Skyland, Skyland, their ways would not do,
For in my land in Skyland, the Trust—
It would jolly soon "bust,"
For we find our own "Sunlight" in Skyland.

In Canada.

The soap situation in Canada is worth keeping an eye on. The grocer who would be equipped should know the weights of the various soaps he sells, and make an examination from time to time.

The makers of Surprise, the St. Croix Soap Company, St. Stephen, N.B., have issued the following statement in regard to the recent advance:

"High cost of Soap-making materials: Tallow, Cocoanut Oil, Cotton Seed Oil, Rosin, and many other articles, is the reason of the advance of 30 cents in price of "Surprise" Soap.

"We determined that we would not change the size of the cake or bar, nor the well-known quality of "Surprise." These remain exactly as they have been.

"In making the change we have kept the advance down to the smallest possible margin, so that the trade will have at least a fair profit on "Surprise," which means after all a good percentage on such a standard article."

5 OZ LB BAR
SOAP TRUST
YOU JUST WAIT TILL I GET YOU!
IT WON'T WASH — HE'LL EAT US!!
SOPE TRUST
MONKEY BRAND
BRITISH LION
SIGNOR SOAPO TRUSTI OF PORT OUNCELIGHT WILL TAME THE BRITISH LION EVERY DAY AT 2 P.M.
W. K. HASELDEN

THE TAMER OF THE BRITISH LION
(From the Daily Mirror, London.)

The Soap Trust made full arrangements to control the British Lion as well as the soap trade, but up-to-date the affair has not come off.

PRODUCE FIRM ASSIGNS.

At the request of Charles Mignault, the produce firm of Lajeunesse & Duclos, Montreal, has assigned. Liabilities amount to $19,000 and assets to $1,500. Following are the principal claims: Charles Mignault, $2,588; St. Hyacinthe Bank, $2,400; E. N. Deschatelets, $3,524; Pearn Butler Co., Limited, $854, and the Imperial Bank (secured), $9,297.81. Mr. Charles Mignault, the petitioner, was appointed provisional liquidator.

LIKES THE GROCER.

G. H. Richardson, 109 Pearl St., Hamilton, paid the Grocer office a visit last week. "I am a great admirer of your paper," he said "and must say it pleases me better every week. I made up my mind that when next in Toronto, I would call at your office and personally express my appreciation of the paper you are turning out for the grocery trade.—You are doing a good work.'

"Melagama," the delicious tea blended by the old firm of Minto Bros., was well to the front at the recent Central Canada Exhibition at Ottawa. The firm were awarded a diploma for their exhibit here. Their tea is a blend of high-grade Himalayans and Ceylons.

FROM GROCER CORRESPONDENTS.

(Continued from page 22.)

its hero, and Kingston is proud of its sons—and daughters too.

Mr. Plewes, who formerly ran a flour and feed store in St. Catharines, is traveling for the Hedley Shaw Milling Company. He is bound to be popular with the business men. He is "Perfection."

The disgraceful old antideluvian toll gates are fast disappearing, and the sooner the better. Kingston has been cursed with them. You couldn't get into Kingston, or out of it, with a horse and rig without being held up. If you refused to pay, the old man with the weather-beaten face, would drop a 3 x 4-inch scantling, hinged to the side of the toll gate, down in front of you. An old wooden bridge across the mouth of the Cataraqui River has a little house on it, and when you wish to drive across the river, the lessee—named Bowman—shoots out like an arrow and demands five cents for a single horse, or ten cents for a team. After you satisfy him, he retires, and you go on in safety—unless your horse breaks through. Of this, however, there is not much danger, as you are compelled to walk or be prosecuted. The stock-holders are anxious to keep the tolls, but public sentiment is against them, and will win. A strong opponent of toll roads used to go two miles around to escape paying 4 cents toll.

If you want to learn a little about travellers and their victims, the retailers, take a five days' trip with a knight of the grip and you will always have a soft spot for the poor devils (please excuse; I seldom use strong language, but I speak kindly). If some of the stick-in-the-office wholesale merchants would turn out of their comfortable chairs once or twice a year and go with John James, or Your Traveler, it would be a revelation to them, especially the way back country, where you get pork and cabbage three times a day for a change, and the mosquitos come at you with a war whoop, and drill holes in your cheek—of course, the traveller's cheek can stand it, but this is on the side. Then you are tired after 40 miles drive. You go to bed, and feel comfortable for a few minutes. Then something tickles and bites in seven or eight—(ate)—places, till you jump out of bed and strike a headlight or a telephone match to investigate what is wrong. They look like flax seed, but my, how they jump. Yes, I would strongly urge every owner and manager of a wholesale house to accompany one of his travellers twice a year, and he will learn something. There is the bright side, you know; fresh air, sunshine, beautiful scenery, pleasant faces, and wealth on every hand. That's why travellers get fat and healthy. Nothing like roughing it, if you want good health.

A Kingston merchant tendering for butter supply of Asylums, put dairy 22 and creamery 23½ cents for last year's supply. He got word back saying: "I have the honor of returning your cheque or bond as you were not the lowest tenderer." The Lambton Creamery of Petrolia, got the contract for both at 23 1-2 cents. Wonderful how some men can stand up and lie. But all's for the best; be sanguine and cheerful.

GODERICH ET AL.

Trade is reported decidedly quiet by grocers and travelers in this section, in spite of the fact that we are having perfect sleighing unusually early. The stores are now showing "Christmas" windows and decorations, and newspaper advertising takes on an appropriate tone; most of them have added to their staff of clerks.

Geo. Stewart, who formerly conducted a grocery business in Clinton, is now "homesteading" in the west, fifty miles from a railroad; his family are staying in Hartney.

Mr. Walkom and Mr. Crawford, the Dungannon merchants, have each added an additional clerk to help handle the anticipated Christmas business.

A number of hotels in this part of the county are changing hands. The Commercial, at Blyth, has been sold to J. J. McCaughey, of Clinton, who will take possession on the 17th. The Albion, at Gorrie, has been sold to Geo. Howes, of Mt. Forest, and the former proprietor, Geo. Town, is going west. Report now has it that the Huron House, Goderich, is to be sold, and that the present proprietor, N. J. Morissey, is to remove to Toronto. The Grip Hotel, Seaforth, has been sold to J. Fitzpatrick, of London.

J. T. Goldthorpe, the Saltford grocer, has purchased another parcel of land in Goderich, and will now build a residence for himself on Gloucester Terrace.

The business block in which P. T. Dean's grocery is situated, was recently sold by auction to D. Brown. The new landlord is going to re-model and extend the grocery store.

A. E. Eggleton, traveler for Ford & Featherstone, Hamilton, was in town a few days ago selling Cary safes to hold the wealth of the merchants of our burg.

The district has been pretty thoroughly worked by poultry buyers lately, and the natives will have to pay decidedly good prices for their Christmas fowl, not to speak of the poor traveler who hopes to get ahead of the city dealer by carrying home a big turkey bought at the country price. A shipment of turkeys, geese and ducks worth over $1,700 was made from Goderich last week by G. M. Elliott, and J. R. McNabb spent $1,500 the week before in Dungannon, for enough birds to fill four wagons. Cantelon, of Clinton, and other buyers, are of course also in the field. The market this year, it is understood, is "out west."

INGERSOLL.

The advent of winter has given trade a very satisfactory impetus. The Christmas shopping is well under way, and in sugar, raisins and currants, and the other articles that form a part of the holiday delicacies, a thriving business is being done. Country people are beginning to market their produce with greater regularity and in larger quantities, a fact that always means more business for the grocer. Ingersoll grocers know the value of preparing early for a holiday rush. This year they have prepared for a greater volume of business than in any previous year.

Thomas Seldon the local poultry exporter, is authority for the statement that turkeys are plentiful this season, and that the quality is considerably above the average. Mr. Seldon stated that he has exported a third more this year than last season. The absence of the turkeys from the markets gave rise to the supposition that they were scarce. Mr. Seldon predicts comparatively cheap turkeys at Christmas time. He explained that the only turkeys purchased thus far were gathered up by the exporters. There was practically no demand from the United States for our turkeys for Thanksgiving, and as the exporting season is about at a close, the remainder of the turkeys will be rushed into the Canadian market for the Christmas season. The farmers have not endeavored to market their turkeys, and, when they do, they will, in many instances, offer their entire flocks. The exporters have been paying eleven cents per pound alive.

IMPORTANT REAL ESTATE DEAL.

It was learned to-day that the large brick block on north-east corner of Church and Fronts Sts., Toronto, has been purchased by White & Co., Limited, fruit and produce people, who will convert it into one large warehouse for their exclusive use. The property was lately owned by John J. Fee and the price paid is said to establish new values in that neighborhood. White & Co.'s extensive and increasing business has made it imperative to secure larger premises, and the new warehouse, it is said, will be the finest and best equipped in Canada. It is their intention to establish eventually a cold storage plant of their own in the building. They have re-leased their present warehouse at 64 Front St., which adjoins the other building and this will give them cold storage accommodation. They will sublet a portion to John J. Fee.

FOR THE CHRISTMAS TRADE.

White & Co. are exhibiting some special lines of fancy fruits and vegetables for the Christmas trade, including Florida pines, red bananas, mushrooms, cucumbers, tangerines, California celery, Jersey sweet potatoes, Boston head lettuce and many other lines for the festive season.

WHOLESALE GROCER MARRIED.

Hugh Blain, of the Eby Blain Co., was married on Thursday last at Hamilton. The bride was Olive Stanley Miller, widow of the late W. H. McClure, of Hamilton. The wedding took place at the home of the bride's son-in-law and Rev. Canon Wade officiated.

TRADE NOTES.

Laporte, Martin & Co., Ltd., Montreal, have been appointed sole selling agents for Canada for the Pasteurized Fluid Beef "Vita."

Medland Bros. have been appointed selling agents in Toronto for the Wallaceburg Sugar Co. They are showing some very fine samples.

Markets and Market Notes

QUEBEC MARKETS.

POINTERS.—

Fish—Revised.
Evaporated apples—Advanced.
Rice—Decline.
Teas—Interesting.

Montreal, December 13, 1906.

With the coming of the middle of December, is witnessed the first days of the annual December dullness, the aftermath of a busy Christmas season. Orders are still being delivered to local points, and city trade is fairly active, but the real rush which characterizes the holiday season is nearly over. Collections are reported good. Canned goods are quiet, there being little activity in this line. In sugar, trade transacted is of a hand-to-mouth character.

Teas are interesting. Ceylon greens are apparently on the eve of an advance. Business in teas has been particularly good so far this month, to the surprise of tea merchants. Dried fruits are scarce, but arrivals of new nuts are of daily occurrence. The first new shelled walnuts arrived early in the week. Evaporated apples are higher again this week. Beans are scarce, and prices firmly held. Good trade is being done in maple products. There is something in the air in rolled oats circles—just what, remains to be seen. The general opinion is that there will be an advance, but this has to take place before any one can say it is a fact.

CANNED GOODS.—Very little is going on in the canned goods market. Stocks are gradually being completed through the arrival of last deliveries, and the excitement which has existed for such a long time is simmering down.

SUGAR.—Sugar is unchanged at the recent advance in prices. Refineries report good demand, but the jobbers say they are doing only a hand-to-mouth business. Demand does not seem to be very strong at present. Grocers throughout the country are stocked for the holiday trade.

Granulated, bbls.	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, barrels	5 05
" " half-barrels	5 05
" " boxes, 100 lbs	4 95
" " boxes, 50 lbs.	5 05
Extra ground, bbls.	4 80
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 00
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 40
Bright coffee	4 20
" yellow	4 25
No. 3 yellow	4 25
No. 2 "	4 10
No. 1 " bbls.	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES. — It is yet too early for real interest to be displayed in syrups and molasses, although but the former article is moving out much better this week than for some time past.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½-lb. pails	1 40
" 25-lb. pails	1 00
Cases, 2-lb. tins, 2 doz. per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS.—Business in teas during this wee month has been much better than was anticipated by tea merchants. December is a dull month under ordinary circumstances, but this year several good transactions have been made by different tea houses. Cable advices from Colombo say that Ceylon greens are likely to advance, and this seems to be the general opinion locally. In fact, it is said that Ceylon blacks are also likely to be higher in a short space of time. It is rather safe to say, judging from present indications that Ceylon greens will soon be from 1-2 to 1 cent higher. The scarcity of Ceylon teas has created a good market for Japans. These teas are very scarce as many know to their sorrow, not being able to obtain any stock. Low grades are absolutely out of the market in anything larger than very small quantities from the jobber to the grocer, but even so very few jobbers have the amount they would like to have. Some inquiry for black teas from London is reported.

Japans—Fine	0 26 0 30
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
Indian—Pekoe Souchongs	0 12½ 0 18
Ceylon greens—Young Hysons	0 17 0 20
Hysons	0 16 0 17
Gunpowders	0 13½ 0 14
China greens—Pingsuey gunpowder, low grade	0 11 0 15
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE.—Business is fair to good at unchanged prices. Reports received from primary markets are to the effect that mochas are likely to be higher before they decline, but to date, local quotations have not been affected.

Jamaica	0 10½ 0 11
Java	0 18 0 30
Mocha	0 19½ 22
Rio, No. 7	0 09½ 0 10
Santos	0 10½ 0 11
Maracaibo	0 11 0 13½

FOREIGN DRIED FRUITS.—Very little new in the way of new features has developed in this market. Raisins and currants are scarce and prices are well maintained. Prunes are firm at prices quoted. Christmas trade is now pretty well over, and the annual December dullness is setting in. Dealers report having had an excellent season in nuts, despite the high prices which ruled. New shelled walnuts are now on the market, quoted from 23 1-2 to 24 cents. New Grenobles and marbots as well as filberts, continue to move out freely.

Valencia Raisins—	
Fine off-stalk, per lb	0 08½ 0 09
Selected, per lb	0 09½ 0 10
Layers, "	0 09½ 0 10
Dates—	
Dates, Hallowees, per lb	0 05 0 06
Californian Evaporated Fruits—	
Apricots, per lb	0 23
Peaches, "	16
Pears, "	0 17
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-boxes	0 80
Royal Buckingham Clusters," ½-boxes	1 10
" " boxes	3 50
Excelsior Window Clusters,"	4 50
" " " ½s	1 30

Californian Raisins—		
Loose muscatels, fancy seeded, in 1 lb. pkgs.	0 10	0 11
" " choice seeded, in 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08½
" " 3 crown	0 09½	0 10
" " 4 crown		0 09½
Prunes—	Per lb.	
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 05
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08	0 09
" " in 1-lb. cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 12	0 15
" " 1-lb. carton		0 16
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

PEELS—Prices are still quoted as hereunder.

Citron peel, per lb	0 20 0 21
Lemon peel, per lb	0 10½ 0 11
Orange peel, per lb	0 10½ 0 11

SPICES.—Spices are in fairly good demand for the season of the year, but business on the whole is rather quiet.

	Per lb.	
Peppers, black	0 16	0 22
" white	0 25	0 30
Ginger, whole	0 16	0 24½
Ginger, Cochin	0 17	0 17½
Cloves, whole	0 17	0 [illegible]
Cream of tartar	0 25	0 30
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES. — Interest in this market is great, owing to the somewhat peculiar situation which exists. It would now seem certain that this fall's market would follow upon the heels of that of last year. Prices have been climbing steadily and there is every indication of still higher figures ruling. To-day as much as 10 cents is asked for good stock, although sales have been made at less than this figure —as low as 9 cents. Stocks held locally are very small, and are not likely to be replenished to such an extent as to bring prices down materially. Grocers desiring to carry this line should buy before prices advance to a position which prohibits buying.

RICE AND TAPIOCA.—As a result of the new tarrif, rice has declined twenty cents. The new prices are here quoted. It is expected that there will be more buying now that the changes have come into effect.

In tapioca there is very little business passing, and the situation is featureless.

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07½ 0 08

BEANS.—Owing to difficulties in obtaining transportation, the bean market is very firm. Spot stocks are light, and anything held brings a good, stiff price. Dealers are asking $1.40 at present.

Choice prime beans		1 40

MAPLE PRODUCTS. — Although it is getting late for the holiday trade, there is still considerable activity in maple goods. Prices are unchanged at figures quoted. Some fairly good orders were shipped this week, but most of these had been booked during November.

Maple syrup, bulk, per lb	0 07½	0 09
Pure Townships sugar, per lb		0 10
Pure Beauce County, per lb		0 11

RAW FURS.—Prices do not show any change this week.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	6 00	1 50

ONTARIO MARKETS.

POINTERS.—
Sugar—Steady.
Beans—Lower.
Peels—Scarce and higher.
All canned goods firm.

Toronto, December 13, 1906.

The transfer of groceries from wholesaler to retailer continues in sufficient volume to enable the jobbers to say business is brisk, but the holiday dullness is within call, and trade is not nearly as active as it was a week or so ago. Sugar is steady again and there is no indication of a rise or fall at this writing. Canned goods are very firm; fruits are pretty well cleaned up. Dried fruits and nuts are strong. It is said there will be a decided scarcity of candied peels and walnuts. The bottom has dropped out of the bean market. Collections are reported satisfactory. This winter weather has set things going all over the country, and an exceedingly heavy Christmas trade is expected.

CANNED GOODS.—The market is firm for all lines. Fruits are pretty well cleaned up, and there is a feeling that there will be higher prices for vegetables before the next pack arrives. Prices, however, are unchanged.

SUGAR. — The market for raws is steady and without further change in refined. New York refiners have 500,000 bags engaged for early shipment, and are independent for the time being. There are 18 centrals grinding in Cuba, compared with none last year, and 17 two years ago. "The prevailing conditions of the sugar trade," Willett & Gray say, "are much better than they were at this time last year." Willett & Gray say of the visible supply: "Total stock of Enrope and America, 1,785,971 tons, against 1,966,739 tons last year at the same uneven dates. The decrease of stock is 180,768 tons, against a decrease of 203,700 tons last week. Total stocks and afloats together show a visible supply of 1,890,971 tons, against 2,006,739 tons last year, or a decrease of 115,768 tons."

Paris lumps, in 50-lb. boxes		5 13
" in 100-lb. "		5 03
St. Lawrence granulated, barrels		4 48
Redpath's granulated		4 48
Acadia granulated		4 43
Berlin granulated		4 38
Phœnix		4 48
Bright coffee		4 28
Bright yellow		4 33
No. 3 yellow		4 33
No. 2 "		4 18
No. 1 "		4 08
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

MOLASSES.—Prices are unchanged.

Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 [illegible]
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA.—There is a very strong market for all teas. The advance on good liquoring teas of the lower grades in Ceylon is 3 cents a pound within the last three months. The lowest point was in July and prices then were 4 cents below present levels. Flavoring teas of the better class are almost entirely wanting and cables from abroad consistently report inability to execute orders for full quantity asked. The Calcutta market has been cabled 1-2 cent dearer from the sale of last week, Wednesday, with light supplies and strong demand.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 13, 1906.

BUTTER—Good local demand, but no material change in situation.

CHEESE—Continued quiet in market.

EGGS—No change has occurred.

PROVISIONS—Prices unchanged. Business fairly good. Abattoir dressed hogs quoted $9.25 to $9.50 per 100 lbs.

COFFEE.—The market is steady. Willett & Gray, New York, are still very bullish, and declare that prices must advance.

DRIED FRUITS.—The Valencia market in Spain is dearer by about two shillings since last week. The report is that good sound fruit is very scarce, and that the few growers holding them are more disposed to hold on till spring.

A firm market and light stocks of currants are reported from Greece.

The California dried fruit market is in chaos. Seeded raisins are quoted f.o.b. at the coast nearly as high as the retailer is buying them here. That price is practically prohibitive as far as this market is concerned, but the largest shippers are refusing any new business. Prunes are now at about normal prices, which is considerable above the opening. Large sizes are hard to get. They are declared to be now the cheapest fruit available, and heavy business in them is expected after the New Year.

Peels are getting scarcer on spot, and prices are advancing. Some fear an actual shortage.

Whittall & Company Smyrna, report to P. L. Mason & Company, Toronto, that total stocks of Sultana raisins on November 22, amounted to 2,500 tons, and not much of that would be left by the end of the year. No decline on prices could be expected.

Prunes Santa Clara—	Per lb.				Per lb.
90-100s, 50-lb boxes	0 05	0 05½	60-70s, 50-lb boxes	0 07	0 07½
80-90s "	0 05½	0 06	50-60s "		0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	0 09½
			30-40s "	0 10	0 10½
Note—25 lb. boxes ½c. higher than 50 lb.					
Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 04
Currants—					
Fine Filiatras	0 07½	0 07½	Vostizzas	0 08½	0 10
Patras	0 08	0 08½			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 10	0 12
" Fancy					0 14
" Extra fancy					0 18
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 10½	0 11½
" 16 oz packets, choice				0 10	0 11
" 12 oz. " "				0 08	0 09
Dates—					
Hallowees	0 05		Fards choicest		
Sairs	0 04½		" choice		
omestic evaporated apples				0 07½	0 [illegible]

NUTS.—The market is firm for all kinds. Walnuts are higher, and filberts also.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 14
" shelled Valencias	0 30	0 32
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 10½
Pecans, per lb		0 17
Brazils, per lb		0 18
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish		0 08½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 10

SPICES.—Quotations are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 23

RICE AND TAPIOCA. — Rice has been reduced 10 cents a hundred by the mills in Montreal, but the jobbers here got their stocks in before the close of navigation and the tariff reduction of 1-2 cent has not affected prices here yet.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

BEANS. — The export demand is smaller than usual, and this coupled with a good crop has resulted in a very weak market.

Beans, hand picked, per bush		1 50
" prime, No. 1 "	1 40	1 45
" Lima, per lb	0 06½	0 07

SEEDS.—Trade is quiet. The only change is an advance of 25 cents in fancy red clover.

Aliske—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 00	8 25
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhul'ed	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS. — The price of hides here and in Chicago is firm. In Europe the market has turned easier. Mink skins being a little better prices.

Hides, inspected, cows and steers, No. 1		0 11½
" " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
" " " green		0 09½
Calf skins, No. 1, city		0 12
" No. 1, country		0 11
Lamb skins	1 00	1 10
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 06½	0 06½
Pulled wools, super, per lb		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 00
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 50
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short striped		0 90
" " long striped		0 50
Marten,	3 50	20 00
Muskrat., fall		0 16
" winter		0 20
" spring		0 12
" western	0 12	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 13, 1906.)

Jobbers report the largest Christmas trade on record, and a steady demand for the more expensive lines of groceries. Prices are steady in most lines.

CANNED GOODS. — Prices are unchanged.

SUGAR.—As noted last week, the increased duty on raw sugar was quickly followed by an advance of 10 cents per cwt. on refined sugars. Wholesale houses expect another advance following the close of lake navigation. We quote:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES. — As noted last week, the duties on syrups and glucose have been reduced, and some decline in prices may reasonably be expected to follow. The changes in the molasses duties will encourage the importation and consumption of the cheaper grades. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—The market is weaker and a decline in green and roasted Rios will be noted in quotations below. Prices are:

Whole green Rio, per lb	0 10½ 0 10½
" roasted " per lb	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT.—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

MATCHES.—

	Per case.
"Telegraph,"	5 15
"Telephone"	5 05
"King Edward"	4 10
"Head Light"	4 90
"Rising Star"	6 50
"Eagle"	2 20
"Victoria"	3 35
"Silent," 200's	2 50
" 500's	5 30
"Comet"	2 40
Capital	3 35

FOREIGN DRIED FRUITS. — All lines of foreign dried fruits are held firmly at present prices. Prunes bought now, in California, would command an advance of at least 1-2 cent per pound over prices quoted now to the retail trade, and with the exhaustion of stocks on hand now, there will be a sharp advance in Winnipeg. Quotations are:

Sultana raisins, bulk, per lb	0 12½
" cleaned, "	0 13
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in 4-lb. packages per package	0 08½
" " fancy seeded in 4-lb. packages per package	0 09
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17½
Peaches	0 16½
Pears, choice (halves), per lb	0 16
" standard " "	0 15
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS. — Prices are steady since the general advance quoted in last week's issue. We quote:

Lemon, per lb	0 12½
Orange "	0 12½
Citron "	0 21½
Mixed, in 1-lb drums per doz	2 35

OATMEAL AND CORNMEAL. — Quoted at following unchanged prices.

olled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

NUTS.—Peanuts have been advanced about 1 cent per pound, and prices are now as follows:

Almonds, per lb	0 16
" (shelled), per lb	0 33
Filberts	0 11½
Peanuts,	0 11½
Jumbos	0 13½
Walnuts, new, Grenobles, per lb	0 15
" " Marbots "	0 13
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

RICE TAPIOCA AND SAGO. — As noted last week, the duty on uncleaned rice has been removed in order to encourage the Canadian rice mills. As yet this change has had no effect on prices, and quotations continue as follows:

Japan rice, per lb., cwt. lots	0 05½
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

HONEY.—Still very scarce. Quoted as follows.

Pure clover honey, 5's, per case	9 00
" " 10's "	8 75
Honey (buckwheat and wild flower), 60's per bl	0 13½

NOVA SCOTIA MARKETS

Halifax, December 11, 1906.

The Halifax jobbers are now rushing out their orders for Christmas, and the volume of trade passing is quite heavy. During the past week, storms of unusual severity have visited the Provinces, and the blocking of the roads by snow drifts has had the effect of restricting business some. All dried fruits are very firm. Just at this season of the year the demand for dried fruits is quite heavy, but the price is an important factor with the consumer, and in consequence the sales are not quite up to the average in some sections. The action of the local refinery in jumping up the price of sugar has been the cause of considerable comment, and to say the least it has not been very well received, many contending that the advance was not warranted just at the present time. The quotations on sugar here at present follow:

xxx Granulated	$4.50
Austrian Granulated	4.40
Bright Yellow	4.30
No. 1 Yellow	4.00
Unbranded	3.85

PRODUCE—The receipts of produce during the past week have been unusually heavy. Vessels from Prince Edward Island points have arrived here with cargoes of potatoes aggregating 30,000 bushels. Fifty cents per bushel is the price quoted at the wharves. At these figures the sales are not very brisk. Householders who usually laid in large stocks for use during the winter are not following out that custom this year, and outside of the big commission houses, but few of the retail men have laid in stocks. Many of them say that they will not fill their cellars this year, for with the high price and the unavoidable rot later on there would be no money in handling them in the spring. The market for potatoes in the West Indies is not quite so strong, as imports from Holland are competing with shipments from Nova Scotia, with the result that the price is lower now than was quoted the shippers before the arrival of the Orinoco's cargo from Halifax.

APPLES—There is a good supply of apples on the market, but first-class stock is scarce. The shipments are not very heavy now, as the frosty weather has made the movement of fruit rather risky. Jobbers are quoting $4 per barrel for the finest Nova Scotia kings, and about $3.50 for other winter varieties. Bishop Pippins, a favorite variety for local use, are very scarce, and northern spies are not very plentiful. Locally there is a fairly good demand for firm fruit.

Dealers are still very busy, markets are firm, particularly dried fruits, which show quite an advance. Cream of tartar is firmer. Outside of the duty, rice, particularly Patna, is higher.

OIL—In burning oil, as is expected at this season, sales are heavy. This is the big consuming month. Lubricating oils just a fair sale. Paint oils are quiet, the outlook is for rather higher values.

SALT—There is but fair sale at this season. Little, if any, Liverpool coarse salt is being received. This always means rather higher prices, as goods must be sold ex-warehouse.

CANNED GOODS—The trade feel prices are too low in vegetables, particularly tomatoes. In fruits, peaches, strawberries and raspberries, are light stocks. Gallon apples firmly held and have good demand. Meats firmer. The new tariff affects these. This is the quiet season. Oysters are scarce and higher. Salmon firm. Lobsters continue extreme. In domestic, fish, sardines held firm, kippers and haddies unchanged.

GREEN FRUIT—This is one of, I might almost say, the few lines in which duties are reduced. Several fruits have always been free, now oranges and lemons have been added to the list. Jamica oranges largely supply the market. Price low. First Valencias here, full prices asked. Lower prices will rule with next shipment. Lemons are lower. Grapes firm. Cranberries quite high.

DRIED FRUIT—In raisins high prices continue, supply not large, particularly in bulk goods. Prunes are not a large stock, prices are higher. Several cars, particularly of Carton prunes, have been late arriving. Currants have been very scarce and high. The situation shows some improvement. Dates, figs, and peels are high. While the change in duty will slightly lower prices in figs it means rather higher prices in dates. Nuts, generally higher, though walnuts are quite low. The advance in the duty on peanuts is very unpopular. Beside the extra cent duty prices are very high. Evaporated apples higher and very firm. Onions remain quite low.

SUGAR—The change in the tariff referring to sugar is generally commended. The protection has been considered too high. Market is firm at the advance of last week.

MOLASSES—To the surprise of many fancy Barbadoes continues its hold on the market. Stock light and prices firm at the higher figures. Choice Barbadoes and Porto Rico unchanged.

FISH—With the colder weather there is improved business in fresh fish, chiefly cod and haddock. Stock is scarce and prices high. In finnan haddies prices held firm. Other fish seem easier. Season of sale is late. This applies to dry cod and pollock and smoked and pickled herring.

FLOUR, FEED AND MEAL—In flour, prices unchanged, sales but fair at this season. Feed is high. Oatmeal, while firm, is unchanged. Cornmeal is also firmly held. Oats keep high. Beans are unchanged except yellow eyes, which show quite an advance. Barley and peas are very dull.

NEW BRUNSWICK MARKETS.

St. John, N.B., Dec. 10, 1906.

The new custom tariff was a disturbing feature of these first winter days. In looking it over, it is the general opinion, that as a whole, the duties are higher. The changes are very numerous, though not usually great. There is, of course, an entire change in the British preference application. The Chinaman should be happy, as the duty on rice is considerably lower. Not so with the small boy, as on peanuts it has been raised a cent, equal to fifty per cent. The trade are at a loss for a reason, considering that last year the average price of peanuts imported was about 2¾ cents f.o.b. Norfolk, it seems absurb there should be a duty of three cents. The duty on packages has always been extremely unpopular, while in some cases this has been done away with, in very many it has been added. It is difficult to find a reason why packages for goods paying on ad valorem duty should pay and not where the contents pay a specific duty. In fact it is difficult to defend the package duty, particularly where the package is necessary to carry the goods, and in some cases has no further value.

INSPECTION OF CANNED GOODS

Government Measure Introduced in Parliament has the Approval of the Packers—All Cans to be Dated—Cost $60,000 a Year.

Hon. Sydney Fisher, Minister of Agriculture, presented to Parliament at Ottawa, on Tuesday, a resolution "that it is expedient to pass an act to provide for the further supervision and inspection of canned food products, meats and fish, and for the appointment of inspectors for the enforcement of the act."

The trade of Canada will approve this measure as a move not alone in the interest of the public and the trade, but one that will tend to protect and foster the canning and packing industry which has grown to be one of the great natural industries of Canada.

The revelation of the Chicago packers' wickedness induced the Canadian Government to make a thorough inspection of the packing industry here. The proposed legislation is the result, and it has the hearty approval of the canning and packing interests.

Inquiries from abroad regarding the nature of the laws in Canada respecting the inspection of food products, Hon. Mr. Fisher explained, demonstrated the necessity in the interests of the trade and of the Dominion that a proper and effective inspection be required. The canners themselves also realized the necessity and had acquiesced in the proposition to enact the proposed legislation. The bill which he proposed to found on the resolution before the House provided for the inspection of all canned meats, fruit and vegetables and fish, and applied also to meats not canned, such as bacon, hams, poultry and sides or quarters of large animals. Canned meats are treated a little differently, the provisions in respect to this article of food being a little more complete and a little more drastic than are those which apply to fruits, vegetables and fish. The phraseology of the bill is designed to cover canned goods when enclosed in bottles. Suggestions he had received had led to the conclusion that the interests of the trade and the country required that there should be most complete Government supervision and inspection of the factories where meat was canned. It was provided that Government inspectors should inspect the animal in the first place before it is slaughtered and the meat after slaughtering and before it is put in the can, and, further, that the Government have authority to inspect the meat at any or

(Continued on page 38.)

GOOD STOREKEEPING

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

ROYAL BAKING POWDER CO., NEW YORK.

"VITA"

The best Fluid Beef on the market

Have you ever tried to get hold of something in the way of a Fluid Beef which would meet every requirement of the housewife in search of the real article ?

If you have, you know how difficult it is to obtain a real Fluid Beef which will give satisfaction.

But you need have no trouble in this direction in the future.

We have just secured sales control for Canada of the famous Pasteurized Fluid Beef

VITA

This is something new—it is the genuine article—nothing like it on the market. Can be used with hot or cold water. The real thing to make a rich, nutritious, appetizing drink for cold weather. Supports and builds up the system.

Vita Sells on Sight -- Place a Trial Order.

LAST MINUTE ORDERS

It's getting on toward Christmas and you're well advised to be prepared for the holiday rush. Is there anything you want in

Canned Goods, Teas, Raisins, Currants, Prunes, Wines, Liquors or Nuts ?

If so, we can supply you up to the last minute.

REMEMBER VICTORIA BRAND JAPAN TEA. IT'S A GREAT SELLER.

Laporte, Martin & Cie., Ltee.

Wholesale Grocers and Importers, - - MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

HUSTLING TRAVELLER WANTED—To cover all large towns and cities with a specialty; must be reliable and experienced traveller; salary and commission. Mayell & Co., Toronto.

EXPERIENCED TRAVELLER — For western Ontario; good connection with grocery and general store trade; will pay big salary to first-class man. Mayell & Co., Toronto.

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

SITUATIONS WANTED

TO manufacturers, wholesale grocers and others—experienced traveller seeks position. Box 128 CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

BRITISH AND CANADIAN BACON.

P. B. Ball, Canadian Commercial Agent, at Birmingham, concluding an article on bacon says: "Probably the only remark I can make in connection with this, is the extremely high price of Canadian bacon here. Certain brands of Canadian bacon are bringing 2s. per cwt. more in the British market than British bacon."

This was at the end of October. The "British" bacon was Irish. At that time for some reason, there was an unusual output of bacon from Ireland, sufficeient to cause a glut and the prices went down below Canadian. If a dealer had a good trade in Canadian he would not disturb it for a single cheap lot of Irish, and would continue to pay the usual price for Canadian.

Mr. Ball's comment would lead one to suppose that Canadian was selling for more than bacon cured in England. This home product brings about 10 shillings per cwt. more than Canadian, and five or six shillings more than Danish. There being no transportation to speak of, this British bacon is placed on the retailer's counter almost as soon as it is cured, and in the very pink of condition and no borax is used. Canadian packers will not admit that either the English sow product or packing methods are better than theirs.

Mr. Ball's statement was incomplete, and commercial agents should enquire more carefully into unusual trade conditions before committing their reports to the press.

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of $5, $3 and $2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

More Profit To You

BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" MEAN TO YOU

'Twill only cost a two cent stamp to get particulars

Write now.

THE
Codville-Georgeson Co.,
LIMITED
Winnipeg and Brandon, Man.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Improved Trojan Strapping

SPECIAL TIES for the SHIPPING DEPARTMENT
Safe Bind
Safe Find
Our Shipping specialties Save time and expense to the shipper and are safe guards against goods being stolen in transit

For Binding Cases on Individual Hangers

Useful in the Shipping Room.

J. N. WARMINTON

45 Scott St., Toronto, Ont. — 207 St. James St., Montreal.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

FOR CHRISTMAS TRADE

ORDER NOW

Hams
Backs
Cheese
Mince Meat
Potted Tongue
Brawn
Breakfast Bacon
Lard
Butter
Cooked Hams
Potted Hocks
Sausages
Meat Pies

F. W. FEARMAN CO.,
HAMILTON LIMITED

Something Very Good For Xmas

Your stock will not be complete and your customers not pleased unless you can supply

"CORONA"

Selected Hams,
Bacon, Windsors,
Sausages, etc.

Send your Holiday order along. We will give it the best attention.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES.

The Successful Grocer

has friends for his customers because he made his customers his friends. He supplied them with the goods we guarantee.

Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs, and Cheese

Take out a policy assuring business success by sending us a test order to-day.

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

The cheese market remains unchanged since our last report, there are a few scattered orders coming in, but on the whole, the market is exceedingly quiet, which is, however, not unnatural at this time of the year, when navigation of the St. Lawrence route has just come to a close.

Further, the holiday trade in Great Britain has been supplied, and importers are all taking stocks on the first of January, so that they really do not care to buy goods to arrive before January 1st, and these are ample reasons why our market should be quiet at the present time.

As previously argued, the production of milk has been short this season, and with the present cold condition of the weather, this production is reduced to a point where it is difficult to get sufficient for daily use, it is therefore only natural, that the production of cheese and butter is also reduced materially, and the daily and weekly receipts are only nominal in quantities now.

Receipts in Montreal were, last week, 7,253 boxes of cheese and 4,945 packages of butter, against 7,531 boxes of cheese and 7,878 packages of butter for the same week of last year, or a total since May 1st of 2,342,222 boxes of cheese and 588,989 packages of butter, as compared with 2,298,324 boxes of cheese and 755,225 packages of butter for the corresponding period of last year.

Exports are not regularly recorded after the close of navigation, and it is therefore not possible to give the weekly shipment now, but the receipts show an increase of 43,898 boxes of cheese and a decrease of 166,236 packages of butter, since May 1st, which means an enormous shrinkage in the production of milk, and it bears out our previous arguments that, while the farmers have been getting very high prices, all through the season, for their milk, they may, after all, not have received as much money for their season's production as last year, as they had so much less milk to deliver.

We have before gone fully into the question of stocks or the "visible supplies," and we have really nothing to add, the stocks of cheese are, this year, heavier in British centres and considerably lighter on this side of the Atlantic, stocks, held here now, are costing fairly high, and holders have sufficient confidence in the future not to press sales at a loss to themselves. It is well known, that the markets in the United States are higher than ours in Canada, and that there will be practically nothing to go forward from the United States, our own stocks are fully 200,000 boxes short of last year, and, as soon as the present large stocks in British markets are commencing to show a steady reduction, which is bound to come, as the consumption keeps on, there will be new orders coming in and holders will not feel inclined to part with their goods at a loss, this means advancing prices for the future.

While we find a decrease in the receipts of butter in Montreal of 166,236 packages, our exports show a much larger decrease, and besides this, thousands of packages of our butter have been brought back from Great Britain, our market being higher than British markets. Owing to weather conditions, our Winter make of butter may be reduced in quantity, but prices are exceptionally high this year, and there is every inducement to make as much butter as it is possible to make, and we incline to the opinion, that we will have enough butter for our home consumption.

The market is very firm at present, and prices are rather inclined to a further advance, but careful dealers are meeting their customers and, where they can make a profit now, they prefer not to hold their goods in hope of making a larger profit later on, this makes a "trader's market" and, as long as there is no actual shortage in supplies, prices will not be advanced very rapidly.

New dairy rolls are coming forward in small quantities at present, they are bringing unusually good prices, but, as their quantity increases, there will be a halt to a further advance, however, after all, the butter market, like any other market will be regulated by supply and demand. At present the demand is good, and the supply is none too large, but the extreme high prices, which some operators predict for the future, may not be realized and dealers, meeting the markets and their customers, may come out best in the end.

PROVISION SITUATION.

The provision situation cannot be said to be much changed from last week. Packers are paying the same for hogs. Deliveries are pretty free. The packers claim there is nothing in the situation to warrant present prices. The English market is not encouraging and the domestic demand while good for the time of year, is much less than it was. At this season of the year packers usually accummulate stocks for the heavy spring and summer trade, but present prices, it is alleged, are too high to justify putting away large stocks.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS. — Pork is easier this week, prices being down one dollar. There is a good inquiry for lard at prices which rule unchanged. Pure lard is in none too good supply, while the compound article is selling freely. Hams are quoted lower this week. Demand is quiet, and the lower figures were anticipated. It is expected that there will be an improvement in hams and bacon for the holiday trade.

Lard, pure tierces		0 12½
" "	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12¼ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	5-lb. "	0 12¾
"	3-lb. "	0 12¾
Lard, compound tierces, per lb		0 08¾ 0 09
" "	tubs	0 09 0 09¾
" "	20-lb. pails, wood	2 60
" "	20-lb. pails, tin	1 90
" "	cases, 10-lb. tins, 60 lbs. in case	0 10½
" "	5-lb. "	0 10¾
" "	3-lb. "	0 10¾
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back	23 00	23 50
Breakfast bacon, per lb		0 15
Hams	0 13	0 14½
Extra plate beef, per bbl	12 50	13 00

CHEESE.—The cheese market is rather quiet, although there is a fair trade passing. Prices are without change.

Ontarios, September make	0 13	0 13½
" late make	0 12¾	0 13

BUTTER. — The make of creamery butter is falling off and large rolls are scarce. Prices have not advanced, but the market is very firm.

Choicest creamery, salt, 56 lb. boxes	0 25½	0 26
" pound prints	0 26	0 26½
Medium creamery	0 23	0 24
Western dairy	0 20	0 22½
Large rolls	0 22½	0 23

EGGS.—Better sales have been made during this week than for some time. Larger lots have been billed to single buyers than for several weeks. Cold storage eggs are being used up in a satisfactory manner, and the situation on the whole is satisfactory to egg dealers, while the ruling prices suit the grocer as well as can be expected at this season.

Fall selects, doz	0 23	0 26
Storage " "	0 22	0 24
Storage, No. 1, doz		0 21

POULTRY.—With Christmas drawing nearer, and colder weather being the rule, the poultry business is thriving. The quality of receipts, which are becoming heavier, is much better than it has been for the past couple of weeks. Trade generally is brisk.

Turkey, per lb	0 13	0 15
Chickens and fowls, per lb	0 08	0 11
Geese, per lb	0 09	0 10
Ducks, "	0 11	0 12

HONEY.—Honey continues scarce and high, but the market is featureless.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat	0 09	0 10

TORONTO MARKETS.

PROVISIONS.—There are a number of changes in the quotations this week, mostly to a lower level. Demand for

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

C. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

hog products is good for the time of year.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb		0 15
Medium hams, per lb		0 15
Large hams per lb		0 13
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 16
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 00	23 00
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "		0 12½
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	6 50	7 50
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 11
Hogs, street lots	8 50	8 65
Veal	0 09	0 10

BUTTER.—The situation is not much changed. Supplies of dairy are perhaps a little freer, and rolls are slightly easier.

	Per lb.	
Creamery prints	0 26	0 28
" solids, fresh		0 25
Dairy prints, choice	0 22	0 25
" rolls, choice	0 22	0 23
" tubs, choice		0 22
Baker's butter	0 19	0 20

EGGS. — The market continues firm with a slight advance for fresh eggs.

Eggs (strictly new laid)	0 35	0 40
" fresh		0 [illegible]
" pickled	0 21	0 22
" splits		0 18

CHEESE.—Prices are unchanged.

	Per lb.	
Cheese, large	0 13½	0 13½
" " twins	0 13½	0 14

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins	0 10½	0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

FOWL.—The market is not yet satisfactory. Demand is not quite equal to supplies. Last week turkeys were almost a glut and very low prices were realized.

Live Weight.		
Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08
Dressed weight.		
Old fowl	0 05	0 07
Ducks	0 09	0 10
Young chickens	0 09	0 10
Geese	0 08	0 09
Young turkey	0 12	0 13
Old turkey		0 11

WINNIPEG MARKETS.

BUTTER.—Creamery is advancing, and quotations are now as follows:

Fancy fresh creamery, in 1 lb. bricks		0 32
Choice Manitoba, in 1-lb. bricks	0 26	0 27
Fancy creamery, solids, 56's, 28's, 14's		0 26

CHEESE—

Manitoba, large		0 14½
" small		0 14½
Ontario		0 15

LARD—

Tierce basis, per lb.		0 12½
Small packages take the following advance:		
50-lb. tin cans, per lb.		0 00½
20-lb. tin pails, in 80-lb. cases, per lb.		0 00½
10-lb. " in 60-lb. "		0 00½
5-lb. " " "		0 00½
3-lb. " " "		0 01
20-lb. net white wood pails, per lb.		0 00½

CURED MEATS—

Hams, selected stock, special mild cure		0 17½
Bacon, " " "		0 22½
Backs, " " "		0 18½
Hams, light, 10 to 12 average		0 16½
" medium, 14 to 16 average		0 16½
" heavy, 20 to 30 for slicing		0 16
" heavy, skinned 2) to 30 for slicing		0 17
Picnic hams light, choice, 6 to 8		0 13½
Shoulders light, choice		0 11
Breakfast bacon, clear, bellies, light, 8 to 10		17½
" clear bellies 12 to 14		17
Clear backs, b bacon light		16
" b bacon 12 to 14		15½
Spiced rolls, long if in stock		0 17
" short		0 14
Dried beef ham, sets		0 18
Smoked hams boned and rolled, 2c. per lb. additional.		

DRY SALT MEATS.

Bacon, dry salt long clear		0 13½
" " " smoked		0 13½
" " " boneless backs		0 14½
Shoulders " "		

BARREL PORK.

Heavy mess pork, boneless, per bbl		24 00
" " " per ½ bbl		12 00
Standard mess pork, per bbl		24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
" hocks, " "			0 05

EGGS.—Storage eggs are selling to the trade at 25 cents per dozen.

ST. JOHN, N.B.

PROVISIONS.—Barrel pork is higher, because of the duty on the package. These duties on packages are very unpopular, and considered unreasonable. If goods are to be imported they must come in packages. Beef is still scarce. Pure lard is slightly easier. Fair quantity of Canadian offered. Market is bare of refined compound. In fresh meats fair sale. P rice of beef unchanged. Mutton and lamb firmly held. Veal little seen. Pork rather higher.

Mess pork, per bbl	$22 00	$23 50
Clear pork, "	22 01	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05½	0 06½
Veal, "	0 07	0 08
Lamb, "	0 09½	0 10
Pork, "	0 08½	0 09
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10	0 10½
" " pails	0 10½	0 11½

BUTTER.—While prices are high there is a fair quantity of local butter offered. Quality must be good to bring best figures.

Creamery butter	0 25	0 28
Best dairy butter	0 24	0 25
Good dairy tubs	0 22	0 24

EGGS.—Prices are rather higher, and firmly held. Domestic eggs do not supply the market.

Eggs, strictly fresh	0 35	0 40
" fresh	0 23	0 24

CHEESE. — While stocks are not large, prices are rather easier.

Cheese, per lb.	0 14½	0 15

WIN and HOLD Your Trade With Clark's Canned Meats.

Perfect in Preparation.

Oh, Joyous Yuletide !

Supply your customers with Armour's Mince Meat this Yuletide season and they will remember you with their custom next year.

Armour's Made in Canada Brands

Savoy

Condensed Mince Meat in 12-oz. cartons, packed in cases of three dozen. A ten cent favorite.

Imperial

Wet Mince Meat in 10, 25 and 50-lb. fancy wood pails. Pure, Rich, Wholesome.

"THE BRANDS THAT ARE IN DEMAND"

Give your jobber a trial order.

Canadian Factory, 77 Front St. E., Toronto

ARMOUR LIMITED

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

A GOOD LINE FOR HOLIDAY TRADE

TRURO QUALITY BRANDS

Reindeer
(with Milk and Sugar)
Coffee

Ready to Use

A cup of excellent Coffee is prepared by simply adding boiling water.

STOCK UP

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE
Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN,
WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

INSPECTION OF CANNED GOODS.

(Continued from page 30.)

all of the processes up to the time of selling, and even, in case of suspicion, to open specimen cans. All cans are to be marked with the Government inspector's stamp, without which no canned meat can be sold for export or interprovincial trade. To guard against condemned and diseased meat being sold for home consumption, the provision is made that meat condemned by the inspector shall not be sold for food.

Owing to the large number of fruit and vegetable canneries scattered all over the Dominion he had not thought it practicable to provide for a similar close supervision, inspection and marking of cans. Provision was made for a general supervision and inspection of the canning establishments, and power was taken to have the inspectors close such establishments if they are not carried on under proper sanitary and cleanly conditions or if they are using articles not in a proper state for human consumption. Each can must be properly labelled and bear the name of the packer and the date of packing. Heavy penalties are imposed for improper labelling or marking of cans which would allow misrepresentation, and would confuse the authorities in tracing the party responsible therefor. In regard to the fish canneries, Mr. Fisher said it was a question whether it was advisable or necessary to have the same strict supervision and inspection as for meat-packing establishments, and he asked the assistance of the House in arriving at a conclusion on the subject. He thought there should be as frequent inspection as possible, in order to insure that the fish is in good condition when put up, and that there should be stringent provisions against a false description of their contents being given on the labels. This, he thought, would be sufficient to accomplish the result aimed at.

The administration of the new law will, it is estimated, cost $60,000 a year.

Mr. Marshall, M.P., of Aylmer, one of the large canners, heartily approved the measure.

It is provided that all canned meats shall be dated.

VINEGAR CHANGE.

E. Saville Webb, formerly of Purnell, Webb & Co., vinegar manufacturers, Bristol, has recently bought out Hutchings & Co., manufacturers of malt and spiced vinegar in Bristol. This concern was established in 1818. Mr. Webb made a tour of Canada a number of years ago in the interests of his old firm and is well known to a number of the trade in this country and he writes The Grocer that as soon as his business is firmly established he will in all likelihood visit Canada again and arrange for agents to handle his goods.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers of Oats.
Western Dealers will find it to their benefit to make us offers.

A BIG ADVERTISING CAMPAIGN
has brought the "Battle Creek Idea" before consumers. Our goods are the original health foods.
We Manufacture
Life Chips
Granose Biscuits
Granose Flakes
Granola
Caramel Cereal Coffee
Are *you* stocked?
The Battle Creek Health Food Company, Limited
Canadian Factory and Office, LONDON, ONT.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

IT'S A MISTAKE
to order stock carelessly. Careful grocers order our
PEARL AND POT BARLEY
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET POT BARLEY
98 / 49 lb. sacks.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT { FULL STOCKS BEST BRANDS } SALT
Verret, Stewart & Co., Ltd., Montreal

WANTED
Choice boiling Peas in two-bushel bags also, good malting Barley. Send samples with prices delivered Montreal.
STEVENS & MILLER,
126 Board of Trade, Montreal.
Mill Feed always wanted.

QUEBEC CITY
ALF. T. TANGUAY & CO.
Commission Merchants and General Agents
FLOUR, GRAIN and PRODUCE
SPECIALTIES:
Corn, Beans and Dressed Hogs
Correspondence Solicited.
QUEBEC

Are You Giving our BIG THREE a Square Deal?

The difference between Success and Failure may depend on your answer.

NO GROCER in Canada CAN afford to IGNORE PUBLIC OPINION.

"Swiss Food" has been on the market twenty years. Its enormous sale is sufficient evidence of its purity and strength-giving qualities.

"Beaver Oats" your customers want, because they have proven its superiority. And then there's the **BIG** premium (766).

"McIntosh's Crown Brand Rolled Oats" fairly won and fairly holds first place in Quality—Bulk—and Price.

CAN YOU SATISFY THE DEMAND?

P. McINTOSH & SON - Toronto, Canada

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequaled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

It Isn't Common Sense

for a grocer to risk the reputation of his otherwise first-class store by handling a poor flour simply because it's ground in a mill near home. Why shouldn't you be as particular about your flour as about your canned goods?

We absolutely guarantee

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

CEREALS AND CONFECTIONERY

Grain Markets Continue Quiet, but Ontario Grain is Beginning to Move—Heavy Demand for Western Oats by Ontario Millers.

Grain markets continue very quiet. Ontario farmers have at last got busy getting out their wheat, and the millers are getting more than they want. There is, at present, however, no export demand. The domestic flour trade is quieter, but there is considerable export business doing. A large Toronto miller reported good orders from South Africa and England. Western oats have been in brisk demand in Ontario at 38 3-4 cents for No. 2, for milling, and the difficulty now is to get shipments. Because of the close of navigation, and the consequent advance in freight rates, oats will cost the millers more, and the price of oat products are likely to advance proportionately.

MONTREAL.

GRAIN.—Barley is a little stronger this week, and prices have been advanced, but otherwise there is nothing new in the market, except the higher price asked for peas. An advance of one cent has occurred.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
No. 3 yellow corn "	0 [illegible]
No. 2 peas, basis 78 per cent. points	0 83

FLOUR. — Prices continue without change. Business is easing off with the approach of the holiday season, but some good orders are still being taken on local account.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS. — The situation in rolled oats is practically unchanged since last week. Prices are well maintained, although it is said that some firms are offering goods at lower figures than quoted hereunder.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated " "	2 40
Gold dust cornmeal 98 lb bags	1 75
Rolled oats, 90-lb. bags	2 25
" 80-lb. bags	2 00
" bbls.	4 80
Choice boiling peas	1 00 1 10

FEED.—Prices are firm, but unchanged at figures quoted. Business is rather quiet than otherwise.

Ontario bran	19 50 20 50
Ontario shorts	21 50 22 50
Manitoba shorts	21 50 22 50
" bran	19 00 20 50
Mouillie, milled	24 00
" straight grained	25 00 28 00
Feed flour	1 30 1 35

HAY.—There has been no improvement in the situation locally since last report. The market is firm and receipts are light. Prices are steady.

In England prices continue to climb, the market being very firm. This week cable advices from Liverpool quote 85s. c.i.f.

No. 1	14 00
" 2	12 50 13 00
Clover mixed	11 00 11 50

TORONTO.

GRAIN.—Ontario grain has now begun to move, with the result that millers are getting more than they want. Prices are not now much above leading values, and are not likely to go much lower. Business in Western grain is very quiet. but trade in oats has been very active for millers. Quotations are about the same as last week.

(F.o.b. Georgian Bay points.		
No. 1 hard	0 82	0 82½
Manitoba wheat, Northern No. 1		0 81
" " " No. 2		0 78
" " " No. 3, nominal		0 76½
Red, " per bushel. 78 per cent. points	0 70	0 71
White, " " " "	0 70	0 71
Mixed, " " " "	0 69	0 70
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No. 2, "	0 51	0 52
" No. 3x, "	0 49	0 50
" No. 3, "		0 45
Oats, white "		0 36½
" mixed "		0 35½

FLOUR—The domestic trade is quieter, especially the demand from the Maritime Provinces, but some millers are doing a very nice export trade with South Africa and Great Britain.

Pure Manitoba wheat, per bbl in sacks	4 00	4 50
85 per cent. Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 60
Blended	3 70	3 80

CEREALS.—Prices are unchanged, but there is likely to be an advance in oat products, from 25 to 30 cents a barrel, because of the increased freight rates on oats from the West. Business continues brisk.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 00
" " " in wood	"	4 25
" " for broken lots in wood	"	4 50
" " broken lots in bags	"	4 25
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 55
" " " in bags	"	4 30

FISH CHEESE.

Clement & Co., Channel, Nfld., have upon the market a preparation of codfish named "concentrated fresh codfish, otherwise known as fish cheese." The wrapper contains a number of suggestions for cooking and other interesting information to the following effect, which every handler of the article should know:

The codfish from which this is made are taken from the cold waters of the Arctic current which wash the shores of Newfoundland, and which produce the finest fish in the world.

The nutritive albumen, albuminoids, and the valuable phosphates are retained in the patented process of manufacture, while the watery constituents are eliminated.

For building and replenishing the brain, nerves and muscular tissues, and giving great power of endurance, this is a food of signal value. It takes the place of beef, mutton and other meats, as an article or diet.

PERSONALS

G. E. Babour, of St. John, N.B., was in Montreal last week.

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was in Toronto this week.

J. H. Ratcliffe, Stouffville, spent some days last week visiting in Brantford.

H. R. Silver, of the Dominion Molasses Co., Halifax, registered at the Windsor, Montreal, last week.

F. W. Read, Bogcaygeon, was in Toronto a couple of days last week buying for his Christmas trade.

C. W. Fox, Owen Sound, was in Woodstock a couple of days last week attending the funeral of his brother-in-law.

Jas. Whimster, Aurora, who has been seriously ill since last March, is so far recovered as to get back to business for a few hours each day.

J. Percy Thompson, manager J. Whimster's grocery department, Aurora, favored The Grocer with a call this week. Mr. Thompson looks for The Grocer every week.

W. Barber of White and Barber, Alliston, spent the summer in the West and is home again. He took up land and is contemplating removing to the prairie country for good.

A BLUFF THAT WORKED.

"Bluff sometimes goes a long way in business as well as in poker," remarked a well known manufacturer the other day." There is one instance which comes to my mind that happened some years ago. There was a merchant in Toronto who had half a dozen stores scattered throughout the city. I was young in business at the time and he got into my firm for about $2,500. As this was a very important sum to me at the time I began to press him urgently for payment. One day when I called on him personally he said that he would fix it up right for the next day, He would get assistance from the bank.

"But,'j said I, "how can you do so? Your credit is not good."

He replied, "Oh, you leave that to me, I have a scheme."

When I pressed him as to what his scheme was he astonished me by declaring that he intended going to the manager of his bank and telling him that if he did not advance him the money he would give instructions to the manager of each of his stores to refuse to accept any bills of that bank tendered by his customers. And do you know, the scheme worked.'

WALL PAPER.

Fall orders, on account of their heavy increase, could not be delivered quite as early as usual. Manufacturers are rushing through their work so as to be ready for the sampling season. A superior line of designs is promised for next season, and some novelties in borders are in prospect. The success of the flat prices is causing general satisfaction.

There are a number of Swiss Milk Chocolates on Sale in Canada

The leader through merit only, is

Cailler's

GENUINE SWISS MILK CHOCOLATE

(Pronounced Kah-lay)

Made from the richest Swiss Cream, hygienically perfect, it has a distinct character of its own. Handle only the best and say you want **"Cailler's"**

Sole Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED

TORONTO

Do You Ever Look

with worried eyes at your shelves of

Wall Papers

and wonder why they sell so slowly? There's one good reason. You may be sure **they are not the "Staunton" make.**

Taught by a half century of practical experience we know how to give that novelty and beauty in design and coloring which make "Staunton" Wall Papers

THE LEADING LINE

Grasp that fact, and you'll never need to worry again about forcing sales.

STAUNTON'S SPECIALTIES SELL THEMSELVES

Send a postal if you wish our traveller to call next month---or if you would like sample books to stock up from.

(Borders at Flat Prices.)

Stauntons Limited

Wall Paper Manufacturers

TORONTO, ONT.

The food with a reputation for QUALITY is

CANADA FLAKES

There is such a delicious crispness combined with that distinctly Canadian flavor, maple.

And the food is so carefully made. "From golden grain to package form no human hand touches Canada Flakes."

And then the beautiful china in connection with the unique advertising scheme makes selling such food so easy for the grocer.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

WEBB'S CHOCOLATES

High-class goods for High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited

THE COCOA WORKS

LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Every Canadian Housekeeper who has used

MOTT'S "Diamond" and "Elite" CHOCOLATE

admits that there are no brands, foreign or domestic, that are purer, richer and better than ours—

Buy once, you'll buy always—

ORDER THROUGH YOUR JOBBER

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

EPPS'S

GRATEFUL
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

IT'S A MONEY MAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

Quality Costs Money

So Nicholson's Mince Meat is worth money. The ingredients are all pure; the Mince Meat is all neatly and securely put up.

THE SALES ARE BRIGHT, OF COURSE

Phone us re N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veriquick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

Cadbury's Cocoa Butter

is something every confectioner requires at this time of year. There is nothing like it for candy-making.

Ask for the Genuine

and accept no substitute. We have a supply on spot, but it will not last long, so

ORDER EARLY.

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

THAT TINNY TASTE
in some Jams
DRIVES CUSTOMERS AWAY

Not so with

WAGSTAFFE'S JAMS

because the tin pails are gold-lined, which prevents the jam coming in contact with the tin. : : : : : This "between the two" is your safeguard for sales, your customers' safeguard for health. : : : : : Don't sell tinny tasting jam—sell

WAGSTAFFE'S

pure, rich, beautiful color jam.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited

HAMILTON, ONT.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited
Canadian Branch:
28 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

A HIGH PRICE FOR GRASS.

"Talk about women in business," remarked a well known wholesaler to the Grocer the other day, "let me give you an instance of the business acumen of one of their sex. A syndicate that I know of was negotiating to buy a farm which was supposed to be rich in mining properties owned by a widow. She agreed to sell upon one condition and that was that she be allowed to hold six acres. Now the syndicate wanted the whole of the property but could not get her to relinquish the said six acres.

After negotiations had been carried on for some time one of the members of the syndicate asked her why she wanted the six acres.

"Why," said she, "I have a cow which supplies me with milk and that is why I want the six acres."

The member of the syndicate upon learning this said, "Well my dear woman, we will buy your hundred acres and supply you with milk free for the rest of your days."

"This closed the bargain. The price they were offering to pay for the land was $1000 an acre, yet this woman was so short sighted that she wanted to hold back $6,000 worth of land in order to get a supply of grass for her cow.

MONTREAL GROCERS.

On Thursday evening, the monthly meeting of the Montreal Retail Grocers' Association was held in their quarters, on St. Catherine St., under the presidency of A. Laniel.

Considerable routine business was transacted, and on the motion of A. Sarazin, the secretary, a vote of sympathy was passed, condoling A. Laniel and H. Laniel on the death of Mr. Laniel, father of the former and brother of the latter. An expression of sympathy was passed also offering the condolences of the members to A. Dore, whose child died recently. M Repentigny recalled the trip of a dozen members of the association to Quebec last winter, made in the interests of the association at the time of the license discussion. Seconded by Mr. Labonte, he proposed that each member who made the trip should be reimbursed for expenses to the extent of $10. President Laniel, while not objecting, requested that the motion be carried over to the next meeting when more members were present, before it should be voted upon, and this was done. The question of taxation came in for considerable discussion before the meeting closed.

A QUEER TEAM.

"I have seen many amusing systems of transportation," said a wholesaler, "but that which I saw in Austria when I was over there was, I think, the most amusing. It was a cart of merchandise to which was hitched a cow, a pig and a dog, and a woman was giving a helping hand. I might say it is not the first time that I have seen a pig used for drawing carts in some of the European countries."

F. H. Ferguson, Fort Erie, has returned from a fortnight's business trip to New York.

The A, B, C of it

are made from flour of highest grade, cream that is rich, butter that is good and fresh.

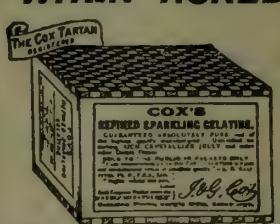
Perfection Cream Sodas

are appetizing, palatable, digestible. Good for old or young, invalid, convalescent, strong man.

Packed at oven's mouth in moisture-proof, air-tight packages

THE Mooney Biscuit & Candy Company,
LIMITED,
Stratford, - Canada.

WHEN ASKED FOR



"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on he table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

ALMOST KILLED IT!

The Maple Sugar Industry Has Almost Been Killed

by the manufacturers in the large cities who make the mixed and adulterated maple syrup and sugar. They take one pound of the **pure maple sugar** and by mixing it with four or five pounds of white guanulated sugar or with glucose, make the imitation article ; thereby increasing the amount of so-called maple syrup on the market and killing the legitimate demand by selling for less than the pure article can be sold.

Th Land of the Maple Leaf is proud of its beautiful forests of maple trees that, in March and April, yield the sweet sap which, when boiled down, makes the most delicious sweet in the entire world.

Millions of Beautiful Maple Trees Have Been Cut Down

simply because the farmers had no market for pure maple syrup and sugar.

About one-half of Canada's crop of **pure farmers' make maple sugar** is exported to the United States as there is no market for it in Canada. If there were no adulterated maple syrup and sugar sold in Canada there would not be enough produced to supply the demand, and more maple trees would be tapped. The product can be increased ten-fold if the Adulteration Act is enforced. The land of the Maple Leaf ought to protect its maple trees. Every true-hearted Canadian ought to protect the tree which gives us our national emblem. You can protect the maple tree by refusing to handle adulterated maple syrup and sugar.

The Inland Revenue Department in enforcing the Adulteration act, have allowed adulterated maple syrup and sugar to be branded as "Maple Flavor Syrup" or as "compound" or "mixture," with the understanding that these words shall be in the same sized letters as the words "Maple Syrup" or "Maple Sugar." Always read the labels on all packages, as it will help you to detect the adulterated article. Unscrupulous manufacturers try to avoid marking their products to comply with the law, and, even when marked correctly, they sell and advertise their mixtures to the grocer and consumer as pure. Maple syrup and sugar is a farm product, and all packages should be sealed and put up near the maple trees, where made, while fresh ; thereby retaining that new, delicious taste so peculiar to new maple syrup.

The Maple Tree Producers Association, Waterloo, P.Q., was organized to encourage and develop the Pure Maple Industry of Canada, and deals only in the pure genuine article. Producers, and those interested in building up a market for pure maple syrup and sugar, are shareholders. Every farmer who makes maple syrup for us signs a guarantee "**that it is made only from the sap of the maple tree,**" and we give the same guarantee to those we sell. In addition we analyze every lot we receive and every lot we sell to be absolutely certain of its purity. Pure maple syrup can be light medium or dark in color. Our "**Pride of Canada**" **Maple Syrup** is the lightest and choicest grade, and is made by particular farmers who have all the modern apparatus for making, and by being careful, make a fancy article.

The "Pride of Canada Maple Syrup" is and Always Will be the Pure Genuine Article

Sold in sealed tins and new glass bottles. Sealed and guaranteed by the

MAPLE TREE PRODUCERS ASSOCIATION

WATERLOO, P.Q., CANADA

WHOLESALE AGENTS IN WESTERN CANADA :

Foley, Lock & Larson, Winnipeg, Man. Codville, Smith Co., Calgary, Alta. A. Macdonald Co., Edmonton, Alta. W. H. Malkin Co., Vancouver, B.C

Have still lots of

ORANGES
LEMONS
NUTS
GRAPES
FIGS, Etc.

Send in your orders and will fill to your satisfaction. Our prices are right and goods in fine shape.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Litle Change in Fruit or Vegetables—Additional Lines in Fish Quotations—Christmas Trade Commences Well.

Fruit prices are not expected to vary much during the next two or three weeks, as the holiday trade has begun, and the present quotations will hold in most lines until that is over. All fancy lines are in good demand, and orders are being placed early. Southern California oranges have been delayed by wet weather, but are expected to arrive before next week. Montreal fruit markets hade quieted down somewhat with the close of navigation, but the Christmas trade promises well.

The advent season has considerably increased the fish demand in Quebec markets. Several new lines are quoted in this department this week. The vegetable market shows very little activity, which is not unusual at this time of year.

MONTREAL.

GREEN FRUITS.—Trade has been quiet since the close of navigation. Few sales have been made except for immediate consumption. Activity in oranges and other lines which are always in demand at the Christmas season is beginning, and good business is anticipated. Dealers are bringing in many fancy lines to fill the holiday demand.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos		2 00
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 50
Kumquats, box		0 20
Manderines, box		1 00
Egg plant, doz	2 50	3 00
Apples, bbl	2 50	4 75
New lemons		3 25
Pears, per half box		2 75
Mexican oranges, box		2 65
California oranges, new navels		3 50
Jamaica oranges, per bbl		4 50
Jamaica oranges, per box		2 65
Florida oranges, box	3 00	3 25
New figs, per lb	0 [illegible]	0 13
Cranberries, Cape Cod, per bbl		10 50
" Canadian, bbl		8 00
Florida grape fruit, box	4 00	4 50
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES.—There is very little activity in the vegetable market at the moment. Orders received from local points are very small, while city trade is limited. Prices are very well maintained. Potatoes are quoted from 85c. to 90c. a bag, and arrivals continue fairly large, considering the weather. Shippers experience difficulty in sending potatoes to Montreal owing to the extremely cold spell which has held the land in its icy grip. California celery is now on the market at a fancy price, $6 a crate. Each crate contains from six to eight dozen.

Parsley, per doz. bunches	0 20	0 25
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate	3 25	3 50
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		0 85
California celery, crate		6 00
Endives, lb		0 20
Spinach, per bbl	2 50	3 00
Spinach, box		0 75
Cucumbers, per doz		1 25
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 90
Jersey sweet potatoes, basket		1 75
" barrel		3 75
Georgia sweet potatoes, bbl	2 50	2 75
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets, bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		5 50
Green beans "		5 50
Mushrooms, lb		1 00
Horseradish, lb		0 15

FISH.—Brisk trade is passing, Advent season being in full swing. Prices are keeping very steady in most lines. The scarcity of cod and haddock continues, owing to stormy weather, but prices are unchanged. Arrivals of frozen fish have been good, all kinds being in large supply. Receipts of tomcods have increased, and lower prices rule. There is a good demand for Yarmouth bloaters which are coming in quite freely. In salt fish there is a strong demand for all lines at ruling prices. Oysters are scarce, rather than plentiful, owing to weather conditions. Bulk oysters are selling well in all districts, while in shell, Malpeques bring from $9 to $10 a barrel. The cheaper grades are not now offering, few lots being held.

Fresh and Frozen Fish.

Fresh haddock, express, per lb		0 05
Halibut, " "		0 09
Grass pike, round " "		0 06½
Grass pike, dressed " "		0 07
Market cod " "		0 04½
Steak cod, " "		0 06
Mackerel, large, " "		0 12
Dore, " "		0 09
Whitefish, " "		0 08
Small sturgeon " "		0 08
B. C. salmon " "		0 19
Smelts " "		0 10
New tomcods, bbl		2 25
Sea herrings, large, per 100		2 00
Herring, new, 100 lbs		1 90
Smoked fish—		
Kippered herring, per box		1 00
St. John bloaters, "		1 25
Haddies, in 15-lb boxes, per lb		0 09
Smoked herring, per lb		0 12
Yarmouth bloaters, box		1 25
Oysters—		
Standards bulk, per imp. gal		1 50
Selects, bulk, per gal		1 70
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Oysters, Malpeques, bbl	9 00	10 00

TORONTO.

FRUITS.—Fruit quotations have changed very little during the week. A good business is being done in holiday lines.

Oranges, Jamaicas, per bbl		5 00
" " per box	2 50	2 75
" Florida, 126s-216s		3 00
" Mexican, 126s-216s	2 40	2 50
" Tangerines, half box	3 00	3 25
" Valencias, 420's and 714's	5 25	5 75
" navels, 96's, 300's	3 00	3 75
Grape fruit, 46's 80's	3 50	3 75
Lemons, Californias, boxes	5 00	5 25
" Messinas, 300's-360's	3 00	3 25
Limes, per crate		1 00
Pineapples, Florida, 30s and 24s	4 25	5 00
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 50	3 00
Bananas, per bunch	1 65	2 25
Red bananas per bunch		
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	10 00	12 00
" " crate	3 75	4 00
Holly, per case	4 00	4 25
" wreaths, per doz	1 25	1 75
Mistletoe, per lb		0 25
Evergreen wreathing, per yard		0 02

VEGETABLES.—With the exception of imported tomatoes and celery, which are slightly dearer, vegetable prices are unaltered. Spinach is now off the market.

Potatoes, Delawares, per bag	0 85	9 00
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 75
" per basket		0 50
nions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag		1 10
Cabbage, new Canadian, per bbl		1 25
Beets, new, per bushel	0 40	0 50

Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 25	0 40
Lettuce, Boston, large, per doz. heads	....	1 25
Green onions, per doz	....	0 25
Radishes, Canadian round, per doz	....	0 60
Cucumbers, hot house, per doz	....	1 75
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	1 65	1 75
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches	....	0 25
Tomatoes, California, per crate	....	3 25
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 9 and 10 doz	....	5 00
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40
Artichokes, per bag	1 00	1 25

FISH.—Striped bass and smelts are added to this week's quotations. Ciscoes are somewhat dearer, while other lines are unchanged.

Fresh hallibut	0 13	0 15
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 00	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	1 15	1 20
Perch, per lb	0 05	0 06
Striped bass, per lb	....	0 15
Herring, large, per lb	....	0 10
" medium, per lb	....	0 04
Pike, per lb	0 05	0 06
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 09
Oysters, per gal	....	1 90
Labrador herring, per half bbl	....	3 00
" " bbl	....	5 50
Frozen.		
Halibut, per lb	....	0 10
Sea herring, per lb	....	0 04½
Pink Salmon, per lb.	....	0 09
Red " "	....	0 10
Fancy Manitoba white fish, per lb	....	0 12
Smelts, No. 1, per lb	....	0 10
" extra, per lb	....	0 15

We have secured extensive orders for

XMAS FRUITS

Holly and Wreathing and we are working like "Nailers" to get our goods out in fine condition. We are using heated refrigerator cars to most points giving express service at freight cost.

We draw attention to the excellent assortment of high-class

California Navel
Florida
Mexican
Jamaica
Valencia

ORANGES

WHITE & CO., Limited
Toronto and Hamilton
Our price list mailed to any address

"St. Nicholas" *"Home Guard"*

B. L. O. E.

"Kicking" *"Puck"*

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.
Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES
Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.
Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.
CORRESPONDENCE SOLICITED

NAVEL ORANGES We have the very best.
Be sure and have your orders for **NAVELS, MEXICANS and FLORIDAS,** in early
THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

NEW ARRIVALS

Sweet Sonora Oranges, New Messina Lemons, New Grenoble Walnuts and Almonds, Comadre Figs, Finest Hallowee Dates

Send us your orders, **Quality and Price** will please you.

HUGH WALKER & SON **GUELPH ONT.**

"SELL MORE SAVE MORE"

A motto you can work out if you take the assistance of our

PURE APPLE CIDER
PURE CIDER VINEGAR

Barrels, Half-Barrels and Kegs.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

ORANGES and LEMONS CHEAPER

Two car lots just received from Chase & Co., Florida: ORANGES, GRAPE FRUIT, TANGERINES, PINEAPPLES.

A car lot next week from Stewart Fruit Co., California, of Fancy Niagara Brand NAVEL ORANGES.

LET US QUOTE YOU PRICES.

MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

ICE CASTLE KIPPERED HERRING

(Plain and in Tomato Sauce)

ONLY A FEW 1906 PACK LEFT.

Quality—the finest **Every Can guaranteed.**

If you can't buy from your jobber, write us direct, giving his address

J. W. WINDSOR, Montreal

Packers of the largest assortment of Canned Goods and Jams in Canada.

J. V DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^o ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

E D S

Taking Chances

Most grocers don't; but some do because they do not carry a good stock of "E. D. S." Brand Jams and Jellies. And the grocer is the last man on earth who can afford to take chances.

Mothers are mighty particular about buying jams and jellies. Can you blame them? They insist on the "E.D.S." Brand Jams and Jellies—because they're pure and guaranteed.

Order from any of the below-mentioned:

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
Winona, Ont.

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED

PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - - "ACADIA"
"ATLANTIC"-"BLUE NOSE"

BRANDS OF

Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Works at
LaHave, N.S.
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Canso, N.S.
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Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

SHREDDED COD

gives the Grocer a good profit

Do You Handle it?

Try a few boxes of H. F. Co. Shredded Codfish. It is pure Cod and absolutely boneless. Directions for use on each package. Packed in attractive boxes of two dozen half-pound cartons

PUT UP BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.

OYSTERS
FOR CHRISTMAS TRADE

Place your Oyster orders with us early for your Christmas trade in order to save any dissapointment. State the days you wish us to ship and we will do the rest. :: :: :: :: :: ::

WRITE US FOR PRICES ON FISH AND OYSTERS

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - Toronto

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

ADVENT

The Advent season is now in full swing, and your customers will want Fish and Oysters.

We have the largest stock and best assortment in Canada.

FRESH	FROZEN	SALTED	SMOKED	PREPARED
Haddock	Sea Herring	Labrador	Haddies	Green Cod
Cod	Grass Pike	Herring	Bloaters	Skinless Cod
Flounders	Pickerel	Salmon	Kippers	Boneless Cod
Salmon	Halibut	Trout	Dried	Boneless Fish
Trout	Smelts	Mackerel	Herring	Dry Cod in Bundles

AND ALL OTHER KINDS OF FISH IN SEASON.

BULK OYSTERS: Standards and Selects by the gallon.

Price Lists Mailed on Request. All Enquiries Answered Promptly.

LEONARD BROS.,

WHOLESALE FISH DEALERS

20, 22, 24 and 26 Youville Square, Montreal

LONG DISTANCE TELEPHONES. P. O. BOX 639.

LISTEN

to what a few of many Canadian Grocers have to say about "Skipper" Sardines.

THE BRITISH HOUSEKEEPER'S FAVORITE BRAND

"EXCELLENT FROM EVERY POINT OF VIEW"

With reference to your "Skipper" Sardines, they are excellent from every point of view, the flavor being fine, and the Sardines easily digested,—a fact of great importance to most people. I shall take every opportunity of recommending them to our customers, these being an article of great demand in our store.

David Bell,
Cor. Yonge and St. Mary Sts., Toronto

"FIND THEM VERY SATISFACTORY"

We have been handling "Skipper" Sardines for some time and find them very satisfactory.

M. Moyer & Son,
406-408 Spadina Ave., Toronto.

"THE BEST I EVER HANDLED"

We have been selling "Skipper" Sardines for the past year and can honestly say that they are without exception the best Sardines we have ever handled. We have yet to find a customer dissatisfied. The general verdict is "simply delicious." Please quote me for another 5 cases delivered. G. S. Heyward, Chatham, Ont.

"SOLD SARDINES FOR 24 YEARS"

I have sold Sardines for 24 years, and if I could not obtain "Skipper" Brand would be at a loss to recommend a substitute. I have found them even better than your representative claimed. Jno. J. Burton,
570-572, 624 Yonge St., Toronto

From the foregoing it is easy to understand why the public keep asking **"GENTLY, BUT FIRMLY"** for Skipper Sardines. They are Sardine Satisfaction.

☞We want you to drop us a postal card for a free tin of Skipper Sardines. It will only cost a cent to do this, and **"They'll Suit You to a "T."**

Sole Canadian Agents

The WEE MacGREEGOR CO.

TORONTO, ONT.

33 St. Nicholas St., MONTREAL; 89 Banks St., OTTAWA; 169 King St. E., HAMILTON

Attach Importance To What Is Important

Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

Mail a Postcard calling for particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

The Smoker

is the most tolerant fellow on carth, ***but*** do not imagine that you can fool him long.

There were dealers who thought they could and—***they*** are no longer in the tobacco trade.

You know first quality tobacco.

You know that ***T. & B.*** has ***no*** nip, ***does*** satisfy and ***is*** the premier pipe tobacco manufactured on this continent.

Better make your customers ***your*** friends.

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

PURE FOOD LAW—MAPLE SYRUP.

What G. R. Small Says in Regard to His Case.

Geo. R. Small, of the Canadian Maple Exchange, has been condemned to pay a fine of $10 and $37.50 costs, in the Court of Special Sessions, Montreal, by Judge Choquet, for having sold a can of adulterated maple syrup labeled "selected maple syrup."

His Lordship in sentencing Mr. Small, related the case. In March, Mr. Small had sold a can of syrup. After analysis this was found to contain water. Mr. Small had stated in court that he bought the syrup from a farmer and that it was guaranteed pure. "Unfortunately for Mr. Small," said His Honor, "he cannot produce the farmer as a witness, and although I believe he acted in good faith I have to find him guilty of this offence."

Mr. Small has appealed to higher courts, on the ground that the procedure was illegal, in that there has been no standard fixed in Canada for pure maple syrup.

In conversation Mr. Small said: "I can sincerely approve of the Pure Food Act as laid down in 1890, which is strictly literarily enforced, and I feel it can not but work good results to the health and morals of the Canadian people; but I am equally sincere in the belief that the present administration at Ottawa, instead of enforcing the act in the controlling and healthful development of Canadian industries, have by their weak interpretation and inconsiderate enforcement of Act, been successful in needlessly knifing many natural Canadian industries to the extent that they are helpless, and have but to stand by and allow foreign products to walk in rough shod and take the Promised Land."

Mr. Small referred to one instance in particular, jams.

"We are," said Mr. Small, "at the base of cheap and better supply, yet English jams have the preference on our markets. This is in great part due to the black-eye unjudiciously inflicted by our officials at Ottawa. They are in a fair way to putting our purely Canadian products, the maple, in like position."

Mr. Small said that on this subject he could talk with more certainty and freedom, being a student of it from his youth.

Canada produced the bulk of maple sugar, up till the year Canada Maple Exchange was established. The greater portion of which, hundreds of car loads, was exported in its crude state to Chicago and St. Paul, where it was refined scientifically and tastefully packed, and then sold in nearly every market of the world, including Canada. This was branded United States products, but on the establishing of the Canadian companies, a change was effected. Being at the base of supply, and further having advantage over American canners of 4c. per pound duty, the Canadians had a good start. We have been successful in supplying nearly the entire Canadian markets, and in a great number of cases our brands have been given preference to the displacement of American brands on the French, English, German and United States markets. The action of the government in the present case is to me unaccountable, as it is not a matter merely affecting damage to personal interest, but is a question of the widest national importance and concern, and I believe should have been thoroughly investigated, adjusted and settled as Judge Choquet twice suggested out of court. As to the integrity of my brand being maintained at the next sitting of the Court of Appeal, I have no doubt, but this will not in any way repair the damage done to the maple industry, effected by what I feel was a careless interpretation and wreckless enforcement of the Pure Food Act."

A USEFUL MAP.

Lucas, Steele & Bristol, of Hamilton, have issued the 10th edition of their freight time table and railway map of Ontario. The table shows time of departure of freight from Hamilton and when it is due to arrive at destination, while the map is most comprehensive. The information thus provided should prove useful to all retailers, to whom it is sent with the firm's compliments.

BUSINESS BOOKLETS.

A useful booklet is that just issued by Holbrooks, Limited. Sixteen pages are employed in giving to the public recipes for the making of various soups by means of Holbrook's sauce. The recipes are those of the prize winners in the competition conducted in Toronto last year by the firm.

Another booklet which has reached us is one issued by the Halifax Cold Storage Co. Seventeen half-tones, 6x8 inches, with explanatory text, give the reader a splendid idea of the business carried on by the firm in the curing and storing of fish. Two smaller pamphlets enclosed, contain recipes for cooking and serving fish and oysters.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN MUNICIPAL LIFE

No. 4

We have pleasure in presenting to our readers in this issue, a sketch of Mr. George Clavet, Mayor of Port Arthur, Ontario.

Mr. Clavet is a native of the Province of Quebec, and located in Port Arthur about thirty-three years ago. Forseeing the future that was in store for this now growing city, he shortly after his arrival established himself in the grocery business, which he successfully carried on in his original building for almost twenty-five years.

About eight years ago a consolidation of three Port Arthur business houses took place, under the name of The Marks-Clavert-Dobie Co., Limited, which embraced the grocery business of Mr. Clavet and W. C. Dobie & Co., and the grocery and hardware business of Thomas Marks & Co.

Port Arthur at this time, was just on the eve of prosperity and the business of The Marks-Clavet-Dobie Co. has grown in keeping with the development that has taken place at the important Canadian city at the head of the Great Lakes.

The block and warehouses, which now house the mammoth stock of this, the largest mercantile house in New Ontario, are considered among the handsomest and most complete to be found on this continent, and advertise Port Arthur from coast to coast.

Some years ago, Mr. Clavet entered municipal politics, and after serving several years in the council, became the mayor of the town, which position he has filled for three terms.

During his regime, the most prosperous in the town's history, many matters affecting the town's welfare have been successfully brought to an issue.

The water and sewage systems have been installed during his occupancy of the mayor's chair, and the energy that he displayed in carrying out these extensive and important works, to some extent reflect the ability that he always displays in matters of business.

It would, indeed, be difficult to write a history of Port Arthur without including the name of the present mayor, whose great ability and energy is evidenced in many ways, in both the business and municipal worlds of his adopted city.

Probably the purchase of the Strathcona property, bought with a view of placing the town in a position to offer intending manufacturers cheap sites with water frontage, demonstrates more clearly than any other action of Mayor Clavet's, his keen business insight, and the town is now getting a practical illustration, in being able to offer desirable sites to manufacturers, as two important industries are about to be located on this property, which otherwise might have gone to some other point, owing to being unable to procure desirable sites.

GEORGE CLAVET, Mayor of Port Arthur.

Mayor Clavet is such an active man, and has so many interests, that it is difficult to write a short sketch of his successful business and municipal career without feeling that in condensing the sketch that many worthy achievements are necessarily omitted.

Port Arthur is to be congratulated in having such an able business man at the head of its muncipal affairs.

EGGS IN ENGLAND.

Canadian Commercial Agent, J. B. Jackson, Leeds, writes:

Eggs are from 2s. to 3s. a great hundred (10 dozen) dearer than they were at the corresponding period of last year. The best foreign eggs are larger than the same kind of eggs produced in this country. The recently issued returns show that the imports for the first nine months of this year were 1,631,418,120 single eggs, costing £4,855,720. English eggs as a rule are cheaper, than foreign eggs of the same quality, the latter being larger and more carefully graded.

A very large part of the Canadian eggs shipped into north England go to Sheffield, which is one of the best egg markets in Great Britain; in fact, there are many more eggs sold in Sheffield annually than in any town in Great Britain (outside of London).

This has long been taken advantage of by English egg shippers, and it is said that there is no home firm of any repute which is not represented in Sheffield. The popular demand in Sheffield is for small sized eggs, either glycerined or direct from cold storage. Sheffield's working classes form such a large proportion of the population, it makes it an excellent market for small sized eggs of good quality at cheap prices.

LONG DISTANCE RECORD.

A notable instance of the ability of the Canadian Grocer to produce results, has just come to hand. The Codville-Georgeson Co., Limited, of Winnipeg, manufacturers of Gold Standard Goods, have received an enquiry for their famous Gold Standard Java and Mocha, "The Chaffless Coffee," from a grocer in South Bend, Ind. This enquiry was one of the results from ads appearing in the Canadian Grocer, and Messrs. Codville-Georgeson have just reason to feel proud of the record their Gold Standard Goods are making.

FACTORY ENLARGING.

Paulin Chambers & Co., Winnipeg, intend enlarging their biscuit and confectionery plant next spring. An addition 55 x 120 feet will be built to the same height as their present building. The capacity will be tripled.

A. P. Tippet, Montreal, was in Toronto last week and favored the Grocer with a call.

For Christmas

At this time of year a live grocer can coin money if he has a good stock of our cigars. Many of his customers are looking for a Christmas present for a gentleman friend.

Why not suggest a box of

HOGEN-MOGEN OR ROYAL SPORT CIGARS?

What would be a more suitable gift? Both brands are the best on the market and are sure to please a critical smoker. It is not too late for us to supply you, if you **SEND YOUR ORDER TO-DAY**

The SHERBROOKE CIGAR CO.

SHERBROOKE, QUE.

We Have Worked Out Your Problem.

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO.

When you go home at five o'clock, there is no reason why you should have your after-dinner smoke spoiled with a lot of worries over little details of your business.

There is no need for you to jot down memoranda on the back of an envelope for to-morrow.

If your books were arranged on a proper system, they would shoulder all these petty details for you—to-morrow morning they would show you everything you want to know just at the moment you want to know it.

■ ■ ■ ■ ■ ■

Business Systems leave petty routine to your books.

Business Systems do the work but leave you time to think and plan and act.

Business Systems leave nothing to chance and allow no possibility of anything being forgotten.

Business Systems enable one clerk to do the work of two and to do it more accurately.

■ ■ ■ ■ ■ ■

We would like to go into this matter with you either in your office or in ours at your convenience.

A request to know more about Business Systems, will not obligate you.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

GOOD WAGGONS ADVERTISE YOU

We make good waggons.
That is our specialty.
First-class materials used.
Work decidedly artistic.
Prices Particularly Right.

We can ship direct to you **now. Write!**

H. C. Abbott & Co. London, Ont.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

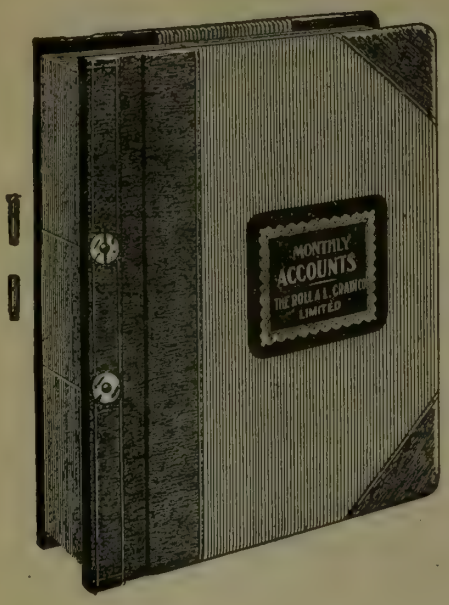
GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ½ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.



How Many Slow Debts Have You?

How many of these debts are due to the debtor or to your own carelessness? If you insist on prompt collections you usually get them, but it is important that you properly approach the delinquent debtor when forcing a settlement

THE MONTHLY ACCOUNT SYSTEM

has proved the most efficient means in approaching debtors. Make it known to your customers that you have adopted the new system—the monthly account system of rendering accounts, and you will be surprised at the returns. Short accounts make best friends. Do your part to foster the friendship and good will of your customers, by letting them know monthly how they stand on your books. Leave your accounts to a convenient time for making them up, when they have piled up into a big amount and you have distrust. They may not tell you but they wonder how it ever mounted up to such an amount. Write us for further information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : *18 Toronto Street*

Montreal Office : *74 Alliance Building*

Winnipeg Office : *11 Nanton Blk., Main St.*

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: $10.00, $12.50 and $15.00

Send for Catalogue

The Ontario Office Specialties Co.,

126 Adelaide E., TORONTO

FOR YOUR NEXT SALE

We give you much for little money. As an inducement for you to use our signs, we will send you, express prepaid, for $10.00 the following signs:

One Cotton Sign, 3-in. x 20-in., lettered in handsome colors.
Six Show Cards, 22-in. x 38-in.
Six " " 14-in. x 22-in.
Two hundred assorted price tickets.

This lot would cost you $15.00 at our regular prices.

We will write up copy, giving you up-to-date matter, without extra charge.

Our folder, WHY SIGNS PAY, is free for the asking.

The Martel-Stewart Co., Limited
Montreal, Canada

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—***We have it.***

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

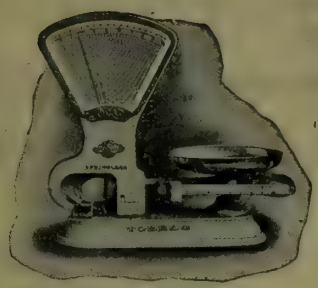
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Carter-Crume Way

IS different and better. It saves time and worry and builds a bank account.

The grocer without our

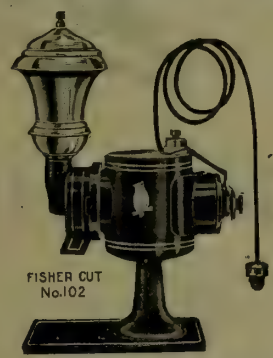
Duplex and Tri-Plic Counter Check Books

is handicapped and incidentally woos trouble. Make things as pleasant and as profitable as possible by writing us to-day.

The Carter-Crume Company, Limited

Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A WELL-EQUIPPED STORE

A Western Grocery

WILL ASSIST TOWARDS BUILDING UP A STRONG BUSINESS AND FACILITATE THE HANDLING OF IT.

"WALKER BIN" FIXTURES

PROVIDE AN IDEAL EQUIPMENT FOR THE GROCERY.

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representative:

MANITOBA: Stuart Watson & Co., Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

The Arctic Refrigerator, made for a lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

A Package that Sells Itself

It Is—

Zest

The Great 10-cent Leader

Every package contains a coupon good for high grade, Glenwood silverware. This is the best silverware ever offered as a premium. Looks like the most expensive sterling silver and is guaranteed to wear 5 years.

We give our entire Zest advertising appropriation to the consumer.

Your customers will like the taste and flavor of Zest—its extra goodness will bring them back for more, but the beautiful silverware makes it doubly sure that they will buy it again and again.

Push Zest and you won't have to scheme to move dead stocks. You have a splendid profit to begin with. The premium starts Zest moving and keeps it moving.

Order from your jobber to-day.

The Quaker Oats Company

Peterborough, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 13, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 3 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 1 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, " according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross.	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household" 24/25 s 5 00

5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 20
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" ½-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case	per doz.,	$ .90
1 " " 4 " "	"	2.40
½ " " 2 " "	"	4.75
¼ " " 1 " "	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½ s	$0 30
Prepared cocoa, ½'s to ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 38
" " ¼'s	0 35
" No. 1 chocolate, ½'s	0 30
" Navy " ½'s	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s and 6's.	0 23
" Confectionery chocolate, 21c. to	0 31
" Swee chocolate liquors..20c. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Premium cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 s, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ½-lb. "	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powd	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN AND SUN PASTE
STOVE POLISH STOVE POLISH

More Than Forty Years Ago

we began the manufacture of stove polish at our present works in Canton Mass., and the plant has steadily grown until it now covers four acres. The success of our **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish with increasing sales demonstrates the wisdom of our policy of making **only high grade stove polish.** We never allow the use of any materials in our manufacture which will deteriorate the quality of our goods. We make them right and that is why the storekeeper likes to pass **RISING SUN** or **SUN PASTE** over the counter. They please the customer. You know that a customer pleased gives you as much credit for selling him our stove polish as he does us for making it. He is coming back to you.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Merit, and the Highest, is the characteristic of

BORDEN'S BRANDS

"Eagle" **Condensed Milk** and "Peerless" **Evaporated Cream**

UNSWEETENED

The Grocer selling these two brands to his customers, sells the best and purest product of milk. You want the best ONLY for your trade.

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending, and selection of the bean, combined with the use of the best, and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.
Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 and 14-lb. wood pails per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper per lb.	$0 40
Fancy boxes (36 or 50 sticks) per box	1 25
"Ringed" 5-lb. boxes per lb.	0 40
"Acme" pellets, 5-lb. cans per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins per doz.	$ 1 40
" ¼-lb. tins "	2 50
" ½-lb. tins "	5 00
Durham 4-lb. jar per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages pe box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

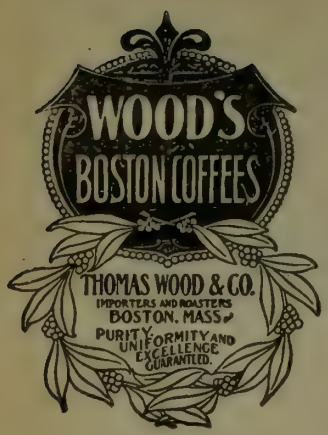
GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.



STEP BY STEP

The most remarkable advances in the world's history have been made within the past 25 years. Instance the Telephone, the X-Ray, Surgery, Mechanics, Steel, the Food Question, and the equally important one, "What shall we drink?"

With this new age began the devlopment of

Wood's Coffees

and step by step the advance has been made toward perfection, until they now stand "chief among ten thousand."

Our little booklet gives some of the details of this advance. Send for it and read it.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-1b.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 5 in case	0 07½
6-lb. enameled tin canisters, 5 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

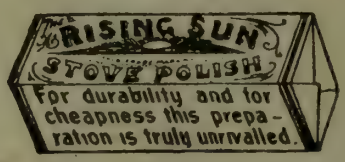
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—

	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LUDELLA CEYLON, 1's AND ½'S PKGS.

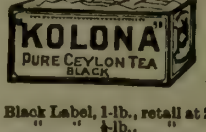
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60

3 p.c. off 30 days or 3 months.



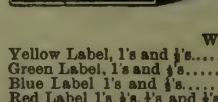
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label. " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

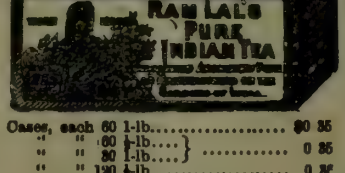
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 ½-lb.	$0 35
" " 60 ¼-lb. } 30 ½-lb. }	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale	Retail.
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCHAU, Montreal.

Japan Teas—	
"Condor" I 40-1b. boxes	$....
" II 40-1b. boxes	....
" III 80-1b. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-1b. "	....
" V 80-1b. "	....
" XXXX 80-1b. boxes	....
" XXXX 80-1b. "	....
" XXX 80-1b. "	....
" XXX 80-1b. "	....
" XX 80-1b. "	....
" XX 30-1b. "	....
" LX 60-1b. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s, 60-1b. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-1b. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-1b. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-1b. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-1b. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-1b. cases retail	at 0 40

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-1b.	
No. 1 per lb.	0 26
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. C. C., Havana P. Finos, 1-20	75 [illegible]

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-8	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCHAU, Montreal.	Per gal.
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 11

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

Batger's

Purity in manufacture ; nothing but the finest **Kent County (England)** strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars,

It will be easy to sell the first package. After that your customers will ask for **Batger's**. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

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Your yearly Match bill is large, and you should make a good profit on all you sell. Possibly you do, but you will make more money by selling

Our Matches

than any other kind. Besides you will get the best match that skill, science and experienced workmen can produce.

Try us for a lot. Write for particulars as to brands, prices, etc.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

THE WHOLE WINTER

is before you, so why not take advantage of the fact by ordering your . . .

Cans for 1907

right away, thus ensuring delivery.

WE MAKE EVERYTHING IN

Baking Powder, Syrup, Coffee, Spice, Fruit and Meat . . . CANS

But we can explain better by writing to you personally.

LET US HEAR FROM YOU.

Acme Can Works

MONTREAL

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Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Benedict, F. L., & Co., Montreal.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

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Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E.W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

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Carter-Crume Co., Toronto.
Crain, Rolla L., Co., Ottawa.

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Gowans, Kent & Co., Toronto

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Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

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Abbott, H. G., & Co., London, Ont.

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Connors Bros., Black's Harbor, N.B.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, T. F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGreegor & Co, Toronto.

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Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

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Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Y Barrondo, J. V., & Co., Bordeaux, France.
Finkle & Ackerman, Belleville, Ont.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton. Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd Brandon.
Battle Creek Health Food Co., Battle Creek Mich.
Canadian Shredded Wheat Co., Niagara Falls Centre, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McIntosh, P., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Stevens & Miller, Montreal.
Tanquay, Alf. T., & Co., Quebec.
Taylor, T. H., Co., Ltd., Chatham.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Sherbrook0, Que.
Chouillou, C. A., & Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Martell-Stewart Co, Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Scott, Bathgate, & Co., Winnipeg.
Stevens & Miller, Montreal.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Mince Meat
Armour Limited, Toronto.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies
Business Systems Ltd., Toronto.
Copeland-Chatterson Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Crown Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Hudon, Hebert & Cie, Montreal.
Lytle, T. A., Co., Toronto.
Paterson's— Rose & Laflamme, Montreal
Sutton, G. F., Sons & Coondon, Eng.

Polishes—Metal.
Oakey, John, & Sons, London, Eng.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

Stock Food.
International Stock Food Co., Toronto

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville-Georgson Co., Winnipeg
Crown Mfg. Co., Toronto
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Cumming Mfg. Co., Ltd., Pembroke, Ont.
Woods, Walter, & Co., Hamilton.
United Factories Ltd, Toronto.

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
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SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

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ENGLISH SAL SODA

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"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

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HAMILTON, - ONTARIO

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Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 21, 1906. NO. 51.

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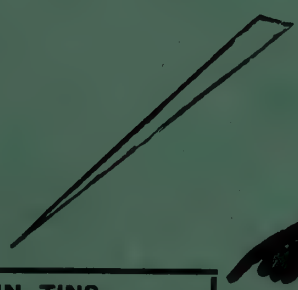

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5 " " " 1 "
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Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

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"IVORINE" sells easy.

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LIMITED
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FOR

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Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
JOSEPH CARMAN,	*WINNIPEG*

Standard Fish Specialities

You want the very best packed if you wish to give lasting satisfaction The best are always the cheapest in the long run. We guarantee the brands below mentioned to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

QUALITY TELLS

"THISTLE"
Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the **CHEAPEST** but always **BEST**

"TYNE"
Herring in Tomato

The Choicest of

SCOTCH

that are packed.

This year's pack is specially fine.

NO OLD STOCK.

Codfish Cheese

In 1-lb. tins. Each tin contains the equivalent of 2 lbs. of the finest

Newfoundland

Codfish, packed while hard and fresh, and is without an equal.

One trial will convince you.

FOR SALE BY ALL FIRST-CLASS HOUSES

Arthur P. Tippet & Co., Agents

Montreal *Toronto*

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop,
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

WHITE BEANS
EVAPORATED APPLES
CANNED GOODS
W. H. MILLMAN & SONS
Brokers
TORONTO

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Manufacturing Agent.
Union Bank Block, Rooms, 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

R. B. WISEMAN & CO.
WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(Continued on page 4.)

The Passing Year

has been one of success—we hope, with possibly some little failures, but we trust the balance—good and substantial—has been on right side of the ledger of this year's business.

Our volume of trade this year has been larger than ever, and for your share and help towards this we extend our hearty thanks.

We trust that for the coming year **you,** we and all may enjoy continued prosperity, and shall, as in the past, do our utmost to help you along the golden pathway.

We conclude with extending our heartiest wishes for a

Merry Xmas

and

A Happy New Year.

The EBY, BLAIN CO., Limited

TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills.
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED.

"Headquarters for high grade Fibre and Manilla Papers"

Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Correspondents Wanted

The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

THE CANADIAN GROCER,

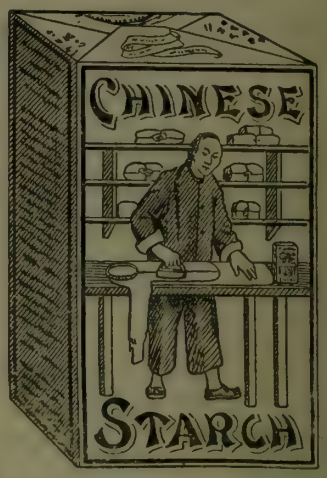
511 Union Bank Building, Winnipeg, Man.

HONEYMAN, HAULTAIN & CO.

STORAGE AND TRANSFER

Manufacturers' Agents and Wholesale Commission Merchants

REGINA, SASK.



Better Work, More Profit

BY USING

CHINESE STARCH

Write for Samples.

OCEAN MILLS, - MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

STOCK NOW.

Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

CANADIAN AGENTS:

MACLURE & LANGLEY Ltd.

154 Pearl St., Toronto
30 Hospital St., Montreal

Aylmer Boneless Poultry

Every tin GUARANTEED to contain only the tender flesh of the fowl with bone removed.

Packed at Aylmer, Ontario, from fowls raised and fattened by the farmers of Elgin especially for the Aylmer factory.

A tin of **Aylmer Poultry** should be in every home for emergencies.

Aylmer Boneless Chicken is especially desirable for chicken salads.

No waste, **no** dirty kitchens, **no** tough meat. **Ready for immediate use.**

Aylmer Boneless Poultry is packed in bevel tins with key opening attachment.

For sale by **all** the **leading** Wholesale Grocers of Canada.

Read What an Expert Says:

"SUGAR IS ALWAYS SUGAR"

Sigmund Stein, English sugar expert at the International Congress of Applied Chemistry at Rome, said: "One often distinguishes between different kinds of sugar, but in fact the product is one and the same. Sugar is sugar from whatever source or raw material it may be manufactured, but the public distinguishes different kinds and varieties, and are led to this belief by announcements, which I am sorry to say, are circulated for trade purposes, and which advertise the superiority of one type over another. Canada, following the wise lead of the United States, is doing everything she can to encourage a home beet industry."

Mr. Stein did not mean that sugar was not of varying quality. His object was, evidently, to correct the wrong impression that sugar from beet was essentially different from sugar, the product of cane. —*Canadian Grocer, Nov. 9, 1906.*

We guarantee every pound of

Crystal Sugar

to be equal to any sugar on the Canadian market, and by selling direct to the retail trade we can save money for you.

MAIL ORDERS A SPECIALTY. WRITE FOR OUR PROPOSITION.

THE WALLACEBURG SUGAR CO.,

LIMITED

WALLACEBURG, ONT.

Western Agents, - - - - MASON & HICKEY, WINNIPEG

Yes, another "Salada" Announcement——BUT!

it is, this time, to convey to you the important and interesting information that our output thus far for 1906 is more than 22 per cent. in excess of any previous year in our history—

"This is significant."

Wishing all of our friends and patrons a Merry Christmas, Good Health, and a Prosperous New Year.

The "SALADA" Tea Co.
Toronto and Montreal

1906
1852

54 years ago the manufacture of "GILLETT'S GOODS" was begun. ¶ From small beginnings our goods are now known from ocean to ocean.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.
Do you sell them?

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

Merchants should recommend food-products that are produced in clean factories.

A WINNER ALL THROUGH 1906.

That is something to be written of the famous

STERLING BRAND PICKLES

Grocers who know this pickle have no hesitancy in recommending it to the most exacting customers

Made in Canada

The T. A. LYTLE CO.
Limited
124-128 Richmond St. W.
TORONTO, - CANADA

E. NICHOLSON

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D H BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, December 21, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	4,495,000	acres yield	87,203,000	bushels
Oats	1,838,000	" "	75,725,600	"
Barley	546,000	" "	16,980,600	"
Flax	55,660	" "	690,184	"
Grand Total			180,599,384	"

Population of the three provinces in 1906:

Manitoba	360,000
Alberta	185,000
Saskatchewan	260,000
Grand Total	805,000

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1902.

It is a
Pleasure
For Us
To Wish
All our Friends
throughout
the Country
Both
Wholesale
and
Retail

A Very Merry Christmas

And

A Happy and Prosperous New Year.

The sales of the various lines of our pure maple goods, Syrups, Confections, Jams and Jellies have been enormous during 1906, and indicate the favor with which our goods are received by the grocery trade.

One and all we thank you for your favors during the year just ending.

Should you see fit to continue placing your orders for our goods, as we feel sure you will, we once more assure you that the high standard of excellence which has characterized our goods in the past and made them famous, will be maintained in the future.

All the jobbers in the Dominion now handle our goods.

SUGARS LIMITED, MONTREAL

We Heartily Wish

A MERRY XMAS

To All.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

The Grocer is often judged by the quality of the Coffee he sells.

The enterprising up-to-date dealer knows the best and orders **Chase & Sanborn's** High Grade Brands.

Chase & Sanborn,

The Importers, Montreal

FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

Its Delicate Malt Flavor, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

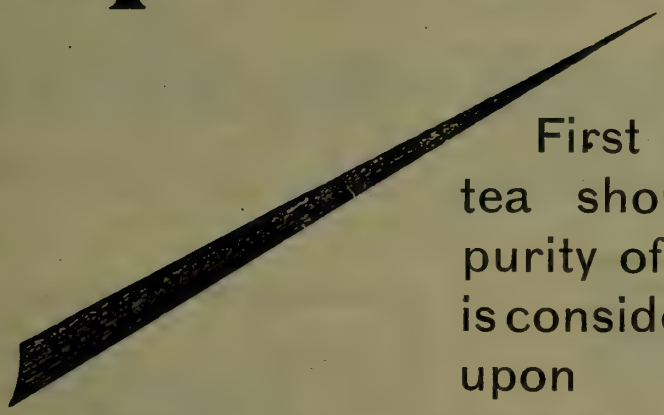
Selected Raisins

Rowley's Finest—Arriving Dec. 26th

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Japan Tea



First and foremost in buying tea should be considered the purity of the article—when this is considered connoisseurs agree upon

JAPAN TEAS

as the highest standard of purity.

Merry Christmas to You

AND WE HOPE THAT YOUR
CHRISTMAS WILL BE AS BRIGHT AS THE STOVES
THAT HAVE BEEN POLISHED WITH

JAMES' DOME LEAD

W. G. A. LAMBE & CO., Canadian Agents.

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to ha id. Wire for our prices.

D. RATTRAY & SONS

QUEBEC **Montreal** **OTTAWA**

VALENCIA RAISINS

That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

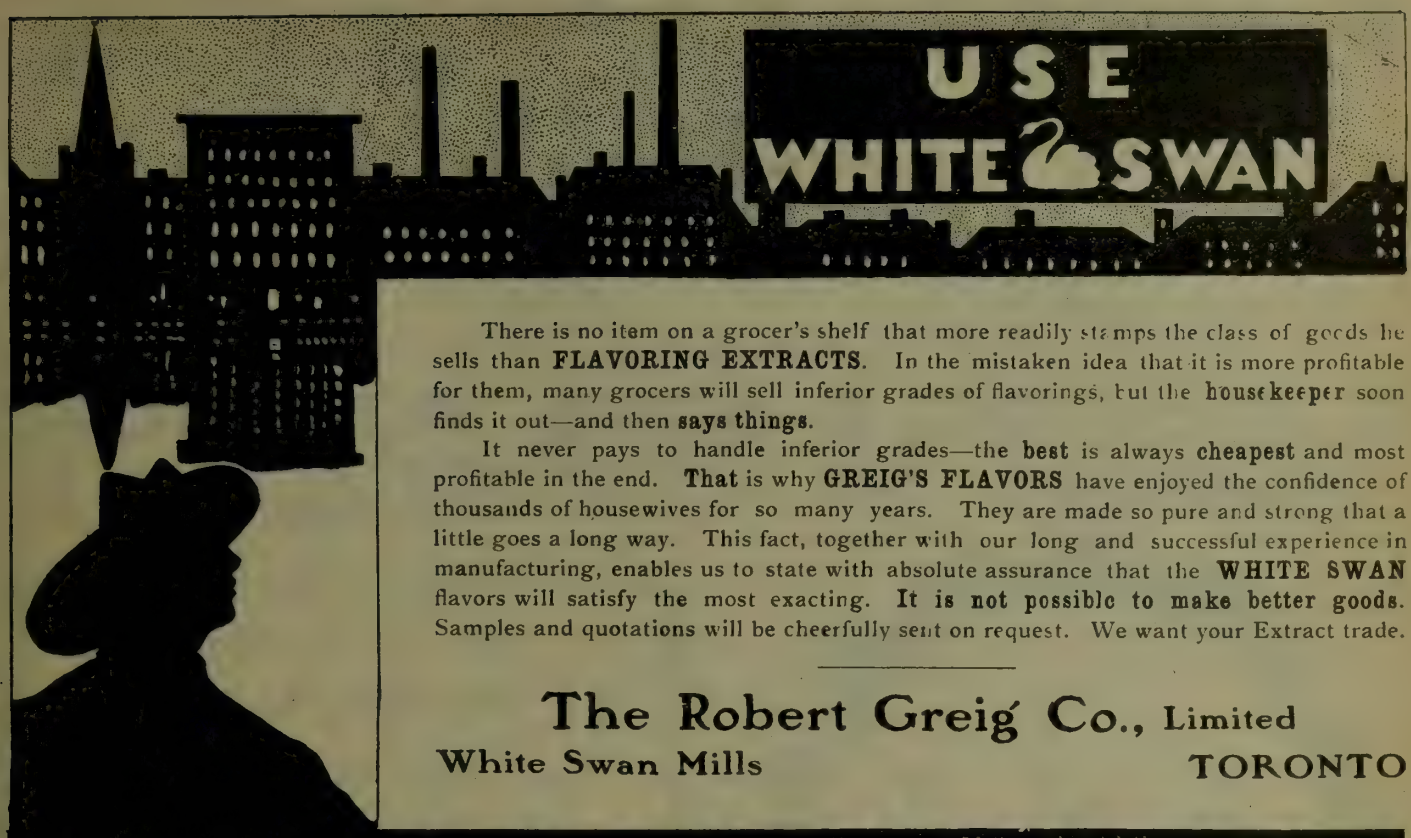
ECONOMY

is successfully combined with high q ıality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal



There is no item on a grocer's shelf that more readily stamps the class of goods he sells than **FLAVORING EXTRACTS**. In the mistaken idea that it is more profitable for them, many grocers will sell inferior grades of flavorings, but the **housekeeper** soon finds it out—and then **says things.**

It never pays to handle inferior grades—the **best** is always **cheapest** and most profitable in the end. **That** is why **GREIG'S FLAVORS** have enjoyed the confidence of thousands of housewives for so many years. They are made so pure and strong that a little goes a long way. This fact, together with our long and successful experience in manufacturing, enables us to state with absolute assurance that the **WHITE SWAN** flavors will satisfy the most exacting. **It is not possible to make better goods.** Samples and quotations will be cheerfully sent on request. We want your Extract trade.

The Robert Greig Co., Limited
White Swan Mills TORONTO

GREIG'S White Swan BRAND

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED
9 and 11 Francis Street, TORONTO, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—**You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade** - **Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Camp
Counsels.

YOUR CUSTOMERS KNOW
what they want when they ask for

"Camp"
COFFEE

They desire a beverage that is quickly and easily made, economical in use, invariably delicious in flavour and fragrance. Such, and such alone, is "CAMP" Coffee. See that they have it!

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.

It Pays Dealers to Keep Royal Crown Witch-Hazel Toilet Soap

It is *more* than a Soap. It is a Skin-Tonic and Beautifier.

And it is well advertised. People are looking for the trade-mark.

A *good* article—well advertised! There's nothing for the dealer to do but stock it.

The ROYAL CROWN Limited.
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

23

YOU WILL KEEP YOUR TRADE
If you sell
"MELAGAMA"

MOTHER'S FAVORITE TEA
IT BRINGS CONSTANT REPEAT ORDERS

Drop us a line. We will be glad to quote you prices on bulk teas and forward samples. Our quotations are low.
For Melagama Price List see back of this issue.

MINTO BROS. - - Importers - - TORONTO

Tartan BRAND

SIGN OF PURITY

WISHING YOU

Compliments of Season

HEALTH, WEALTH AND PROSPERITY

Long Distance Order Phone 596

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

You're on the Safe Side

when you stock Suchard's Cocoa, why ?

Because it will sell. There is no other Cocoa made quite equal to it in quality. A fair trial will convince and make a regular customer of the most particular man or woman in your town. There is no danger of being "stuck" with

SUCHARD'S COCOA

It sells quickly and steadily. Over 25 tons of Suchard's Cocoa and Chocolote are sold daily.

It sells at a good profit. You make considerably more per pound on Suchard's than on cheaper brands, and at the same time you have the satisfaction of knowing that your reputation for first-class goods will be more firmly established by every pound you sell.

WRITE FOR SAMPLE AND QUOTATIONS.

Canadian Depot :

Frank L. Benedict & Co., Montreal.

Mitchell & Saunderson, Winnipeg, Man.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE :

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money ? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.

TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.

HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

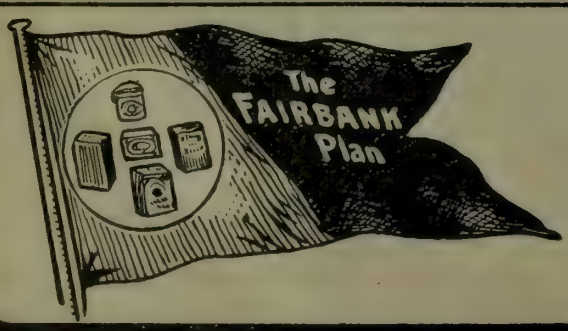
Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$ 1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
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HEAD OFFICE, - TORONTO, CANADA.

"LION" BRAND

Trade Mark

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec

Our Tomato Catsup is not a by-product. It is not made from seeds, skins, cores, and unripe fruit. Nothing but the finest, ripest, juiciest tomatoes, seeded and peeled by machinery, are good enough for it.

In most places where tomato canning is done the waste matter is made into catsup. No matter how skillfully this is spiced and prepared it will never have the appearance or taste of tomato catsup made from the best of the fruit, any more than bread would if you made it from bran.

Granulated white sugar, pure blended spice, and vinegar made in our own factory are the only other ingredients beside the fresh pulp, everything is the best of its kind.

Our catsup has everything the most exacting customer could desire, wholesomeness, purity and taste and the bright, fresh, clean appearance of the package makes it one of the readiest sellers you could put on your shelves.

Packed in cases of two doz., $1.00 per doz. F.O.B. Montreal.

The OZO CO., Limited

MONTREAL

TO OUR PATRONS

WE WISH ALL

"A VERY MERRY CHRISTMAS"

JAMES TURNER & CO. LIMITED

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Get in your subscription in good time.

The MacLean Publishing Co., Limited

TORONTO, CANADA

Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

HINT No. 4

The result of my enquiries as to the best line of English jams and marmalades, was a source of wonderment to me. Up to this time I had never given the character of groceries much study.

But here I received letters from grocers and grocers' clerks telling me Southwell's Jams and Marmalades were their choice ; and why so,—the whole field from the character of the growing fruit to the character of the preserving was covered by argument.

(To be continued)

FRANK MAGOR & CO.
MONTREAL

Are Canadian Agents for
SOUTHWELL'S JAMS AND MARMALADES

RETAIL BUSINESS METHODS

An address by A. E Provost, wholesale grocer, before the Ottawa Retail Grocers' Association.

After a few words on the importance of the grocer's calling and its great and varied development in the last few years, whereby the edible products of every clime are assembled in the most modest of groceries, Mr. Provost continued:

"We are not here this evening," he said, "as a mutual admiration society, but as a company of business men met for the very practical purpose of discussing the best methods of carrying on our work. In the few words that I will address to you I wish to speak somewhat as I would to a young man who is about to take charge of a business for me, giving him such points and suggestions as I think might be of advantage to him.

The first consideration for a man embarking in a business is the selection of a stand; but as all of those present are probably located in premises where they expect to remain, I need not do more than mention that point.

Relations With Customers.

Once started in business, the next point you have to consider is what should be your relations with your customers. I would strongly recommend you to make the personal acquaintance of each one of your customers. Take occasion once in a while, if it be only once a week, but whenever you have the chance, of paying some personal attention to each one, waiting upon them, having a little chat with them, or passing the time of day. In this way you will make them feel not only that you are glad to see them in your store, but that they will be glad to come. Your personal acquaintance with your customers and establishing good relations with them in this way, will have the effect of attaching them to you so that you will not be, as some merchants are, largely at the mercy of their employes. For, remember that even your most popular salesman of to-day may be to-morrow in the employ of your business rival, and, but for your personal hold upon your customers, might induce some of them to transfer their trade to his new employer. It is of course well to have salesmen of pleasant and obliging manners, but these are not all the qualities that they ought to possess. It is far more important that they should have that supreme qualification, the ability to sell goods, because that is what they are there for, and not merely to be entertainers of your customrs.

Not Too Familiar.

But here I must warn you against being over familiar with your customers, which is almost as great a fault as to be wanting in courtesy. My experience has been that very often a customer with whom you become on too friendly or intimate terms is apt some day to presume on this to ask you for favors which you cannot, in justice to yourself or your business, grant. The true relation between a merchat and his customers, as it appears to me, is something like that which exists in departmental stores between the heads of departments and floor walkers and the public. Thus far, but only thus far, do the proprietors of these great establishments appreciate the importance of personal relations with their customers. That is why we find them engaging for these positions the very merchants whom they have crowded out of business for themselves in the stress of competition.

Good Goods Always.

The next question for consideration is the purchasing of stock. It is very easy to say that the true rule is always to buy the best and buy it right, but as you all know it is pretty hard to carry that rule out in practice. At the same time, I cannot lay too much stress on the importance of handling the very best goods that are suitable to your particular trade. I must confess that I have a special prejudice against low-grade goods. If a customer tells you that some goods you sold him were not up to the mark, what satisfactory argument or defense have you in reply? No one can defend inferiority. Quality is remembered long after price is forgotten —that is an old and true adage in business of every kind. There is not a man in this audience who complains of the price of his wife's hat if he thinks she looks pretty in it, and in the grocery business price is always secondary to quality.

Not Too Much at Once.

Beware of the quantity men who try to induce you to purchase large quantities of one line of goods, using the deceptive argument that five cases are so much cheaper than one. In my comparatively brief experience in the wholesale trade I have been one of the victims of several failures and I have invariably found that these large-quantity goods comprise most of the stock of the men who failed while they had not the means to stock properly with sugar or other goods more commonly in demand. One of the favorite arguments of these quantity men is the long terms offered—sixty days from the first of next month, and so on; but many a man has found that even after the sixty days had expired and he had to pay for the goods, a large proportion of them were still on his hands.

I would also put you on your guard against the man who offers you a fifteen-cent tea as being as good as the one for which you are paying nineteen cents. When you are handling a line of goods that gives you fair profit and your customers good satisfaction, it is ordinary business prudence to stick to it.

Cleanliness a Prime Requirement.

The next point for consideration is the care of your stock. As cleanliness is said to be next to godliness, so it is the prime requirement of the grocery business. In many stores I have seen chests of tea left uncovered in the middle of the store not only to lose its flavor, but to absorb any offensive odors or poisonous germs that may be floating about; for all grocers know that tea is one of the most delicate articles they carry. It is not uncommon to see a grocer dump a bale of Canadian tobacco next to an open tea chest or a firken of butter, or to pile potatoes, carrots and other rvegetables promiscuously on the floor. And men who indulge in these slovenly practices sometimes wonder that they do not sell more tea or butter or other goods of the choicer lines. The careful merchant will arrange his goods neatly, having a place for everything and everything in its place. Along with this I have observed that some very successful grocers occasion shift their stock to different shelves at different times, which

imparts variety, brightness and interest to the appearance of the store.

Nice Handling.

Such goods as cheese and smoked meats also need delicate handling. Of course, they have to be displayed to be sold, but they should never be taken into the hands or between the fingers to be shown to the customer or put into the scale. If taken up on a knife or in a piece of parchment paper, a cut of savory cheese or of good bacon will excite your appetite in spite of yourself.

It is well also to keep domestic animals, such as dogs and cats, out of the store. Some merchants put up notices asking their customers to keep dogs out, a small act of consideration which the public will not fail to appreciate.

Speak to All Who Enter.

In the selling of your goods, a word of salutation or greeting to your customers when they come to your store is such an elementary requirement that it is perhaps superfluous to suggest it. But in the press and hurry of business, men are very apt to overlook such little acts of courtesy, and let customers wait for some minutes without noticing them. Even when serving one customer, it is very easy en passent to say a word of greeting to another who has just come in, with the assurance that you will wait on them in a few minutes.

Above all things, tell the truth about the goods you are selling as far as you know it, and avoid exaggeration. By over-praising the qualities of the goods you are selling to-day, you may be unconsciously depreciating the qualities of others which you may have to sell to-morrow. Do not be too anxious to convince your customer of the high qualities of one kind of goods or the inferior qualities of another kind; you can safely leave your customer to find out some of the qualities of the goods he is buying for himself, and some of your customers may use some of the undigested ideas you may have given them to your own disadvantage at some future time.

Credit to New Customers.

Most of you sell largely on the credit system. I would suggest that when a new family comes into your neighborhood and begins to do business with you, it would be well to post yourself upon their financial standing with the dealers in the neighborhood from which they have come. Sometimes they will at first send a child for a small purchase, and you can often learn from a child at such a time what you want to know about the family, the father's occupation, etc., so that when the parents come, as they certainly will shortly after, and ask for credit, you will be in a position to say definitely whether you can give them credit or not. And when you open an account with a new customer, make a definite arrangement as to terms of payment, and see that he lives up to it as far as possible. If on pay day he cannot settle the account, give him to understand that you expect him at least to report and explain the reason why.

With regard to the delivery of goods, it is now a common practice on the part of the larger stores to have from two to four deliveries daily at fixed hours. Experience has proven this to be the very best method. Your customers know the hours of delivery and act accordingly, and you are saved a great deal of expense and trouble.

Watch the Big Advertisers.

As most of you are not large advertisers, I would suggest that you take advantage of the advertisements of the larger stores. Read them regularly, and whenever you find goods advertised that are likely to appeal to your patrons, bring these goods to the front and ticket them at the prices advertised by the large stores. You will be surprised at the effect. For instance, a lady, just after reading in one of these advertisements of 3 pounds of raisins for 25 cents in a big departmental store, walks into your shop: and if she sees a ticket on a box of raisins offering them at the same price, she is at once inspired with confidence in your ability to sell not only raisins, but every other kind of goods as cheaply as the large stores.

Read the Trade Papers.

In this connection, I would recommend you to read the trade papers, which will give you a knowledge of the trade which will enable you to command the market and buy goods at the right time and of course at the right prices.

Just a word about your dealings with your creditors. Do not return a draft because there is some trifling mistake in it, perhaps a consignment has been short by one package. It will be good policy on your part to trust for a few dollars the men who trust you for hundreds, and you will find that you will never have any difficulty about having little errors of this kind rectified. Be careful never to write a cheque which there are no funds to meet. This is simply ruinous to a merchant's credit. These cheques go through the clearing house, and within twenty-four hours after they are written every bank in Ottawa knows that a cheque of yours has not been honored. Some day you may be surprised to find that you are refused a little accommodation by some bank by reason of this neglect on your part.

NEW REGINA FIRM.

Regina, the capital of Saskatchewan, is rapidly becoming an important distributing and wholesale centre. One of the new houses just established there is that of Honeyman, Haultain & Co., whose advertisement appears in this issue, and who will carry on a storage and transfer as well as a general wholesale commission business. The firm has a large new warehouse fully equipped for handling goods in large quantities and will during the coming season distribute for The Canadian Moline Plow Company, the Mellotte Cream Separator Co. and a number of other large concerns. The firm is composed of J. R. C. Honeyman, who is well known throughout the West in his late capacity of Deputy Minister of Agriculture, first for the territories and later for the province of Saskatchewan, Frank G. Haultain, a brother of the Hon. F. W. G. Haultain, late Premier of the North West Territories, who has occupied important positions with some of the largest wholesale and manufacturing concerns in Eastern Canada and Mr. J. A. McLachlan another local man who has been an important official of the Provincial Government and who bears an excellent reputation as an office man. With the encouragement already received the firm expect to do a very large business during the coming summer. The firm would like to hear from wholesale grocery houses requiring accommodation at Regina.

VISITOR FROM ROCHESTER, N.Y.

Mr. Skuse, representing the Stecher Lithographing Company, Rochester, N. Y., was a visitor to Toronto last week.

The Stecher Lithographing Company are manufacturers of canned goods labels and high-class lithographic work of every description, and for some years have designed and printed some of the handsomest and most sale-fetching labels of Canadian packers of canned goods. The Grocer got a glimpse of special labels designed for Canadian packers for the 1907 pack, and if "well-labelled goods are half sold," certain packers may congratulate themselves.

DON'T WANT TO KNOW THE AGE.

P. B. MacNamara, Canadian Commercial Agent at Manchester, says the English don't want canned meats dated as is purposed by the Dominion Minister of Agriculture. He says: "I may be permitted to reiterate the opinion held by the trade in Manchester, regarding the date of packing being shown on the package, and they are unanimously opposed to it, as it would prove inimical not only to their trade, but that of their customers.

"They unanimously claim that it would serve no good purpose if placed on the label, for as in the case of canned salmon frauds, unscrupulous dealers would remove original label and affix a brand of their own. It might be urged that this could be overcome by branding date on tin, but is this expense to be put upon reliable canners to protect consumers against a very few unreliable ones whose sales are restricted owing to that reason. The well known brands with a reputation for quality are always asked for by the customer, and as these contain only food in first-class condition when packed and the canning properly done, should keep in perfect condition indefinitely, if proper storage is effected."

EFFECTIVE WINDOW DISPLAY

Third Prize Winner in the Grocer's No vember Competition—A Grocer Who Put a Flour Mill in His Wondow.

The accompanying photograph shows the window which won third prize in the November window dressing competition. The two other prize winners were given last week. This display was arranged by W. C. Murray, of the E. W. Gillett Co., Limited, for Morin Bros., Montreal. The store is a corner one, so that the photograph shows only one window of the two which had to be arranged. The one illustrated features Magic Baking Powder, while the other was devoted to Gillett's Lye. From the glass to where the building of the display began the floor space was about 2 feet wide. In the window illustrated this was covered with puffed-up cheese cloth, inlaid with black letters to spell Magic Baking Powder. In the centre of the display was an illuminated picture of the Gillett Co.'s factory. Across the corner of the two windows, showing on three different streets, a large oak electric cabinet was placed, which revolved continuously, showing 24 different signs advertising specialties manufactured by the firm. On the top of the electric cabinet was an ornamented jewel light, which also revolved, and the reflector at the base of the light caused it to show a medley of colors, in rainbow style. The whole effect on account of these mechanical and lighting features was one which it is easily seen a photograph could not do justice. On the first Saturday night on which the window was dressed Morin Bros. sold over a case of Magic Baking Powder.

Third Prize for November.

FLOUR MILL IN A WINDOW.

The window of McLeod & Sons, corner of Sussex and Spadina Ave., Toronto, contains a decidedly novel display this week. By means of cotton batting sprinkled with salts, a realistic scene occupying the entire window has been produced. The main feature is a model flour mill, with its wheel turned continuously by a miniature mill stream. The display is attracting great attention.

The store is not located on a busy downtown street, where a crowd is easily collected, but even as it is an audience of fifteen or twenty people at a time is nothing uncommon. The window will be on exhibition for some time yet, and it is well worth seeing. The idea was originated and worked out by "Sud" Black, formerly of Ayr, Ont., who is a clerk in the store. Mr. McLeod intends to enter the window in the Grocer's December competition.

DECORATIVE CHRISTMAS TIME.

The window of Michie & Co., Toronto, was arranged last week to receive its Christmas display. A lattice-work background of alternate evergreen and silver wreathing was built up from a wainscoting covered with red cotton to a little less than the height of the front door window. From the top of the rear wall to the top of the window a slanting roof was constructed in the same way as the background. From this were suspended network Christmas stockings. Evergreen wreathing in the corners of the window gave the appearance of columns to support the roof. The floor was covered with red crepe paper, and the whole effect was then that of a green, red and silver booth. In this the display could be changed as often as desired. The advantages of this around the busy season now on are obvious. The display at present shown in the lower part of the window is made up for the most part of Christmas decorating odds and ends, such as paper crackers, Christmas-tree candles and gilt candlesticks, although a few jars and tins of plum puddings and preserved ginger and some dainty confectionery lines are also given space. But the main idea which is worthy of note is the arranging of the framework of the Christmas display before the holiday rush actually begins, when very few stores have men to spare from the crowded counter for such work as window dressing.

TO PREVENT POTATO ROT.

German papers publish a method to prevent potatoes in cellars from rotting, on which U.S. Consul-General Guenther, of Frankfort, reports:

"It is claimed that the potato fungus causes rotting. This fungus, if present on some potatoes in the cellar, spreads to other potatoes and causes rot. A solution of one pound of chloride of lime dissolved in 25 gallons of water is used for washing the potatoes by means of a broom. They are then spread out to dry. Through this procedure the spores of the fungus are killed."

TRAVELLERS' ANNUAL MEETING

Dominion Association in Good Financial Condition—Four Hundred Members This Year—Commercial Rates on Rail roads.

E. D. Marceau, of the E. D. Marceau Company, Montreal, was by acclamation elected president of the Dominion Commercial Travelers' Association at the annuual meeting of that body in Montreal last Saturday evening. John Paterson was elected by acclamation vice-president, while R. C. Wilkins was elected treasurer, without opposition. Directors were elected as follows: E. E. Guilbault, A. J. Brown, A. L. Friedman, James Robertson and J. T. McBride.

Much business of importance to the members came up for discussion, and the annual report made mention of the progress made by the association during the year. It was shown that the membership had increased to a larger extent than in any former year. The association at present numbers 5,684 members, a gain over last year of 499. Financially the association is in excellent condition. The amount received

President E. D. Marceau.

on revenue account is $67,597. Annual subscription fees make up of $54,340 of this amount and interest on investments $13,110. The capital account is now $283,513. Reports were read regarding the educational, hospital and benevolent funds. Favorable mention was made during the course of the meeting of the generosity of Ald. Robinson and Mathewsons Sons in donating $1,000 each. The report of the Mutual Benefit Association, read by J. S. N. Dougall, showed that this department of the association was in flourishing condition. It was proposed that besides the annual dinner, members should hold, once a month, a smoking concert or lecture, in order that the members should enjoy greater social pleasure among themselves. There was some discussion relative to the changing of the headquarters of the association. The president stated that the lease had another year to run, but meanwhile they were looking for larger and more centrally located quarters. Concerning the commercial rates on railroads the report had to say:

"It is pleasing to note that, in accordance with the request made for a reduction in the commercial rate in the Northwest provinces, the C.P.R. have reduced the rate from 3 cents to 2 1-2 cents per mile on their main line between Manitoba, Calgary and Macleod, including all branches in Saskatchewan and certain branches in Alberta. The same concession has been obtained on the Canadian Northern Railway lines in the Northwest as they now exist."

The increase of the rates from two cents to 2 cents and a quarter over the Intercolonial Railway was commented upon, as well as the taxes which had lately been put on commercial travelers in certain provinces. This latter it was hoped to have remedied during the present session of the House, when a bill would be introduced to abolish the tax.

QUALITY OF CANADIAN OAT PRODUCTS.

Complaints have been made this year to the Pure Food Branch of the Inland Revenue about the quality of some of the rolled oats and oatmeals offered for sale in Canada. An examination was made of samples gathered by the department and chief analyist Macfarlane in his report says:

Only in one case was any foreign starch detected, and as regards crude fibre the percentage varied from 0.80 to 3.35 per cent. The latter amount must be pronounced as excessive, if reference is made to the analyses of both European and American oatmeals which are on record. It is exceedingly seldom that these show higher than 2 per cent. crude fibre, and in my opinion, that amount might fairly be assumed as the highest allowable limit. Among the 155 samples examined, 64 show higher amounts of crude fibre than 2 per cent., and this would seem to indicate that with regard to 41.3 per cent. of the oatmeal samples now offered for sale in the Dominion the quality might be improved. At the same time none of the samples were found to contain the large amount of oat hulls originally complained of, and in the absence of any standard, it is possible to characterize any of the samples as adulterated.

TRADE NOTES.

Thos. Montgomery, of Thos. Montgomery & Son, Montreal, is laid up with la grippe.

It is expected that there will shortly be an advance of ½c. or more, in imported macaroni, owing to the new tariff arrangements.

Mr. Laurereaux, grocer, Ottawa, said to a representative of the Canadian Grocer, to whom he paid his subscription last week, "I am pleased to pay you my subscription because I think the Grocer is very good.."

Mr. Hollingshead, who was recently with the Vair Produce Co., Spadina Ave., Toronto, has taken over a store at 100 Sorauren Ave., Toronto, has made considerable improvements and put in a stock of high-grade groceries.

G. P. Hart, Carnarvon, has sold his general store business to Clayton Rogers, who has been clerking for him for a couple of years. Mr. Hart has been in business in Carnarvon about 10 years, and has built up a very profitable business. He is thinking of going west.

In connection with the Christmas display of toys on the top floor of Hamilton's departmental store, Montreal, the Canada Maple Exchange and B. Gronning are making displays of their manufactured confectionery. Both firms have attractive booths in which they are de-

Treasurer R. C. Wilkins.

monstrating the qualities of their various lines.

A. C. Taylor, Sunderland, has purchased the stock of the late J. Hodgson, Beaverton. The Hodgson business is the largest in Beaverton and for the time being Mr. Taylor will have both it and the Sunderland store. Since her father's death some months ago Miss Hodgson has successfully conducted the store.

NEW C.P.R. LINE.

The C.P.R. is now operating its new North Bay line from Bolton as far as Craighurst. This is a great convenience for merchants at Tottenham, Beaton and Alliston. Passenger rates to Toronto are less than they were, and the freight service is increased. Two passenger trains leave Toronto daily for Craighurst.

FROM GROCER CORRESPONDENTS

KINGSTON.

Kingston has 100 grocery stores, can any city of our fair Dominion show a larger percentage, the population of Kingston being 19,000. I think not.

How do they all exist and make a living? Monday morning they all start scooping tea and sugar and catering to the hungry public whose appetites are sharpened by the keen frosty air. Some of the grocers jump on their sleighs and run around asking the people to help them along and get a little order. Most of the grocers stay in their stores and let the public come and choose their own goods. This is the most independent way, and better for both sides of the counter, and less poor credit is the result.

Xmas presents are the next thing in order, and means a little affair to the customer, and a big expense to the grocer, but as long as Jim gives, so long William has got to. However, it makes the customers happy, and only comes once a year. Calendars are a good thing, and speaks to the one given to for 52 weeks.

Jim the grocer wants to know why the inspector for pure food law, don't analyze sausages. Does the act say what a sausage should be made of, pork, beef, ground hog, or miscellaneous? A filler is largely used now? Is it in the interests of public health and is the dip used to give bacon a bright and appetizing look injurious or not?

Another thing that worries Jim is the sale of cheap candies and chlorodyne lozenges used to a large extent by children now.

The big soap bubble across the ocean has burst. It received a hard blow and went to pieces. It looked nice from Sunlight point of view, pictures of gold guineas and sovereigns glistened on that side, but the retailers would not put up with it, and the desired object fell short. The Lever was short, and we hope his faith in trusts has weakened.

But after all Sunlight is a good piece of soap. It suits the people, (if it were a little larger), and is nicely put up for the grocer to hand over the counter. Some of the old brands such as David Morton's large bar N. P., are still in demand, but Electric soap, which once held the reins, Oh, where is it? Now flattened out like Union Jack soap, made for a time by same maker.

The credit system here is becoming less popular every day. The shoe dealers called a meeting two years ago, and unanimously decided to sell for cash only, and they are the happiest lot of merchants in town. All the wrinkles have left their faces, and several bald headed ones declare some rare bit of hair is appearing. This is capital. Yes, Cash is King, God save the King. Would that grocers would sell for cash and cash only, for thousands of dollars are sunk in the dead sea every year. A coal merchant here, cut out credit a year ago, and he is doing a big trade. He can afford to advertise. more hence the extra flow of business.

Sam Bailey of Broom Corn fame, got a letter from Nova Scotia asking him to handle a car or two of potatoes. The writer said he saw his name in the Canadian Grocer.

Saturday's market, owing to the sloppy weather, was poorly attended and small, but prices were big enough for turkeys, duck, geese and chickens. Farmers here prefer selling by the pair. Some of the turkeys looked as though they had been at a party before coming under the axes, as their crops were full. A merchant bought 50 barrels of No. 2 apples, expecting to get a fair saleable sample. A reliable firm's name of Belleville was stamped over each barrel, and letters indicating the packer. They turned out to be a lot of culls. The merchant applied to Ottawa to have an inspector sent up, but just got a copy of the Fruit Act, and advice to bring the case before the local magistrate. You would naturally think they would be anxious to stamp this unlawful trickery out, and glad of such an opportunity as this, but no they don't care a cent for the individual. There is too much hot air in Parliament, and not enough of the practical. Their carelessness is great encouragement to evil doers. A man who packs culls and puts a nice stamp on his barrels to deceive merchants, is a highway robber, and should be hung up on some apple tree, a Ben Davis, if you like.

OWEN SOUND.

R. A. McDougal, of the well known firm of McDougal & Lemon, commission merchants, contemplates a trip to West India Islands early in January. We understand that a number of the Pacific Coast cities are also included in his itinery.

Harry G. Ainslie, until recently head saleman for McQuaker & Co., has branched out in the grocery business for himself. He has taken over the stock in trade recently purchased from J. T. Joyce, by McQuaker & Co. Harry is extremely popular in his native town and no doubt his long experience in the trade and his wide acquaintance with the purchasing public will insure to him a good share of the best trade of the town.

ST. CATHARINES.

The week before Christmas finds all branches of business at fever heat. The stores have been finely decorated. Evergreens, mountain ash berries and potted plants in bloom, are conspicuous in the displays.

All of the manufactories are operating full time, sometimes extra. It has been the custom for the managers to give Christmas gifts of turkeys or some kind of game to their married employees and money gifts to the unmarried, and these will be continued this Christmas time.

Municipal politics are warming up. Two Mayoralty candidates are in the field. Alderman Joseph Hodgins, fish and poultry dealer, for several years an efficient alderman, is likely to retire from municipal life, while Ald. Bradt, florist, is one of those seeking re-election.

There has been no marked change in grocery prices, but vegetables as a rule have advanced. Potatoes, quoted a year ago at twenty-five or thirty cents per bushel, are now sold at ninety cents, and not of so good a quality. The fact is that potato growers must seek for new varieties to warrant increased quantities. The same may be said of other vegetables, such as celery, asparagus, onions and beans. The poultry market is abundantly supplied with all kinds of fowl, both tame and wild. Eggs have gone up in price, being now quoted at 40c. per doz. Butter took a slight drop, now being sold at 30c. to 32c. per lb.

While 40 years ago St. Catharines had a dozen or so flour mills, to-day the town can boast of but two. These are the Hedley-Shaw and the Black-Forsyth Milling Companies. Each do a large business and ship large cargoes of flour to Montreal and elsewhere continually. The Hedley-Shaw Milling Company has a branch mill in Thorold.

HOW TO BUY QUICKLY.

The little general store usually did a thriving business on Saturday night—pay day. On that evening the crowd of purchasers was so great, that many found it difficult to get served. But not so Mrs. Tooney, who knew a thing or two, and always managed to make her purchases in much less time than anyone else.

"'Ow do you do it, neighbor?" asked a friend.

"Oh, it's easy enough if you know the dodge! Just amble about the shop, dippin' your thumb into all the tubs, and nibbling a biscuit and a bit o' cheese 'ere and there, it's fine 'ow soon the shopman makes up his mind to git rid o' yer."—Tit-Bits.

FIRE IN MOKARA MILLS.

Early Sunday morning a fire occurred in Montreal in the premises of the Mokara coffee and spice mills, owned by Theodore Lefebvre & Co. The damage done amounted to from $25,000 to $30,000. The origin of the fire has not been discovered. A great deal of damage, outside of that done by the fire itself, was caused by the tons of water which was poured into the building, ruining the expensive machinery.

THE CANADIAN GROCER

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SPOIL THE EGYPTIANS.

There is a movement afoot at Ottawa to enlarge the parcel post system. The departmental store interests are at the bottom of it and it is a blow at the business of every ordinary retailer from Halifax to Vancouver. The retailers of the Dominion are not well organised but they can handle this matter very well individually. Every one of them should send to his representative at Ottawa a post card denouncing the proposal and asking that it be opposed. Such a post card campaign would be found very effectual.

The mail order business done by the few large departmental stores in Canada is enormous, but it is small compared with what would be done by them and exclusively mail order houses that would spring up if the Government undertook to facilitate the movement by becoming the delivery wagon for it.

The mail order people would not be satisfied to have the Government make a profit. The express companies are doing that now and doing the work very well. What these mail order gentry want is to enlarge their business at the expense of the national treasury. To be quite accurate, they want to enliven their competition with the retailers throughout the country and make the retailer, through his taxes, pay the additional expense.

The consumers are not asking for this extension of the postal service and do not need it. The country is better without it. Better far in the interest of the national life a thousand independent business men than one business man with a thousand or five thousand employees. This movement means pulling down small business institutions all over the country to build up a few mammoth houses in the cities. Surely the cities are draining the country too fast now. What the Government should be doing is trying to stem the exodus from the village and the town to the large centres of population rather than facilitating it by aiding in the despoilation of the retailers.

Get the post card campaign going; it is the retailer's opportunity to spoil the Egyptian.

The Toronto market was probably never so bare of currants as at this moment. Forty or fifty carloads for Toronto wholesalers were on the steamer Clara which ran aground on the New Jersey shore on Friday and got off and into New York under her own steam. The New York market was as short of the Greek fruit as any place in America. Dealers there had been depending upon the Clara and when she was finally docked there wasn't much chance of getting goods for Canada unloaded and on their way first. These are probably decorating the dock in New York, and when the smoke of the New Yorkers' rustle clears away and Canadian consignments, or some of them will go another sea voyage to New London in Mass. and come by the long rail route via Montreal to Toronto.

The privileged currant company of Greece has been carrying on an extensive advertising campaign in the interest of currants, in England and it is asserted that as a result consumption in Great Britain has been greatly increased.

A MERRY CHRISTMAS TO YOU

DRIED FRUITS.

With the arrival of Christmas the squeeze in dried fruits may be past and this season of unparlleled scarcity may, by easy gradations, be merged in a new season of abundant production. It depends upon whether or not the world continues to want raisins. Other years it has. In Toronto, for instance, brokers have experienced great difficulty in satisfying the demand upon them for raisins in July. Already the word comes from Denia that stocks of Valencias are about exhausted and that the few growers in the interior who have any are holding for higher prices in the spring. And yet, when the demand becomes sufficiently pressing supplies are generally forthcoming no matter what the article be. And so brokers are saying to themselves now "There will be raisins. Whence? I don't know, but they will come."

GET INTO THE COMPETITION

Nearly every grocer has taken special pains to dress his window for Christmas as attractively as he knows how. THE CANADIAN GROCER is conducting a monthly window dressing competition, and would like to have a picture of every attractive grocery window in the Dominion entered in this contest this month. The prizes are $5, $3 and $2, but the encouragement of progressive window dressing in the grocery trade is of much more importance. Send in your photographs with a description of how the windows are dressed.

KNOCK OFF THE PACKAGE DUTY.

The Government should remove the duty on packages re-imposed under the new tariff. What is the use of it? The excuse that it was imposed because a few importers connived with the shippers, a very remote and impregnant possibility. If they would do this to secure a proportion of their goods free entry, they would do it to secure the same proportion entry at a lower rate of duty. The excuse is a poor one. The duty protects no one and produces no revenue to speak of, but it is a positive nuisance to the trade and a hinderance to business.

HIGHER SALMON PRICES.

A writer at the Pacific Coast is quoted by the New York Journal of Commerce as predicting that canned salmon will be 15c. higher at the opening next year than it was this because of the higher cost of labor, tin and boxes. Some of last year's large pack was carried over, but on account of the very small pack this year next year's pack will come upon an absolutely bare market. This is another reason for the anticipated higher prices.

WORKING AT THE TARIFF

Deputation of Fruit Men see Mr. Bain in Toronto—Strong Objection to the Duty on Packages—Government's Reason.

In connection with the new tariff, letters written from Toronto fruit dealers to the Minister of Customs, failed to bring any promise of relief. A letter to Claude Macdonnell, M.P., for South Toronto, however, resulted in the suggestion that Mr. Bain, Secretary to the Hon. Mr. Fielding, should be seen by the fruit men when in Toronto on Saturday last.

A deputation consisting of Messrs. H. Dawson, Thorpe, Spence, Despard, Stringer and Clemes, accordingly met Mr. Bain, and the result will, it is thought, prove entirely satisfactory.

It was explained that, although muskmelons, on which the duty was changed from 25 per cent. to 3 cents each, might perhaps be worth $3 to $4 per crate at the beginning of the season, they were sometimes worth only $1 to $1.25. The melons are packed 48 and 54 to a crate, so that on a car lot of 400 crates, the duty at 3 cents per melon would amount to nearly $6.00. Mr. Thorpe thought that the 3 cent duty on watermelons was perhaps a benefit, as it would tend to prevent the dumping of poor stock in Canada. But the duty on muskmelons was practically prohibitive, and for this there was no apparent reason. Mr. Bain was inclined to agree that possible competition would also help to improve the Canadian product. As a matter of fact, although obtainable almost all the year round, canteloupes are seldom imported during the season in which the Canadian fruits are on the market, as there is considerable danger of loss in transportation. Mr. Thorpe showed that the fruit was used by hotels and hospitals, and could not be classed as a mere luxury. Mr. Bain thought that it might be possible to put canteloupes back on the old basis. In the matter of grapes, he could promise no relief. The object of the tariff was to encouurage direct importations, and if it were not for this clause, New York, for example, would be reaping the benefit which Montreal, or some other Canadian port, was intended to enjoy. Regarding peanuts, he thought something might be done. This tariff was merely a revenue proposition. The importation of peanuts could not interfere with a Canadian product which did not exist, and the new duty would encourage trade in Spanish peanuts, which are of very inferior quality.

Answers Questions.

Mr. Bain stated in answer to questions put to him, that free importation of oranges, lemons, etc., meant also free importations of the package containing them. It was his idea to have these fruits placed on the free list, and he was pleased to see that the trade was in accord in this instance at least.

Another complaint of the fruit men was touched on in regard to the provision made for the inspection and valuation of perishable fruit. The customs officers stop work sharp at 4 o'clock, and very often the fruit dealers suffer loss through not having goods passed promptly. Mr. Bain stated that an "outside appraiser" had recently been appointed, mainly for dry goods and heavy machinery, and he thought that he might also include the inspection of fruit. He thought that the matter should be placed before Mr. Ryan, and relief would probably be given.

The Care of the Grocers.

With the exception of the increased duty on raw sugar, and the decrease on rice, the forty odd tariff changes on groceries will be the occasion to the trade of annoyance, rather than loss or gain, and to the Government, the source of little extra revenue. What the grocer is asking is "why were the changes made?" Probably more would have been heard about it, but for the fact that wholesalers all over the country, since the tariff came out, have been up to their ears in the Christmas trade, too busy to give attention to anything with an Ottawa date line, and few of them have been bringing in any goods.

Delay on the part of the railway in furnishing advices regarding several car loads of cheap figs, cost the importer $250. This was the increased duty because of the change from an ad valorem to a specific sale.

What the trade feel sorest about is the reimposition of the duty of 15 per cent. on packages.

What One House Thought.

Frank Magor & Company, Montreal, wrote to the Canadian Grocer:

Will you kindly make some reference in your paper to the ridiculousness of the idea of the present Government in charging duty on the value of outside cases of imported goods. The Conservative Government were ashamed of this clause twenty years ago, and since then, no minister has attempted to collect it, and it remains for the present so-called free traders to make a fresh start in this direction.

We understand there is great indignation among the dry goods people and others and the imposition is more annoying than actually heavy, but it means extra work in making up costs, and the real addition of revenue to the Government will not be anything very wonderful.

As you know, outside cases are charged very high in England, and are practically uneless after they arrive here, being in the main, necessary for export in order to protect goods. It seems to us that an agitation among our importers would have the effect of removing the obnoxious charges.

The Reason Why.

The alleged reason for replacing the duty on packages is that dishonest importers got shippers to place an undue value on packages to reduce the duty on the goods. The same temptation would exist in a modified form under the new arrangement, as the duty of 15 per cent. on the case would probably be considerably less than the rate of duty on the contents.

Many of the packages in which goods are imported are of no value when unpacked. The Grocer asked an importer of leather goods what he did with the casks in which the goods were shipped, and he pointed to a big pile of broken hoops and staves. The English manufacturer buys second-hand barrels, often Canadian apple barrels, for 3d. He sells his goods to all the world at the same price, and when they go abroad, he charges the extra packing, separately on the invoice. This means case, export packing and straw, in all about 1s. 3d.

The new tariff is still subject to change, and the Government may yet listen to the urging of the trade.

TORONTO TRAVELERS' MUTUAL.

Nomination of Officers—Several by Acclamation—S. R. Wickett President.

At the annual nomination meeting of the Commercial Travellers' Mutual Benefit Society of Toronto, held Saturday night, in St. George's Hall, Toronto, the following officers were elected by acclamation for 1907: President, S. R. Wickett; Vice-President, Ald. Jos. Oliver, and Treasurer, Harry Goodman.

There were four vacancies on the Board to be filled, three Trustees for the term of three years, and one for two years, the latter to fill the place of Jas. Turpin, who resigned owing to removal from the city. The following were nominated for the three year term: R. G. Hector, John Gibson, C. S. Parsons, E. M. Burke, T. F. Corey, J. H. Morin, and C. A. Barnard. For the term of two years, the following were nominated: H. L. Wilmott, R. Maxwell, D. R. Hawley, and R. R. Davis. All trustees for outside cities and towns were re-elected by acclamation.

The Annual Meeting has been arranged for January 26.

W. T. Chapman, the hustler for Red Rose Tea in Western Ontario, went east to-day, to spend the holidays with his family in New Brunswick.

"On the Road," a new magazine for Canadian commercial travellers made its appearance this month. It presented a first-class typographical appearance, and the travellers gave it kindly greeting.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.

Sugar—Decline 10c.

Currants—interesting.

Montreal, Dec. 20, 1906.

Considering the fact that we are now about at Christmas Day, business in groceries generally is very good, and there is little cause for complaint. It is very difficult to secure deliveries from the railway companies, they claiming to be rushed to more than their full capacity Payments are reported very good. The last few lots of California canned fruits were received in Montreal the early part of the week. Sugar has declined ten cents, through an easier feeling in the market. Molasses is still quiet. Teas are very firm and there is a tendency to advance in most lines. Ceylon greens are up ½c, while common black teas are selling at prices 2c above those which ruled last week. In the dried fruit market there is much of interest to the grocer. In coffees and spices there is nothing new. Evaporated apples are firm, and there is a strong feeling in beans.

CANNED GOODS—Last arrivals of California canned fruits reached Montreal early in the week, as did also a few shipments of asparagus from the same source. A little more inquiry for tomatoes at $1.17½ is reported by some houses. Other lines are quiet.

SUGAR—An easier feeling in the market has resulted in a decline of ten cents in sugar, all lines being affected. Fair business for this season of the year is being transacted.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump; barrels	4 95
" " half-barrels	4 95
" " boxes, 100 lbs	4 85
" " boxes, 50 lbs	4 95
Extra ground, bbls	4 70
" " 50-lb. boxes	4 80
" " 25-lb. boxes	4 90
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 30
Bright coffee	4 10
" yellow	4 15
No. 3 yellow	4 15
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—The market is rather quiet than otherwise, there not being much activity in any line.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 23 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz. "	2 40
" 10-lb. " ½ doz. "	2 35
" 20-lb. " ¼ doz. "	2 25

TEAS—It is rather surprising to see the continued movement in teas at this time of year. Last week it was reported that dealers were doing considerable business. This week the same state of affairs exists. As predicted in the Grocer last week, there has been an advance of ½c in Ceylon greens. Japans are firm, but moving slowly. With Ceylon teas scarce, there is sure to be renewed interest in Japans. Several dealers report sales of blacks to the London market at prices 2c above the ruling figure here. Japan siftings are exceedingly scarce.

Japans—Fine	0 2[illegible]	0 30
Medium	0 20	0 23
Good common		0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS—The Christmas trade is now practically over and dried fruits are gradually resuming their normal aspect in the eyes of the Grocer. There is still much interest in the situation. This week the feature is the currant market. Three weeks overdue, the "Clara" arrived in New York Monday of this week. She carried 2,686 tons of currants for New York and Canada. The boat arriving so late made it impossible to supply the trade in time for the holiday trade. The cause of the delay was the grounding of the vessel on the New Jersey Coast. When the news of the mishap became known the state of affairs which would exist at once became apparent, and prices went up a cent. Everybody had been counting upon receiving the goods on the "Clara" and all were naturally disappointed. The market has been bare of currants for some time and the non-arrival of the "Clara" with her large cargo made matters serious. Prunes are reported very firm and in some quarters 4c basis is anticipated. It has been announced that after January 1 the difference in price between 50 lb. and 25 lb. boxes of prunes will be ¾c a pound, instead of ¼c as formerly. The reason given for the change is the extra cost of boxes and other such conditions making the move necessary. California seeded raisins are again quoted in limited quantities at prices 3½c above opening figures. No changes are noticeable in nuts.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08¾	0 09
Selected, per lb	0 09¼	0 10
Layers, "	0 09¾	0 10
Dates—		
Hallowees, per lb	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 23
Peaches, "		0 16
Pears, "		0 17
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 80
Royal Buckingham Clusters," ½-boxes		1 10
" " boxes		3 50
"Excelsior Window Clusters"		4 50
" " ¼s		1 30
Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 10	0 11
" " choice seeded, 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08½
" " 3 crown	0 09½	0 10
" " 4 crown		0 0.½
Prunes—		per lb.
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90 100s		0 06
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 0.½
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 06
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08	0 09
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07¾
Sultana Raisins—		
Sultana raisins, per lb	0 12	0 15
" " 1 lb carton		0 16
Eleme Table Figs—		
Six crown, extra fancy, 10-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs, " "		0 28
12-oz. boxes	0 06½	0 07

COFFEE.—Coffee is quiet. Any orders which are being placed call for goods required for immediate consumption, and are not at all large.

Jamaica	0 10½	0 1
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

SPICES.—There is nothing new in the spice situation this week. Locally, matters are just as they were two months ago, while on the primary markets, although there have been fluctuations, conditions show little actual change.

	Per lb.	
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 14
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 55

PEELS.—The situation in peels is unchanged. With the market bare, prices are well maintained.

Citron peel, per lb	0 20	0 21
Lemon peel, per lb	0 10½	0 11
Orange peel, per lb	0 10½	0 11

EVAPORATED APPLES. — Supplies are very small locally, and prices are very firm in consequence. Jobbers are asking 9 cents for small lots.

BEANS.—Sales are few at prices quoted. The market is featureless.

Choice prime beans	1 45	1 50

MAPLE PRODUCTS. — Business is slacking off, only last minute orders now being filled.

Maple syrup, bulk, per lb	0 07½	0 09
Pure Townships sugar, per lb		0 10
Pure Beauce County, per lb		0 11

RICE AND TAPIOCA.—There is not a great deal of activity in rice at the recent changes in prices. A few orders have been filled lately, but they were not large. Tapioca is normal.

B rice in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C C rice, in 10 bag lots		2 95
C C rice in less than 10 bag lots		3 05
Tapioca, medium pearl	0 07½	0 08

RAW FURS.—Dealers continue to quote as hereunder.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 00
Weasels	0 10	0 50
Skunk	0 60	1 50

ONTARIO MARKETS.

POINTERS:

Sugar—Down 10 cents.

Dried fruits—Stronger.

Exaporated apples—Continue upward.

Tea—Rising.

Toronto, December 20, 1906.

Business is continuing active right up to Christmas Eve. Sugar declined 10 cents without apparent cause, which goes to justify the claim that there was no good reason for the advance on the day following the submission of the new tariff. The nut scarcity has been relieved, but the market here is almost bare of currants. There are 30 or 40 carloads on the steamer Clara, but it will be a wonder if any of them reach here before Christmas. Currants and valencias are higher on the primary markets. Canned goods continue very firm. Evaporated apples are higher. Collections are reported to be satisfactory.

CANNED GOODS.—All lines are very firm, though for the present there is no unusual demand.

TEA.—Ceylon teas are up 4 cents since the present advance began, and there has been an advance in Ceylon blacks of 1 1-2 cent within a week. Ceylon greens in the same time have advanced 1 cent, and are very scarce. There has been a very serious advance also in Indians. In them, the advance within the week has been 1 cent a lb. The reason for this advance in the price of tea is that the trade apparently refused to believe that teas were on too low a basis, and refused apparently to take sufficient cognizance of the fact that the consumption was persistently reducing stocks. Those stocks have largely disappeared and left the country poorly supplied with teas. This is true not only of Canada, but of other countries.

COFFEE.—The market in New York continues on about the same level, with a firmer tone for the present. Locally prices are unchanged.

SUGAR.—The reduction on Tuesday of 10 cents came as a surprise to the trade here, and no obvious reason was forthcoming. It was suggested that perhaps some Scotch sugars were coming in.

Last week the raw sugar market in New York was variable, because one or two refiners disappointed in shipments due to arrive, ran short, and had to bid up the market for supplies, 3 1/8 duty paid. On the other hand, the general position was weaker, owing to Cuban planters pushing sales for future deliveries. There was a decline of 3d. in European beet for the week.

Harvesting in Cuba is progressing favorably, the number of centrals grinding having increased to 58, against 6 at same time last year, and 45 in 1904. At this rate of progress, the crop will soon be in full swing, assuring large shipments during January and thereafter.

Willett & Gray say:

"As anticipated, our correspondents in Havana report that there is sufficient cane in the fields to produce a crop of 1,500,000 tons sugar, but with the supply of laborers limited and the possibility of political disturbances a little later on, we do not feel justified in making any change in our estimate of a total outturn of 1,125,000 tons sugar.

"The lowest price touched last season was 2c c. and f. (Feb. 8) for Cubas, 96 degree test (3.36c landed), but there does not appear to be good reasons to expect quite so much of a decline this season. In any event, the average price for January-June, 1907,

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 20, 1906.

BUTTER—25 1/2 cents outside price. Demand active. Higher prices probable. Dairy runs from 20 to 23 cents.

CHEESE—Strong demand developed. Bids of 11 3/4 to 11 7/8 for Nov's.

EGGS—Strong tone to the market. Scarcity of fresh stock. No change in prices.

PROVISIONS—Prices unchanged. Activity in Christmas beef. Some fancy prices paid to-day.

deliveries, should be rather higher than that for the same time in 1906, as it will be realized, sooner or later, that all the sugar which Cuba can produce this season will be wanted.

"The outlook for the 1907-08 sugar crop of Java is promising, it being estimated, according to our special cable, at 1,000,000 tons, against the present crop of 950,000 tons."

Paris lumps, in 50-lb. boxes	5 03
" in 100-lb. "	4 93
St. Lawrence granulated, barrels	4 38
Redpath's granulated	4 38
Acadia granulated	4 33
Berlin granulated	4 28
Phœnix	4 38
Bright coffee	4 18
Bright yellow	4 23
No. 3 yellow	4 23
No. 2 "	4 08
No. 1 "	3 98

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES.—Prices are unchanged.

Molasses—	
New Orleans, medium	0 30 0 35
" " ½ bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95
5-gal. cans, per gal	1 00
Barrels, per gal	0 75
5-gal. Imp. brand, per can	4 50
1-gal. " per case	5 10
½-gal. " "	5 60
Qts. " "	6 00

DRIED FRUITS — Currants are strong in Greece at a slight advance, amounting to about 6d. since last week. Cables from Spain regarding valencia raisins state that the crop is nearly exhausted; the fruit is scarce, and growers in the interior, who have any goods are unwilling to part with them, expecting higher prices in the spring. Meantime, prices appear to have advanced about 7s. from the lowest point, and this within the last two weeks. This is equal to an advance to 1½ cents a pound. Sultanas are very scarce and very high. A cable from Whittall & Company, advises that prices are unchanged, and stocks are becoming very much exhausted.

Locally, prices are firmer. Evaporated apples continue to advance.

Prunes Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05	0 05½	60-70s, 50-lb boxes	0 07	0 07½
80-90s "	0 05½	0 06	50-60s "		0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	0 09½
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Currants—			
Fine Filiatras	0 07½	0 07¾	Vostizzas 0 09½ 0 10
Patras	0 08	0 08½	
Uncleaned, ½c less.			
Raisins—			
Sultana			0 10 0 13
" Fancy			
" Extra fancy			
Valencias, selected			0 09 0 09½
Seeded, 1-lb packets, fancy			0 11 0 11½
" 16 oz. packets, choice			0 10½ 0 11
" 12 oz. " "			0 09 0 09
Dates—			
Hallowees	0 05		Fards choicest
Sairs	0 04½		" choice
Domestic evaporated apples			0 04

NUTS. — Prices continue very firm, and walnuts and filberts seem to be higher.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 30 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 18

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 06½
A 1's, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia "	0 11

SPICES.—Quotations are unchanged.

Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 25
Nutmeg	0 45 0 75
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 25
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA.—Prices are unchanged. Tapioca is up again on the primary market.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago		0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	
" double goat		0 07½

BEANS.—The market is still weak.

Beans, hand picked, per bush	1 65
" prime, No. 1 "	1 40 1 45
" Lima, per lb	0 06½ 0 07

SEEDS.—Owing to the holidays, trade

is very quiet, and prices are unchanged.

Aliske—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 00	8 25
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhulled	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS.—Chicago is slightly easier in hides, but prices here are unchanged.

Hides, inspected, cows and steers, No. 1		0 11½
" " " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
" " " green		0 09½
Calf skins, No. 1, city		0 13
" " No. 1, country		0 11
Lamb skins	1 00	1 10
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 05½
Pulled wools, super, per lb		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 50
Fisher, dark	5 00	6 00
Skunk, black		1 25
" short striped		0 90
" long striped		0 50
Marten,	3 50	20 00
Muskrat., fall		0 16
" winter		0 20
" spring		0 23
" western	0 12	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 20, 1906.)

Christmas trade, the largest on record, has been seriously handicapped by the inability of the railways to handle the traffic. Wholesale houses complain of vexatious delays in getting their goods and of equally vexatious delays in distributing them among the retail trade.

SUGAR.—Prices are steady since the recent advance. We quote :—

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" " in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 70
Raw sugar	4 50

SYRUPS AND MOLASSES.—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—As noted last week there has been a sharp decline in Rios. Quotations are as last week :—

Whole green Rio, per lb	0 10½	0 10½
" roasted " per lb		0 14
Ground roasted Rio		0 15
Standard Java in 25-lb. tins, per lb		0 33
Old Government Java in 25 lb. tins, per lb		0 32
" " Mocha		0 32
Imperial Java, in 25 lb. tins, per lb		0 29
Pure mocha " "		0 25
" Maracaibo		0 19
Choice Rio		0 17
Pure "		0 16½
Seal Brand (C & S) in 2-lb tins, per lb		0 32
" " " 1-lb " "		0 33
Local Blends:—		
Mocha and Java in 2-lb. tins, per lb		0 23
" " 1-lb. "		0 24

MINCE MEAT.—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

FOREIGN DRIED FRUITS.—Dates have been advanced to 6c. per lb. Prunes are still advancing in California and a local advance can not be delayed very long. We quote :—

Sultana raisins, bulk, per lb	0 12½
" cleaned, "	0 13
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 70
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " " selects "	2 85
" " " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09
" " " 3 "	0 09½
" " " 4 "	0 08½
" " choice seeded in ½-lb. packages per package	0 08½
" " fancy seeded in ½-lb. packages per package	0 09
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEEL.—Prices continue as follows :—

Lemon, per lb	0 12½
Orange "	0 12½
Citron "	0 21½
Mixed, in 1-lb drums per doz	2 35

OATMEAL AND CORNMEAL.—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

NUTS.—Supplies have been delayed for Christmas trade. Prices are :—

Almonds, per lb	0 16
" (shelled), per lb	0 33
Filberts	0 11½
Peanuts	0 11½
Jumbos	0 13½
Walnuts, new, Grenobles, per lb	0 15
" " Marbots "	0 13
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

SPICES.—

GROUND SPICES.

Pepper, black, in 10 lb boxes, per lb	0 12
" white, " 5 " "	0 25
Cayennepepper, in 2 and 5 lb. tins, per lb	0 20
Cloves, in 5 lb. boxes, per lb	0 22
Cassia, " " "	0 12
Allspice, " " "	5 11 0 15
Ginger, In 10-lb. boxes, per lb	0 13
Mixed spice, in 5-lb. boxes, per lb	0 20
Mace, in 5-lb. boxes, per lb	0 70

BUCKWHEAT AND RYE FLOUR.—Buckwheat has been advanced to $1.75 per half sack. Rye flour is quoted at $1.25 per half sack.

EVAPORATED APPLES.—In strong demand owing to the scarcity and high prices of foreign dried fruits. The present quotation of 8 ¾c. per lb. in 50 lb. boxes is likely to be advanced.

N. B. MARKETS.

St. John, N.B., Dec. 18.

As we near the holidays, business is becoming quiet with the wholesale man, and on the other hand, the retailers are exceedingly busy. These expect a record year.

The tariff is still a matter of interest. There is no doubt duties on the whole are higher, and British goods do not get, as before, a full third advantage. The increased application of the packages duty is particularly unpopular

In markets there are not many changes. Values as a rule are high, particularly dried fruits, pork products, dairy products and fresh fish. Poultry is cheaper than for two or three years, particularly turkeys, which is good news at this season. Rice is one line made cheaper by the tariff. Otherwise rice is high. Spice continues at full figures.

OIL.—In burning oil, prices are unchanged. Outside the city prices are more firmly held. Lubricating oils are dull at this season. There is little call for paint oil, but this is the season which somewhat settles values, particularly for linseeds, and the outlook is higher prices than last season. Cod oil unchanged, this has been a quiet year. Receipts not large.

SALT.—Business is quiet. Owing to no arrivals of Liverpool coarse salt, buyers have to pay the extra price and take goods ex warehouse. Sales of fine salt, limited.

CANNED GOODS.—These have but fair attention at this season. Stocks continue to arrive. Vegetables firmly held, particularly tomatoes. Fruits are held at full prices. There is quite an enquiry for gallon apples. Stocks cannot be replaced, owing to export demand. Higher prices expected. Oysters are very scarce, but new daily expected. Prices are high. Meats firmly held. Domestic fish rather quiet. Prices unchanged.

GREEN FRUIT.—There is good business, considering the cold weather. First arrivals of Valencia oranges were high, but prices have gone off. Nice Jamaicas are offered. Florida oranges

now arriving, prices are reasonable. Lemons are firmer. Apples have steady sale, at improved prices. Grapes higher. Cranberries quite extreme.

DRIED FRUIT.—Prices of raisins high, except California seeded. Stocks are light. There are no valencias. Some Malaga seeded are offered at attractive prices. Currants continue scarce, and price very high. With better supplies, market will be a little easier. No direct shipments have been received. Market has been supplied from New York. Prunes, while low, are tending higher. Carton prunes popular, shipments are very late. Dates higher. Peels very firmly held. Figs unchanged. Evaporated apples more firmly held. Onions are extreme. Shelled walnuts have been scarce.

SUGAR.—Prices unchanged. Market continues firm. Sales have been large.

MOLASSES.—Fancy Barbadoes is a light stock, and very firmly held at full prices. A fair stock of choice at, relatively, much lower figures. Porto Rico unchanged.

FISH.—Fresh fish are high, a good variety, cod, haddock, and herring, chiefly. Some salmon offered. While local market little changed, dry and pickled fish firmer. Smoked herring easy. Finnan haddies are well above usual prices.

FLOUR, FEED AND MEAL — In flour, prices unchanged. Oatmeal continuies high. Cornmeal held at even figures. Feed is high. Oats firmly held. Beans are quiet. While beans unchanged. Yellow eyes hold firrm at the advanced price.

ACCOUNT KEEPING ON A FILE

Bruce & Sanderson, Toronto, in Their New Store—A Handsome Front and Modern Fittings—Book-keeping Methods— A Biscuit Department.

Bruce & Sanderson's new grocery on Parliament St., near Gerrard St., Toronto, is the finest store in that section of the city. It is 37 ft. wide and 36 ft. deep. There is but one counter and therefore a great deal of floor space. Behind the counter the wall space next the window is occupied by a glass case reaching to the ceiling for bottled goods. It is 12 ft. wide and has rounded ends. The contents of the case make a very attractive display and are kept free from dust. Underneath the case are dustproof bins for bread. The centre wall space behind the counter is occupied by the very latest form of National cash register, and beyond that are a series of handsome Walker bins, 50 in all, surmounted by quarter cut oak shelving of light and attractive pattern.

The opposite and back walls are very attractively arranged in canned goods. Near the centre of the store is a quarter cut oak roll-top desk, which serves very conveniently as an office, having as an auxiliary a handsome filing cabinet. Nearer the counter towards the back, stands a Walker bin coffee cabinet and beside it the mill. The other principal features of the floor space is a large marble-topped table for smoked meats and a three-crock, dustproof stand for Heinz pickles in bulk. Down the centre of the store are three iron pillars, and these are encased with canned goods. A handsome metal ceiling adds greatly to the attractiveness.

Model Biscuit Department.

A notable feature is the biscuit department, consisting of 48 separate bins for Christie tins on the wall opposite the counter and adjoining the window. Each tin is on a shelf which draws out and tips. It is a very neat and convenient arrangement and lends itself exceptionally well to the purposes of display.

The store has exceptionally fine window display. There are 35 lineal feet of plate glass in the front. The frames are of quarter cut oak. Above the plate glass is a wide, very handsome panel of leaded glass. The windows are very handsomely dressed for the Christmas season and will be entered for the Canadian Grocer's December window dressing competition.

Good Goods, No Price Cutting.

There are some features of this business which are extremely interesting. Messrs. Bruce and Sanderson are brothers-in-law and came to Toronto from Simcoe county four years ago, purchasing the business on Parliament St. a little below where they are now. They found a considerable portion of the trade was a pretty poor class, and set to work to improve the business. Their motto was, "Nothing too good for our customers." The result of perseverance along this line is that they have now a large family trade of a really choice character and their wagon delivers regularly as far as two miles from them, both east and west. They are not price cutters. Mr. Bruce said to the Grocer representative who saw him :

"Our aim is to handle the best goods on the market to the extent that our trade will justify. We're not price cutters. If people want cheap goods they have to go elsewhere. Our customers expect us to make a profit and we don't mind telling them what it is."

Directing Their Trade.

By systemizing their business and their work the partners have been able to get along with a minimum amount of hired help. They have a large call order trade. For this purpose they have an inner and an outer circle of customers. Those in the inner circle are called on daily ; those beyond twice a week. So far as possible they have diverted this trade from Saturday. The distribution is not difficult and saves much extra labor.

Simplified Account Keeping.

"We would like to, but we simply can't do business without giving credit" said Mr. Bruce, but they have reduced the work in connection with account keeping to a minimum. By the means of a counter check book an itemized statement accompanies each order and a copy is kept. These copies are kept on file in a quarter cut oak filing cabinet. An ordinary Shannon file does the rest. Alphabetically arranged on this file is an ordinary bill head of the firm for each customer and under it a sheet of plain paper. Each morning the totals of the orders sent out the day before are charged on these bill heads and a piece of carbon paper gives a copy on the plain sheet below. Suppose a customer comes in to pay. His account is made and can be produced in an instant. If he pays in full the bill on the file is receipted and handed to him and the copy is destroyed as being of no further use. The copies of orders up to that date are also destroyed as being of no further use. If the customer pays something on account, a credit is made on the bill head and that is given him as a receipt, showing a balance due. A new bill head and clear sheet are put on the file and the balance brought forward. As soon as enough is paid to clear this balance the copy of the old bill is thrown away. That is the system which Bruce and Sanderson worked out for themselves. It is very simple and convenient, but it provides no way for keeping track of the business as a whole.

The invoices are kept in a filing cabinot reserved for them. All invoices of each firm from whom they buy are kept together arranged in order of date. In this way the wholesale dealings of the firm for years can be kept in one small cabinet without a scratch of a pen.

Wait for the Demand.

Mr. Bruce said they never bought a new line of goods until there was a demand for them by their customers. A traveler of a widely advertised cocoa entered the store the other day and tried to sell.

"No," said Mr. Bruce.

"Why ? "

"Why, because we have B cocoa and C cocoa and no one has asked for yours."

"But ours is the best."

"Granted, but if your customers don't want it why should I spend my time selling your cocoa to people who want another kind ? "

What argument had the salesman left? But many merchants won't agree with Mr. Bruce. This, however, is an interesting store and an interesting firm. They have taken The Canadian Grocer for ten years.

"I don't see how a grocer can get on without it," said Mr. Bruce. "We get a pointer out of it every time we read it."

T. Miles, sales manager of the United Factories, Limited, is on a business trip to the Pacific coast, and will take in Calgary, Edmonton, and other important commercial centres between Winnipeg and Victoria. Mr. Myles will be welcome , for few men are better known to the trade.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

TORONTO RETAILERS.

R. S. Snow, President for 1907 by Acclamation—Other Nominations.

The monthly meeting of the Toronto Retail Grocers' Association was held in their rooms in the Temple Building Monday night. Vice-President Snow presided in the absence of president Van Loan, who was dressing his Christmas window. Others present were secretary Beaton, T. Clark, F. W. Johnston, D. Bell, H. D. Kelly, J. S. Bond, B. Panter, Fred Thorn.

There was a little discussion of the resolutuion passed at the previous meeting expressing the view that retailers should not buy canned goods for future delivery. He said a wholesaler had told him that if the retailers would not order ahead the wholesalers would not and the goods would remain with the canners where they should be till they were wanted.

It was the constitutional meeting for the nomination of officers for 1907, but because of the small number present Mr. Bell wanted to hold a special meeting after Christmas. The majority however, stood by the constitution and the nominations were proceeded with.

R. B. Snow was the only nomination for president and by acclamation moves up from the vice-presidency to the chair.

Nominations for other vacancies were:

Vice-President—C. T. Cootes, Fred Thorn, R. H. Stewart, T. Clark.

Treasurer—R. Van Loan, D. McLean, D. Bell.

Executive—J. S. Bond, H. D. Kelly, F. Thorn, B. Panter, D. Bell, C. T. Cootes, R. Van Loan, D. McLean.

Mr. Clark, the present treasurer, was prged to retain the grinds another year but he would not hear to it.

The At-Home will be held on Feb. 6.

D. Ball reported that the summer excursion had netted $214.49. Expenses were $812.62. and reecipts, $1,013.48.

Mr. Ball gave notice of motion that the nomination of officers he held in November and the election in December.

More Profit To You

BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" MEAN TO YOU

'Twill only cost a two cent stamp to get particulars

Write now.

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

FOR CHRISTMAS TRADE

ORDER NOW

Hams	Breakfast Bacon
Backs	Lard
Cheese	Butter
Mince Meat	Cooked Hams
Potted Tongue	Potted Hocks
Brawn	Sausages

Meat Pies

F. W. FEARMAN CO.,
HAMILTON LIMITED

Something Very Good For Xmas

Your stock will not be complete and your customers not pleased unless you can supply

"CORONA"

Selected Hams,
Bacon, Windsors,
Sausages, etc.

Send your Holiday order along. We will give it the best attention.

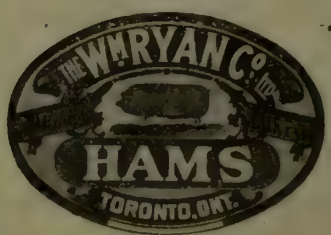
The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL SHORES.

The Successful Grocer

has friends for his customers because he made his customers his friends. He supplied them with the goods we guarantee.

Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs, and Cheese

Take out a policy assuring business success by sending us a test order to-day.



The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

There is very little change in the Cheese Market, but if anything, there is more interest shown and the situation may be called a shade stronger. The late demand has been running entirely on late made November and December goods, as owing to their inferior quality, they could be bought at a less price than September or October made goods, but these goods seem now fairly well exhausted and a fair number of orders received here lately, cannot be filled for lack of supplies, it is therefore only a question of time, when new orders must be filled from the earlier made stocks, which would natdrally mean, that highwhich would naturally mean, that highowing first to better quality, and second to higher cost.

Stocks in London, Bristol and Liverpool were reported on the 1st of December at 515,800 boxes of cheese, against 378,000 boxes for the same date of last year, which is an excess of 137,800 boxes for this year for these three principal centres of Great Britain. Against this our stocks in Canada are fully 250,000 boxes less than last year, leaving a shortage of over 100,000 boxes as compared with last year, when the supplies were inadequate for the natural consumption and prices went very high at the end of the season.

Receipts are falling off rapidly now and the total for last week was only 3,070 boxes of cheese and 3,064 packages of butter, against 2,063 boxes of cheese and 3,695 packages of butter for the same week of last year, or a total since May 1st of 2,345,292 boxes of cheese and 592,053 packages of butter as compared with 2,300,387 boxes of cheese and 758,920 packages of butter for the corresponding period of last year.

We therefore find an increase in our receipts of cheese of 44,905 boxes and a decrease in our receipts of butter of 166,867 packages. Considering that it takes about 2¾ times as much milk to produce a pound of butter to what it takes to make a pound of cheese, the decrease in the production of milk during last season is enormous.

The statistical position of cheese is a very strong one and prices are likely to advance very considerably before the commencement of the new season.

The situation on butter is a very peculiar one and it is difficult to make a forecast on future prices at present. United States markets report a shortage and very high prices, our market is very firm and finest grades are exceedingly scarce, but both the United States and Canada are bringing fairly large quantities of butter back from Great Britain, and to what extent this may affect the future of our market is as yet an unsolved problem.

The make of butter during the winter months will undoubtedly be less than last year, but present prices are already high, fresh dairy rolls will come in and if butter is returned from Great Britain in sufficient quantities, we may have, to say the least, enough butter for our home consumption.

The duty on butter into the United States is six cents per ponnd, this is usually considered prohibitive, but if the U. S. are really very short of butter, and the prices there are already getting very high, they may draw on us for supplies in spite of the duty, as they have done on some previous occasions, and then we may be obliged to advance prices further.

Under normal conditions, admitting a shortage in our own supplies, we would consider present prices high enough, yet abnormal conditions may prevail and cause abnormally high prices.

It seems very strange that butter can be shipped across the ocean, brought back and sent out to the West as far as Manitoba and that there should be a profit in this business for the merchants when prices have been high during the whole season, but strange conditions prevail at times in the commercial world.

PROVISION SITUATION.

Not for a couple of years at least, have deliveries of hogs been as heavy as during the past three weeks. This would be very satisfactory, were it not that prices are away above the export market for products, and too high to permit any material reduction from the prices now ruling in the domestic market. Prices for live hogs are, however, a quarter lower than last week. This week the packer is paying $5.90 f.o.b. country points, which is $6.15 at the Toronto cattle market, and $6.35 to $6.40 off cars at the factory. Last week, deliveries were quite as large as the week before, but they were large, and the month will almost make a record for hog deliveries in Ontario.

The bacon market in the Old Country is bad. There does not seem to be any demand. Deliveries of bacon have not been at normal either. The reason for the slackness is not known here, except that for the time being, the Britton has decided to forego pork. Of course the demand is always light about Christmas. Prices are still several shillings under cost on the basis of the present prices of hogs. The Danes do better. They buy for from 6s. to 10s. less than the Canadian packer, and get from 2s. to 4s. more for their bacon.

The domestic market for pork products is pretty firm, though there is a slightly easier tone in load. The demand for cured meats is very small, but the packers are accummulating stocks for next summer's trade. Just at this season, the Canadian public is going in for poultry and fresh meat and fish; then again, every butcher does some curing on his own account.

In Chicago the provision situation is quite different. Last week the dealing in all branches of hog products was active, with prices irregular but generally higher than those of the week before, and to a new high level for the season. The main influences were the continued light movement as well as the higher prices of live hogs. There was considerable buying by commission houses, as well as by packers, together with good buying for investment and for foreign contracts, while the selling was chiefly by longs, who were taking profits. Packing operations continue to show a deficit compared with last year, and the loss is not being made up. The week past has increased the deficit, while the estimates of the stocks of products show but slight gains at the best. All offerings have been absorbed, and there are no accumulations in the stocks at the moment to give sellers confidence. The packings for the week were 125,000 less than a year ago, and since the first of November it has decreased 675,000. The stocks since December 1, at Chicago, of products are estimated as decreasing somewhat on lard and increasing moderately on pork and ribs.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

Very little interest is taken in provisions at present. The last of the Christmas trade is being transacted but only local orders can now be filled. There is a fair jobbing demand for pure lard, while inquiry for compound, stocks of which are falling off, are limited.

Lard, pure tierces		0 12¼
"	56-lb. tubs	0 12 0 12¼
"	20-lb. pails, wood	0 12¼ 0 12¼
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12¾
"	" 3-lb. "	0 12¾
Lard, compound tierces, per lb.		0 08½ 0 09
" "	tubs	0 09 0 09½
" "	20-lb. pails, wood	2 00
" "	20-lb. pails, tin	1 90
" "	cases, 10-lb. tins, 60 lbs. in case	0 10¼
" "	" 5-lb. "	0 10¾
" "	" 3-lb. "	0 10¼
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15
Hams		0 13 0 14½
Extra plate beef, per bbl.		12 50 13 00

BUTTER.—Good trade is being done in butter at prices, which, speaking generally, are well maintained. Large rolls are coming forward more freely and prices are easing off a little.

Choicest creamery, salt, 56 lb. boxes	0 25½ 0 26
" " pound prints	0 26 0 26½
Medium creamery	0 23 0 24
Western dairy	0 20 0 22½
Large rolls	0 22 0 22½

CHEESE.—In cheese there is very little activity. The market is very quiet.

Ontarios, September make	0 13 0 13½
" late make	0 12½ 0 13

EGGS.—The market this week is very firm. There have been numerous inquir-

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

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SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

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AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

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Wholesale Produce Merchants,

TORONTO.

BROOMS
BRUSHES
BASKETS

WOODEN WARE **WILLOW WARE**

Paper Bags
Wrapping Paper | **Twines**
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

ies lately for rather large lots for outside points. Local trade is very good.

Fall selects, doz	0 24	0 26
Storage " "	0 24	0 25
Storage, No. 1, doz		0 22
Pickled eggs		0 22
New laid eggs	0 30	0 32

POULTRY.—With the approach of Christmas the demand for turkeys becomes greater. Supplies are good and prices firm. Dealers are asking 15c. today. Ducks are reported slow, but chickens are in good demand.

Turkey, per lb		0 15
Chickens and fowls, per lb	0 08	0 11
Geese, per lb	0 10	0 11
Ducks, "	0 10	0 11

HONEY.—White clover comb honey is very scarce, in fact it cannot be obtained in anything like quantities. Prices are steady.

White clover comb honey	0 15	0 16
White clover, extracted tins	0 11	0 12
Buckwheat	0 09	0 10

TORONTO.

PROVISIONS—Prices are almost unchanged though demand is very light and deliveries of hogs are large. Packers assert that present prices for hogs will not justify much lower prices for products. Lard is easier.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb		0 15
Medium hams, per lb		0 15
Large hams per lb		0 13
Shoulder hams, per lb		0 11½
Backs, plain, per lb		0 16
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 00	23 00
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "		0 12½
" compounds, per lb		0 09
Plate beef, per 200-lb. bbl	11 00	12 00
Beef, hind quarters	6 50	7 50
" front quarters	5 00	6 00
" choice carcases	6 00	7 25
" common	4 00	5 00
Mutton	0 07	0 08
Lamb	0 10	0 11
Hogs, street lots	8 00	8 50
Veal	0 09	0 10

BUTTER—The market is a little difficult to guage. Dairy receipts are liberal and medium grades are slightly lower, but choice still brings the top price. The market generally is asserted to be firm, but demand temporarily quiet at Toronto because retailers have been getting shipments direct from outside instead of through the usual wholesale channels.

	Per lb.	
Creamery prints	0 27	0 28
" solids, fresh		0 26
Dairy prints, choice	0 24	0 25
" " ordinary		0 22
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 19	0 20

EGGS—Stocks are said to be small and there is talk of a shortage, but prices are lower or rather there is more classification. Stictly new laid are still unobtainable. Fresh selects being 26c and ordinary fresh 23c. It is said there are or were some pickled eggs carried over from last year which were selling at 19c. About the usual number were put away here last spring and summer, but the demand it is asserted has continuued heavy and has eaten into stocks at an unusual rate.

Eggs (strictly new laid)	0 35	0 40
" selects		0 26
" fresh		0 23
" pickled		0 21
" sp'its		0 18

CHEESE.—Prices are unchanged.

	Per lb.	
Cheese, large	0 13¼	0 13½
" " twins	0 13¾	0 14

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb		0 08
" " in comb, per doz		1 50

FOWL—Deliveries have not been heavy but the latter part of the week is expected to produce sufficient for the Christmas trade. The export business has been quiet this fall and there is plenty of fowl in the country. Chickens are a little easier and geese slightly firmer. On the whole there is another better feeling in the market for choiec Christmas stock.

Live Weight.

Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08

Dressed weight.

Old fowl	0 05	0 07
Ducks	0 09	0 10
Young chickens	0 08	0 09
Geese	0 09	0 10
Young turkey	0 12	0 13
Old turkey		0 11

WINNIPEG MARKETS.

BUTTER.—Creamery is held firmly at the advance noted last week and a further advance is not unlikely in view of the heavy holiday demand for the fancy article. We quote :—

Fancy fresh creamery, in 1 lb. bricks		0 32
Choice Manitoba, in 1-lb. bricks	0 26	0 27
Fancy creamery, solids, 56's 28's, 14's		0 26

CHEESE.—Prices are very firmly maintained and advances are expected. We quote :—

Manitoba, large		0 14½
" small		0 14½
Ontario		0 15

LARD—

Tierce basis, per lb.	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	0 17½
Bacon, " " "	0 22½
Backs, " " "	0 17½
Hams, light, 10 to 12 average	0 16½
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 for slicing	0 16
" heavy, skinned 20 to 30 for slicing	0 17
Picnic hams light, choice, 6 to 8	0 13½
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	17½
" " clear bellies 12 to 14	17
Clear backs, b bacon light	16
" b bacon 12 to 14	15½
Spiced rolls, long if in stock	0 17
" short	0 14
Dried beef ham sets	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 13½
" " " boneless backs	0 14½
Shoulders " "	

WIN and HOLD
Your Trade With
Clark's
Canned
Meats.

Perfect in Preparation.

When a Maker Offers You "Backed up by a Guarantee"

Mince Meat

Your duty is clear.

All mince meat is eatable.
But all mince meat is not digestible.

Wagstaffe's FINE OLD ENGLISH MINCE MEAT

is digestible because it is made from a faultless recipe from select fruit and spices and put up in a clean factory.
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WAGSTAFFE'S MINCE MEAT

In Canada, you'll soon be able to say the same.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

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PROVISIONS POULTRY
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This space $15.00 per year.

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ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

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NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

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Liberal advances on consignments.

JAMES METHVEN, SON & CO.
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EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholezale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and va uations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

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TRURO QUALITY BRANDS

Reindeer
(with Milk and Sugar)
Coffee

Ready to Use

A cup of excellent Coffee is prepared by simply adding boiling water.

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Truro Condensed Milk Co., Ltd., Truro, N.S.

THE

Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN,
WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
" " " per ½ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
" hocks, " "			0 05

ST. JOHN, N.B.

PROVISIONS.—Barrel pork held firm at full figures. Beef continues high and scarce. Pure lard is firm and high. Refined compound practically off the market. In fresh meats prices are firmly held. Beef unchanged. Mutton sells at full prices for this market. Lamb held firm. Little veal seen. Pork is high. In poultry, ducks scarce, turkeys lower than usual. Steamers being largely supplied from the West.

Mess pork, per bbl	$22 00	$23 50
Clear pork, "	22 01	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05½	0 06½
Western beef, "	0 07½	0 08½
Mutton, "	0 05½	0 06½
Veal, "	0 07	0 08
Lamb, "	0 08½	0 10
Pork, "	0 09	0 09½
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10	0 10½
" " pails	0 10½	0 11½

BUTTER.—Prices are firmly held at full figures. Fair supplies.

Creamery butter	0 28	0 30
Best dairy butter	0 24	0 28
Good dairy tubs	0 21	0 24

EGGS.—Prices are rather high and no lower figures expected.

Eggs, strictly fresh	0 36	0 40
" fresh	0 23	0 25

CHEESE.—Market hardly as firm. Stocks light.

Cheese, per lb.	0 14½	0 15

THINK TANK BOILED OVER .

(Clareholm Review, Alberta.)

Farmers, merchants, citizens of this grandly fruitful, gloriously youthful Alberta, awake! Rub out the sleepy eyes of indifference and take a clear view of your privileges and opportunities. Take time by the forelock; shake off the coddling hand of the sleepy, arrogant East that would make us think we were still children, and let us be the architects of our own future, knowing that "New occasions teach new duties; time makes ancient things uncouth." And it is certainly behind the age to truckle any longer to the Eastern markets at the prices offered.

Farmers, let us sit up and think.

J. M. Dowdall, grocer, Ottawa, will shortly go into the cooked meat business and devote his whole time to it, giving up groceries.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
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are scientifically made on "the Battle Creek Idea" from the choicest White Winter Wheat and the best quality of Malt.
They retail at ten cents a package.
A good seller.
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with the flour you are handling?
If not, get a shipment of
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and see how pleased your trade will be
For prices and information write to
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Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufaoturers, OWEN SOUND, Canada

THERE ARE THREE CLASSES OF LUNGS
but only one class of Barley in our mill—1st Class
HAVE YOU PRICES?
JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS
Free from Husks. Fresh Made. Reasonable Price.
THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

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WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

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Verret, Stewart & Co., Ltd., Montreal

It's Poor Business Policy

for a Grocer to attempt to reach "Success Haven" without **McIntosh's Big Three.**

People always want good things and—**customers worth obliging always want McIntosh's cereals.**

Send off your order to-day and name the brand you want. They're all steeped in Quality—but the big premium (766) goes with "Beaver Oats."

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IF YOU DON'T SELL SHREDDED WHEAT

You are not in the procession of up-to-date grocers. It is the one recognized staple among the cereals--made of the whole wheat, steam-cooked, shredded and baked. Ready-to-serve, for any meal in any season. Easily digested. Makes red blood and good muscle. Tell your customers to try it for breakfast with hot milk or cream.

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of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

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PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequaled for Bakers' Trade and general Household use.

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We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
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"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

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CEREALS AND CONFECTIONERY

Quiet Grain Markets Everywhere—Millions More in the World's Visible Supply of Wheat—More Barley Coming—Flour Trade Quiet.

Grain markets are quiet everywhere. The flour trade is much less active than it was. The domestic demand is only fair, and the export demand generally speaking, very poor, though some good sales are still reported of established brands, both in England and South Africa, and the world's visible supply of wheat at the beginning of the week was four and a half million bushels more than a year ago, and more than two years ago also. During the week the visible supply in Canada and the States decreased three million bushels, compared with a decrease of four million bushels the corresponding week of last year.

In the States, during the week past, the speculative dealings in wheat have been small, owing to the lack of new features to stimulate trading, and prices have had a slow but downward course, with no apparent change in the market conditions. The foreign markets have reported little, if any, changes, while the advices from Argentine have been favorable, although private cables late in the week reported the weather as unsettled. The trading in general has been wholly professional and is expected to remain so until after the approaching holidays.

Deliveries of barley in Ontario have been larger, and prices are easier.

MONTREAL.

GRAIN.—Corn is three cents lower this week, lots being obtainable at 80c. Demand for this line is almost nil. Other prices are steady.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
No. 3 yellow corn "	0 56
No. 2 peas, basis 78 per cent. points	0 80

FLOUR.—Good local trade is being transacted in flour at prices which show no change.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 50
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS.—The market is steady. Despite indications pointing that way, there was no change in prices last week, and nothing new is anticipated at present.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated "	2 40
Gold dust cornmeal 98 lb bags	1 75
Rolled oats, 90-lb. bags	2 25
" 80-lb. bags	2 00
" bbls.	4 80
Choice boiling peas	1 00 1 10

FEED.—Feed of every description is exceedingly scarce, but otherwise there is nothing new in the market. Prices are unchanged.

Ontario bran	9 50 20 50
Ontario shorts	21 50 22 50
Manitoba shorts	21 50 22 50
" bran	19 00 20 50
Mouillie, milled	24 00
" straight grained	25 00 28 00
Feed flour	1 30 1 35

HAY.—Local dealers are doing very little in hay. It is difficult to obtain deliveries from country points, and conditions generally are not such as to warrant active trade.

Advices from the Old Country report a firm market with indications pointing to further advances. The latest Liverpool quotation is 85s. c.i.f.

No. 1	14 0
" 2	12 50 13 00
Clover mixed	11 00 11 50

TORONTO MARKETS.

GRAIN.—Manitoba wheat has been down a half a cent, but is back at the same figure as a week ago. Ontario wheat is lower, owing to increased deliveries by farmers. For the same reason, barley is easier, 3x being quoted at 48 ½ for export, and No. 2 at 51 for local trade. Oats also are slightly easier.

(F.o.b. Georgian Bay points.		
No. 1 hard	0 82	0 82½
Manitoba wheat, Northern No. 1		0 81
" " " No. 2		0 78
" " " No. 3, nominal		0 76½
Red, " per bushel, 78 per cent. points		0 70
White, " " " "		0 70
Mixed, " " " "		0 69
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "	0 51	0 51
" No. 3x, "	0 49	0 48½
" No. 3, "		0 45
Oats, white "		0 36
" mixed "		0 35

FLOUR.—Prices are steady, but trade is rather quiet. Domestic business is fair for the season, but the general export demand is almost nil, though reports continue to arrive of good demand for established brands.

Pure Manitoba wheat per bbl in sacks	4 00	4 50
85 per cent Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 60
Blended	3 70	3 80

CEREALS.—Business continues good at unchanged prices.

Rolled wheat in boxes, 100 lbs	nominal	2 25
" " 50 lbs	"	1 25
Rolled oats, carlots, per bbl., in bags	"	4 00
" " in wood	"	4 25
" " for broken lots in wood	"	4 50
" " broken lots in bags	"	4 25
Oatmeal, standard and granulated, carlots, on track, per bbl	"	4 55
" " " in bags	"	4 30

NOVA SCOTIA MARKETS

Halifax, N.S., Dec. 18.

The produce markets continue to attract attention, there being a notable shortage of potatoes, butter and eggs. Potatoes have advanced five cents per bushel, and are now quoted at 55 cents It is predicted that before another week passes, they will be sixty cents. Very few of the commission men have stocks on hand, and owing to the lateness of the season, the prospects of the closing of Prince Edward Island navigation, their chances for filling their cellars are very slim. One commission man, who requires an average of 8,000 bushels during the winter, to supply his customers, has only a few hundred bags in his cellar.

There is a very marked scarcity of good fresh eggs, and the market is almost bare. There is a pressing demand for eggs just at present, and there is no supply available. In the green market, eggs have sold as high as fifty cents per dozen, a record price for this market. Jobbers find the greatest difficulty in procuring a sufficient supply of good fresh stock for their customers.

FISH.—The lobster season in Nova Scotia will open this week, and a good business is looked for. Lobsters are very scarce on the American market, and as inquires have already been received from dealers in Boston and other United States cities, it is expected that there will be an unusually good demand. The lobsters are usually shipped alive in crates to Boston, which is the distributing centre. Halifax and Yarmouth, are the points from which shipments are made, they having direct steamship communication with Boston. The foreign fish markets are not very active just at present, though the exports to the West Indies are fairly good. Prices on dry fish are unchanged. There is a good demand for Nova Scotia pickled mackerel in Boston, and nearly all the receipts on that market last week were from this Province. The smelt trade with the United States is also increasing, the Provinces weekly sending hundreds of crates to these markets. Prince Edward is probably the largest exporter of smelts, and good prices are obtained. The movement of goods for the Christmas trade is quite heavy, the only drawback being the condition of the roads in some sections. Prices are well maintained throughout the list, though there is keen competition between several of the large retail cash grocers, and some cutting of prices.

There is very little poultry on the market at present, but the dealers say that there is lots in sight, and that prices will be lower than last year. Turkeys are quoted at 17 to 18 cents, per pound, chickens 12 to 14 cents per pound, geese 15 cents per pound, and ducks from $1 to $1.50 per pair.

The receipts of pork are improving, but the price remains unchanged at 8 to 9 cents by the carcass.

ATTRACTIVE CHRISTMAS CARD.

Joseph Brown & Sons, Montreal, have issued for Christmas a very neatly gotten up card. It is surely a business getter, as it is one of the neatest things in its line which has come to the attention of the Grocer for some time. The front of the card shows a line drawing of a bunch of bananas in gold, the reading matter being printed in green and in brown. The back of the card contains some catchy literature which ought to be very effective.

Let us repeat it

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-lay)

is the richest and purest of all Swiss Milk Chocolates on sale in Canada. The **best** is what you should offer your customers. The **best** holds your trade.

Say you want "Cailler's" when buying Swiss Milk Chocolate.

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

Milk Chocolate

produced in the world, and are using pure Canadian Milk.

Cowan's Cocoa

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The fact that you can find

MOTT'S Chocolate

"Diamond" and "Elite" brands

in every store in Canada is due to the fact that for QUALITY and SATISFACTION in work there is nothing to surpass them.

BUY THEM—EVERY JOBBER SELLS THEM.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

"From golden grain to package form, no human hand touches

CANADA FLAKES

That, Mr. Grocer, is why Canada Flakes is particularly clean.

This automatic machinery also insures a product of unvarying quality.

In crispness of flakes, and flavor, no food compares with Canada Flakes; and the housewives (the buyers) know it.

That is why Canada Flakes is popular and sells so well.

In every **HOUSEHOLD** 25c. size a beautiful china plate or other china tableware is enclosed.

Buy Household Canada Flakes.

A MERRY CHRISTMAS

Our relations with you during the year now drawing to a close have been most happy. There has been mutual satisfaction in our dealings, and while extending to you the compliments of the season, it is our hope that we may long continue to carry on business together

AND

both of us share in the wonderful prosperity of the Dominion.

During 1906 we have striven to give you satisfaction. How we have succeeded you are the best judge.

In 1907 we will earnestly endeavor to give you even greater satisfaction than in the past.

LAPORTE, MARTIN & CIE., LTEE.

Wholesale Grocers
MONTREAL

A HAPPY NEW YEAR

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL
GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Elec tric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE
W. H. DURHAM, Proprietor
RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL
HALIFAX, N.S.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate an Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel or City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation, Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

Known and Loved for SIXTY YEARS

COX'S GELATINE

It is one of the old institutions of all English-speaking lands.
PURITY and STRENGTH are the watch-words of the makers.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills, EDINBURGH

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.

The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

Registered U. S. Pat. Off.

No Chemicals are used in their manufacture.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.
Established 1780.
Dorchester, Mass.
Branch House, 83 St. Peter St., Montreal, Can.

An Auto? No!
Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLÉ'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

If Nicholson's Mince Meat is not on Your Order Sheet Put it on

and this very day despatch the order to us.
You will receive the best supply of the best Mince Meat ever seen within your store.

Know more regarding N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

FLOUR TRADE WITH JAPAN.

Alexander MacLean, Canadian Commercial Agent in Japan, has not lost faith in the possibility of opening up a large market for Canadian flour in the Island Empire of the Orient despite the imposition of a heavy duty compared with the small duty on wheat. He has lately received many enquiries, he says, indicating a doubt as to the future of the flour trade in Japan and continues:

The defence of the duty on flour, put forward in the interest of the government when charged with initiating a protectionist policy, is that in this country flour is subject of taxation for revenue when public necessities are urgent. It is further stated that were wheat an article worth considering for revenue purposes, it would have been brought under the revenue impost with flour. The manager of one of the most extensive purveying firms in Japan, who have not heretofore dealt in flour, has been considering the flour question since the prospect of Canadian flour from the Pacific Coast has opened up with a competing chance. He is now recommending, to a meeting of the managers of the several branch houses, to take up Canadian flour. He would not do this if he thought seriously of the prospect of Japanese grinding. He says that flour milling companies will be formed to some extent, but he does not believe that Japanese millers will be able within many years to make flour nearly equal to the imported article. His further idea is that the more the Japanese interest themselves in flour and wheat, the greater will be the force behind competition and consumption, and the greater the progress that will be made towards the general use of flour.

There is this to be said of the present milling predisposition, that China is more its objective point than Japan. China is a very much larger market, and the sphere of Japanese influence is just now a most attractive field for all sorts of projectors.

BEAN CROP IN KENT.

Good Yield—Farmers Holding Half—Light Demand From Europe.

(By our Special Correspondent.)

The bean season here is just now rather dull. The season started with good deliveries, which were all taken care of. The Northwest took a good lot of beans against the closing of navigatin, but just now things are quiet, pending the selling out of the stock purchased earlier in the season. It is expected that the situation will liven up shortly.

The crop in this county is a little larger than that of last year. The acreage was probably a trifle less, but the beans produced have been of a very high grade, and the proportion of culls is very small. In the northern part of the county the crop was harvested without damage; it was a little damaged in the south. Probably from one-third to one-half the crop is already out of the farmer's hands; the balance is being held. Dairymen and others are seeking culls, and can't get them.

The export demand for Europe and the United Kingdom thus far has been much lighter than was expected in view of reports that the crop there was light. There have been only a few shipments.

The increase in the tariff from 15c to 25c is viewed with favor, though regarded by dealers as not sufficient. It is expected to aid business with the West, the extra duty neutralizing to a slight extent the disadvantage in freight rates.

SCOTCH CALENDAR.

D. McDougall & Company, Glasgow, Scotland, have sent the Grocer two Calendars for 1907. The Calendars which are on heavy finely glazed cardboard, represent in striking colors a picture of the ark resting on the summit of Mt. Ararat. The Royal Standard is floating from the stern, while a happy looking individual is looking out with one of McDougall's clay pipes in his mouth. This is presumably the original clay pipe, and portrays its antiquity.

The Ark is labelled "The McDougall," and the cards are printed for both French and English trade. As a calendar advertisement, it is of a character to remind one pleasantly of the flight of time.

SOAP TRADEMARK.

Action Brought to Preserve That of Baby's Own.

An interesting soap action based upon an alleged infringment of trade marks is now before the Exchequer Court of Canada. It was brought by Albert Soaps Limited, manufacturers of Baby's Own Soap against Drysalters, Limited, makers of Mother's Favorite Soap.

Baby's Own Soap has been on the market since 1879 and the trade mark was registered in 1881. Mother's Own Soap was put on the market last spring. Alberts. Limited, allege that the latter soap is put in a box bearing a label so closely similar to the label on the box of Baby's Own Soap" as to be easily mistaken therefor. It is further stated that "Mother's Favorite Soap" is wrapped in paper not dissimilar from the paper and printing used in connection with Baby's Own Soap" and that the soap itself is similar in form and closely resembles in scent and color "Baby's Own Soap" to such a degree as to deceive and confuse purchasers who may desire the latter brand.

The claim sets out that the acts of defendant in so putting up and placing their soap on the market, are acts of unfair competition and are done with the intention of taking advantage of the reputation of "Baby's Own Soap."

In conclusion, the plaintiff claims "that it should be declared that the defendant is infringing the trademarks of the plaintiff."

"That the acts of the defendant in placing its soap upon the market with the labels at present used and in the manner at present adopted constitute a trade fraud and an infringment of the plaintiff's rights.

It takes more than an ordinary supply of skill and care to produce good (with a capital G) biscuits and to keep up the standard every living day.

Mooney's Imprint on a Biscuit Signifies "Goodness"

are made from the finest ingredients and with the most "seeable" skill and care.

They are sweet and delicious tasting, so in constant demand.

All "get along" grocers adorn their shelves with those trade-guiders—

Perfection Cream Sodas

THE **Mooney Biscuit & Candy Company,** LIMITED.

Stratford, - Canada.

BUSTLING WELLAND.

Welland is doing its full share in the present industrial expansion of Canada. The Plymouth Binder Twine Co., are now ready to operate and are employing four or five hundred hands. The Beatty Foundry Co. have removed to a larger site and will, when their contemplated enlargements are carried out employ an additional three or four hundred men. The Plymouth Co. have built some cottages and are building 50 more.

A Merry Christmas

and

A Happy New Year

'Tis a year since last we had the pleasure of so greeting our many friends and customers, but time has been fleet.

We trust that your business has prospered and grown to larger proportions than ever were reached in the past. May it continue to forge ahead that the end of 1907 may find you even more prosperous than to-day.

We have grown, and our business has increased by leaps and bounds. You have helped us in the past, and we thank you for your patronage. We have many plans for the coming year, which, we trust, will result in mutual satisfaction.

Mayn't we count upon you for the Future?

HUDON, HEBERT & CO., Ltd.

Wholesale Grocers, MONTREAL

"The Most Liberally Managed Firm in Canada."

Wishing you
A
Merry Xmas
and
A Prosperous
New Year.

McWILLIAM
Mc. AND E.
EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK
WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Holiday Trade in Fruit Above the Average—Shortage of Orange Supplies Causes Trouble—Oysters in Good Demand.

The fruit trade is reported by all concerned as exceptionally good. This week's quotations show very few alterations, although great difficulty has been experienced in some lines, especially oranges, in securing supplies to meet the demand. A general car shortage has prevailed for some time past, in both Florida and California. The Southern California orange crop has been slow in maturing, and packing has been considerably hindered by excessive rains, so that growers in that part of the country did not at first worry about cars. Now, however, the shortage seriously affects them, as it is probable that a large part of their best stock will be too late for the holiday trade. Retailers are said to have been ordering heavily for Christmas. Orders for spring delivery, three months or more away, are also being made. As an example, it is stated that a shipment of bitter oranges due in March, has already been sold.

The Christmas rush has not yet affected the vegetable market to any great extent. Practically the only quotations altered are in imported lines.

The fish market is little altered by the approach of Christmas, with the exception of oysters, which are in good demand, but reported somewhat scarce in Quebec.

MONTREAL.

GREEN FRUITS.—Dealers are just about finishing up their Christmas trade, which is reported very good. Oranges have enjoyed excellent sale. Both oranges and lemons have been selling freely since the new tariff arrangements, but the car shortage has resulted in keeping prices firm. Bananas are scarce on the seaboard, and prices locally are firm in consequence. The demand is said to be larger than the supply at present.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos		2 00
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 50
Kumquats, box		0 20
Manderines, box		1 00
Egg plant, doz	2 50	3 00
Apples, bbl	3 50	5 00
New lemons		3 25
Pears, per half box		2 75
Mexican oranges, box		2 65
California oranges, new navels		3 50
Jamaica oranges, per bbl		4 50
Jamaica oranges, per box		2 65
Florida oranges, box	3 00	3 25
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl		8 00
Florida grape fruit, box		4 00
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES.—A good trade has been done in many lines during the past week. Cucumbers, lettuce, beans, celery and other articles are in good demand considering the season. Prices on the whole are about the same as they were last year at this time. Beans are a little cheaper as is also lettuce.

Parsley, per doz. bunches		0 30
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate		2 50
Turnips, bag		0 75
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		0 75
California celery, crate		6 00
Endives, lb		0 20
Spinach, per bbl		5 00
Cucumbers, per doz	1 50	4 00
Celery, per doz	0 25	0 30
Potatoes, per bag		0 90
Jersey sweet potatoes, basket		2 00
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets, bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		5 00
Green beans "		5 00
Mushrooms, lb		1 50
Horseradish, lb		0 15

FISH.—Dealers report active demand for fish. This week has been a particularly good one, there having been three fish days. Prices are very well maintained. Quotations on cod and haddock are lower this week. Tomcods are also cheaper. Lake fish are firm. Cold weather is the cause of a scarcity in bulk oysters, and the figures asked at the source of supply are higher than ever before. Haddies, which are more plentiful, are selling freely. Kippers are scarce. Yarmouth bloaters are now qnoted.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 04½	0 04½
Halibut, " "		0 09
Grass pike, round " "		0 06½
Grass pike, dressed " "		0 07
Market cod " "	0 04	0 04½
Steak cod, " "	0 05	0 05½
Mackerel, large, " "		0 11
Dore, " "		0 09
Whitefish, " "		0 [illegible]
Small sturgeon " "		0 06
B. C. salmon " "	0 03½	0 09
Qual'a salmon, " "	0 07½	0 08
Smelts " "		0 10
New tomcods, bbl		2 00
Sea herrings, large, per 100	1 90	2 00
Smoked fish—		
St. John bloaters, "		1 25
Haddies, in 15-lb boxes, per lb		0 08½
Smoked herring, per lb		0 12
Yarmouth bloaters, box		1 25
Oysters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, per gal		1 70
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Oysters, Malpeques, bbl		9 00
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No. 1 Sea trout, 100 lb kegs		5 50
Labrabor salmon—		
" " in bbls		12 50
" " tierces		18 00
" " in ½ bbls		7 00
No. 1 green cod, in bbls. of 200 lbs		7 00
Small. " " "		5 50
New turbot, bbls 200 lbs		10 00
Pickled sardines " bbl		5 50
" " " h f bbl		3 00

TORONTO.

FRUIT.—Cranberry prices this week show a considerable decline, present quotations ranging from $8.50 to $11.50 per barrel, compared with $10.00 to $12.00 last week. Red bananas are quoted this week at $3.50 per bunch.

Oranges, Jamaicas, per bbl		5 00
" " per box	2 50	2 75
" Florida, 126s-216s		3 00
" Mexican 126s-216s	2 35	2 50
" Tangerines, half box		3 00
" Valencias, 420's and 714's	4 50	5 75
" navels, 96's, 300's	3 00	3 75
Grape fruit, 46's 80's	3 50	3 75

Lemons, Californias, boxes	5 00	5 25
" Messinas, 300's-360's	3 00	3 25
Limes, per crate	....	....
Pineapples, Florida, 30s and 24s	....	5 00
Apples, Snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 00	3 00
Bananas, per bunch	1 75	2 25
Red bananas per bunch	....	3 50
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, $1.50 to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	8 50	11 50
" crate	3 50	4 00
Holly, per case	4 00	4 25
" wreaths, per doz	1 25	1 75
Mistletoe, per lb	....	0 25
Evergreen wreathing, per yard	....	0 02

VEGETABLES. — Canadian lettuce is scarce, and prices are somewhat higher, while the imported variety is considerably cheaper this week. Green onions and California tomatoes are also quoted at lower prices.

Potatoes, Delawares, per bag	0 85	9 00
" Ontario	....	0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 75
" per basket	....	0 50
Onions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag	....	1 10
Cabbage, new Canadian, per bbl	....	1 25
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 30	0 40
Lettuce, Boston, large, per doz. heads	0 90	1 00
Green onions, per doz	....	0 20
Radishes, Canadian round, per doz	....	0 60
Cucumbers, hot house, per doz	....	1 75
Mushrooms, imported, 1-lb. boxes, per lb	....	1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush	....	1 65
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches	....	0 25
Tomatoes, California, per crate	....	2 75
Peppers, per basket	....	....
Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 9 and 10 doz	....	5 00
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40
Artichokes, per bag	1 00	1 25

FISH.—Pike, perch and large and medium herring are no longer quoted. Ciscoes this week are 5 cents per basket dearer, and fresh halibut is raised to 18 cents per pound. Nearly all varieties of fish are now shipped frozen. Lake Superior herring is a new arrival quoted this week.

Fresh halibut	....	0 18
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	....	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 25
Striped bass, per lb	....	0 15
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 09
Oysters, per gal	....	1 90
Labrador herring, per half bbl	....	3 00
" bbl	....	5 50
Frozen Halibut, per lb	....	0 10
Sea herring, per lb	....	0 04½
Pink Salmon, per lb	....	0 09
Red "	....	0 10
Fancy Manitoba white fish, per lb	....	0 12
Smelts, No. 1, per lb	....	0 10
" extra, per lb	....	0 15
Lake Superior herrings, per lb	....	0 04

The F. T. James Company, received this week, two cars of Lake Superior herrings. These fish are caught through the ice, and are frozen right on the spot. They are one of the finest samples seen on this market in some time.

J. H. Jackson, Severn Bridge, who was burned out a few months ago, is now ready to move into a fine new brick store.

FOR SATURDAY AND MONDAY

Express Shipments will be given Special Attention.

Fancy Bananas, Pineapples, Cucumbers, Etc.

Sorting orders for Oranges, Etc. Stocks very complete.

WHITE & CO., Limited
Toronto and Hamilton
Our price list mailed to any address

B. L. O. E. $'s IN EVERY BOX $'s

The Children's "St. Nicholas" is a pleasure giving MYTH—The grocer's "St. Nicholas" is a treasure finding REALITY—for sale at leading wholesalers.

W. B. STRINGER & CO., "The St. Nicholas People"
Wish You the Compliments of the Season.

Wishing You a Happy Christmas

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.
If any rush orders for Oranges or other Fruits call us up

DON'T let your stock run too low on
FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.
We also have car **FANCY BANANAS** this week.
Phone or mail us your orders, we will catch first train
HUGH WALKER & SON GUELPH ONT.

SPECIAL FOR HOLIDAY TRADE

1 Car new crop California Seedless Oranges, and Winter Nells Pears, "STEWART FRUIT CO.'S PACKING.
2 Cars Florida Oranges, Grape Fruit, and Tangerines, "CHASE & CO.'S PACKING."
2 Cars Oranges, Grape Fruit, Tomatoes, Pineapples, Cucumbers, Green Peppers and Egg Plant from the frostless regions of Nassau, the Bahamas.

Our prices are consistent with good quality. Give us your orders.
YOURS VERY TRULY,
MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BANANAS
exclusively the year round.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

W. H. WILSON CO., Limited
HIGH GRADE VINEGARS
CIDER AND EVAPORATED APPLES
TILLSONBURG, CANADA

We Would Like to See
you order our
Pure Apple Cider
We know you can with great ease retail it.
Write for proposition.
The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private
T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.
Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES
Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.
Choice Creamery Butter in Tins, all sizes, ½-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.
CORRESPONDENCE SOLICITED

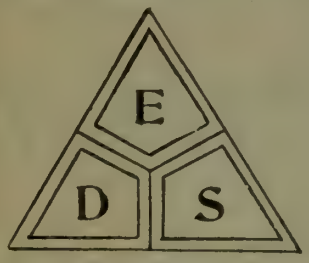
Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the lagest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.

J. V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rª ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &ª
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.



THE GROCER trying to reach the port of success without a good supply of

"E.D.S." BRAND Jams and Jellies

is in about the same position as a mariner trying to cross the Atlantic in an open boat. He may get there—but success is too dear at the price.

"E.D.S." BRAND JAMS AND JELLIES are delicious, pure and wholesome. Particular housekeepers always demand them. Mothers, who know, will have no others.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
Winona, Ont.

INTRODUCTION
TO THE
Canadian Fruit Trade

Gentlemen,
We, mindful of the present prosperity and future greatness of Canada, intend to devote our energies and our 34 years' experience of the world's fruit-markets, to a more thorough exploitation of Canadian requirements.

WE WANT TO SELL
to a FEW good, hustling, well connected, and reliable distributing houses in each market centre.

FRUIT Green & Dried
not ordinary fruit, but
EXTRA SPECIAL QUALITY
such as your customers want, such as sells at sight, and brings repeat orders.

ORANGES, LEMONS, GRAPES, TURKEY FIGS, NUTS, ALMONDS, DATES, MUSCATELS, ETC.
C. and F. prices arranged for car lots.

What we don't know about Fruit, isn't worth knowing. Your inquiries are invited.

FRED^K. FISHER & SONS
St. Magnus House, Monument St.
LONDON, ENGLAND

SHIP TO US
We pay highest market prices for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.
THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED

PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - - "ACADIA"
"ATLANTIC"-"BLUE NOSE"

BRANDS OF

Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS

SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

ATLANTIC FISH COMPANIES, Limited

Head Office: ***LUNENBURG, N.S., Can.***

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

—SCOTIA BRAND—

BONELESS CODFISH

2-lb. Wooden Boxes, 12 to a crate

SCOTIA TABLETS

20-lb. boxes of 1-lb. tablets.

—H. F. CO.—

1-lb. wooden boxes 24 to crate

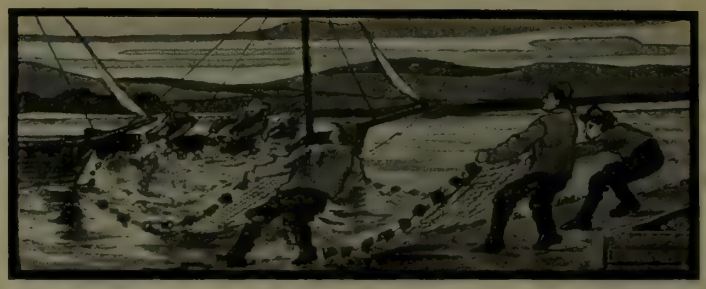
Purest Atlantic Codfish and absolutely boneless

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.



ALL KINDS OF FISH

ready for immediate shipment and at prices that won't interfere with your buying. We're in better shape this season than ever before to discount the market on values and give prompt service.

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

6 Reasons for Buying and Selling

King Oscar Sardines

1 KING OSCAR SARDINES are packed from the choicest fish.

2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.

3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.

4 KING OSCAR SARDINES are boneless and scaleless

5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.

6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

GRAPES AND LEMONS.

Mail advices from Frederick Fisher & Sons, export fruit merchants, London, contain the following regarding the green fruit situation in England:

Almeria Grapes.—The present season will long be remembered as the most disastrous ever experienced by the growers. Although the crop was an enormous one, and the season promised to be one of the best, it has turned out quite the contrary. Shippers and merchants have lost heavily, as very few parcels were of a keeping nature. The season is now finished. In London and Liverpool a few parcels in second-hands are finding their way to the market in straggling lots of a few hundred barrels, but the mere fact of these forced sales proves that their condition is unsatisfactory to the holders. Prices, which it was thought in the earlier stages of the season would be abnormally low, will now finish at extreme rates. With Christmas trade in full swing, it is difficult to find any parcels which give entire satisfaction.

Lemons. — Messina and Palermo growths have practically the whole range on the market to themselves, Malagas being nearly finished. There proves to be a large crop of the Sicilian fruit, in which the quality up to the present has shown a marked improvement over the season of 1905-06. The trees have evidently overcome the results of the disastrous frosts of two years since, and in all probability will better bear this year in consequence. The November-cut fruit is well-known for its valuable keeping properties, and stocks of these could be had throughout this year, and will still be available early in 1907. Advantage should be taken of this particular gathering, as although buyers may have to give slightly enhanced prices for them, yet they will benefit by the advantages in keeping.

The Wee MacGregor Company, has opened another branch for the sale of Scotch oat cakes and Skipper sardines at 1314 Queen Street West, Toronto.

SKIPPER SARDINES

We wish we could take you to the fjord surrounding the little fishing town of Stavenger in Norway, and let you watch the boats come in and see them pour the silvery bushels of tiny fish into the hands of the packers. We would like you to see the care with which they are prepared for **millions** of dainty meals in most of the well-known countries of the world.

SKIPPER SARDINES are carefully **cured the same day as they are brought from the fjord,** and after being spiced by a special process. which gives them that distinctive, enticing, nutty flavor by which **Skipper Sardines** have always been known, they are packed at once in first-grade Olive Oil. This is why the public continues in even greater numbers to **"ASK GENTLY BUT FIRMLY"** for **Skipper Sardines.**

If you would like to learn more about Skipper Sardines send along your name and address and we will forward a tin free of charge, so that the Skipper claim may be investigated.

Sole Canadian Agents

The WEE MacGREEGOR CO.
TORONTO

FISH AND OYSTERS

Fresh Frozen Sea Herring, New Cured Haddies
Choice Yarmouth Bloaters, "Standard" and "Select" Bulk Oysters
Malpeque Oysters in barrels.

ALL KINDS OF FRESH, SALTED, SMOKED AND PREPARED FISH

PRICE LISTS MAILED ON REQUEST

LEONARD BROS., WHOLESALE FISH DEALERS
20, 22, 24 and 26 Youville Square, Montreal

LONG DISTANCE TELEPHONES P. O. BOX 639.

Attach Importance To What Is Important

Cigar selection is an important matter—Important to you, because on the wisdom of your selection depends the earning power of your stock—Important to your friends, because on the wisdom of your recommendation depends the number of times they'll be seen at your store.

Smokers require value consistency, taste evenness in cigars. Pebble and Pharaoh take full marks on these points.

And these very cigars are included in a "500" assortment that I am now offering to the grocery trade on the "three months" basis.

Mail a Postcard calling for particulars

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC
CANADA

T. & B.

Mr. Grocer! Here are a few points you certainly ought to know and remember about ***T. & B.***

T. & B. is the only tobacco she'll allow him to smoke all over the house.

T. & B. is the standard cut plug for particular smokers.

T. & B. sells more than tobacco. Because he tells her to buy those other things where she can get a packet of ***T. & B.***

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

GREAT PRUNE CROP.

A Notable Season—Enormous Demand —Entire Crop Saved.

Prune men in various sections of California are telling big stories about the prune crop of California for 1906. The total crop of prunes this year is estimated at 180,000,000 pounds, the largest since 1900 when the prune output ran up to 200,000,000 pounds says the San Francisco Call. The crop is nearly all out of the hands of the producers sands of dollars on rising prices.

The conditions have been favorable for marketing the California crop to advantage. Excessive rains destroyed half of the Oregon crop, which promised to be a record-breaker at the beginning of the season. The French crop is turning out much less than was estimated early in the season. Another factor in the demand is that there was absolutely no "carry-over" of the crop, for the first time in ten years the previous year's crop having been absorbed by the trade. This created a great demand that required a long time to satisfy.

The Crop to Come.

Still another factor that must be counted in as a market consideration is the uncertainty of the coming crop, as it is seldom that there are two large crops in succession.

Sales at the opening prices were exceedingly heavy. Under constant pressure to sell, lower prices were accepted by some of the smaller packers and the market was gradually forced to a point where one of the biggest volumes of business in the history of the trade was recorded. Nothwithstanding the enormous early demand, there has been a steady trade from all sections. From various sources information is derived that there is almost an absolute clean-up of stocks in the country and packers are carrying much lighter supplies than usual at corresponding dates.

Every Pound Saved.

W. F. Williams, one of the largest prune-growers of the Santa Clara Valley, says that the prune tonnage of Santa Clara will run near to the 120,000,000 pounds, as against 80,000,000, the earlier estimate. Notwithstanding the immense crop, the perfect curing weather during the entire season has enabled the growers to save every pound of their fruit and to turn out a stock of unequalled quality.

NO LOST TIME.

United Factories, Limited, Toronto, have not lost any time since the fire in clearing out all the stock that was damaged by fire or water. The warehouse and offices are now being re,-constructed and they expect to be doing business at the old stand before the year expires. This firm has not missed a single days business and have not in any way been effected by the fire as regards filling their orders, owing to the heavy stocks carried at the Toronto, London and Newmarket factories, and also at the Montreal branch. All orders for Boeckh's brushes and brooms are now being filled promptly from their Clarence St. warehouse, and the Bryan's brushes and Cane's woodenware are being shipped direct from the factory, so that any business entrusted to their care will receive prompt attention.

The company are to be complimented in having such a capable staff who are fully equal to the task which was put upon their shoulders without a moment's notice.

BUTTERFLIES IN DECEMBER.

Santa Claus usually comes heralded into our midst with the sound of tinkling sleigh bells and the patter of horny hoofs of reindeer on the roofs of our homes. This year a report reaches The Grocer from Montreal that the chubby children's friend is sending butterflies as arant couriers, at least the Quebec representative of E. W. Gillett Co., Limited, whose office is in the 5th storey of the Coristine Building, reports that on opening his office window on the morning of December 5th, a large and beautiful butterfly flew into the room. As the thermometer was around the 25 degrees below zero mark the manager came to the conclusion that the Ambassador was out in search of it.

H. A. Northrop, St. John, N.B., was in Montreal last week.

Fire broke out Saturday, in the stables of C. Dignard & Cie, Delorimier Ave., Montreal, the biscuit and confectionery manufacturers, and before it was extinguished nine of the company's horses were burned to death.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN MUNICIPAL LIFE

No. 5

John McQuaker, of the firm of John McQuaker & Co., wholesale and retail grocers, Owen Sound, was born in Grey County on the farm near Walters Falls, in the year 1864, of Scottish parentage. His home training was of the old school Presbyterian type and very naturally he is much attached to and closely identified with almost every department of the work of the Presbyterian Church in Canada.

His education consisted in the training received in an ordinary public school. He followed farming on the homestead until the year 1895, when he entered business life in partnership with Jas. Struthers, in the operation of "Pleasant View" creamery. Three

JOHN McQUAKER,
President Y.M.C.A., Director of the Owen Sound Hotel Co., Limited.

years later he purchased Mr. Struther's interest in the business and carried it on alone until the year 1904, when the enterprise was merged into "The Owen Sound Creamery Co., Limited," of which Mr. McQuaker is still secretary-treasurer and the largest stockholder. This business has an annual turnover of over $90,000.

In December, 1900, Mr. McQuaker, in company with his brother-in-law, Jas. G. Carrie, purchased the stock and business of R. J. Scott, on Poulett St., and organized the firm of Jno. McQuaker & Co. The business, small at the beginning, grew steadily until in 1903 it was found necessary to seek larger quarters and the premises on the west side of Poulett St. were leased and have been occupied since. At this time A. A. Parks, lately in business in Williamsford, came into the partnership. Mr. Parks' long experience in groceries and crockery has proved invaluable and the business still continues to grow. In November of this year the firm purchased the grocery stock of J. L. Joyce, and are now conducting two stores.

At the municipal elections of 1905 Mr. McQuaker was induced to offer himself as a candidate for the Town Council, and although announced only at the last moment, was elected. In January of the present year he was re-elected. This year he is chairman of the Fire and Water Committee, one of the heaviest departments. The waterworks system is owned by the municipality and requires a great deal of supervising attention on the part of the chairman of that committee. His name is being mentioned as a possible candidate for next year, and although he has made no announcement, it is probable he will be again in the field.

In addition to his many business and municipal engagements Mr. McQuaker is identified with a number of other organizations. He is vice-president of the Dairymans' Association of Western Ontario, secretary-treasurer of The North Grey Agricultural Society, a director of The Owen Sound Hotel Co, and a director of The Owen Sound Iron Works Co., Limited, president of the Young Men's Christian Association in Owen Sound, and at the last Provincial Convention in Montreal was appointed president of the convention. He has gained some distinction as a reader of Scottish humor and his services as an entertainer are sought far and near. He always responds gratuituously if it is possible for him to do so. Altogether he is recognized as one of the busiest men in the busy town of Owen Sound.

GROCERS' HOCKEY.

Second Annual Meeting of the League —Officers Elected.

The second annual meeting of the Wholesale Grocers' League was held last week at which the following officers were elected :

Patrons.—H. P. Eckardt, W. A. Warren, F. W. Humphrey, Wm. Ince, T. Kinnear, Sr., F. Dane, W. G. Lumbers, J. F. Eby, C. L. Marshall.

Hon. President.—Col. Jno. T. Davidson.

Hon. Vice-President.—R. S. McIndoe.

President.—W. H. Millman.

Vice-President.—B. R. Brown.

Sec.-Treasurer.—A. S. May, 120 Church Street.

As some of the wholesalers were unable to make a team from their own staff it was decided to group them as follows : Jas. Lumbers with Warren Bros. & Co., Davidson & Hay, with Perkins, Ince & Co., T. Kinnear & Co., with F. W. Humphrey, Brokers.

The different clubs agreed to accept the offer of Varsity Rink and will practice every night excepting Saturdays from 9 to 10.

The teams are very evenly matched this year and there should be some very interesting games. It is up to one of the other clubs to win the handsome Tillson Trophy which has been won by the Brokers the last two years.

The Brokers will be strengthened this year by the return of their old point player P. F. Millman, who put on about thirty pounds while out West. They will also have most of last year's team.

The following schedule was drawn up :

Jan. 8—Brokers at Davidson & Hay.
11—Kinnear at Lumbers & Co.
14—Lumbers at Brokers.
15—Kinnear at Davidson & Hay.
21—Brokers at Kinnears.
25—Davidson & Hay at Lumbers & Co.
30—Lumbers & Co. at Kinnears.
31—Davidson & Hay at Brokers.

Feb. 4—Davidson & Hay at Kinnears.
8—Brokers at Lumbers.
11—Kinnears at Brokers.
12—Lumbers at Davidson & Hay.

MADE HER LAUGH.

There was a worried look on the grocer's face as he rushed hatless down the street, ran up the steps of Acacia Villa, and gave a nervous tug at the bell-pull.

"I—I'm sorry to say there's been a slight mistake, Mrs. Grubble," he panted, as he wiped the perspiration from his forehead with the frayed edge of his apron. "You ordered two pounds of oatmeal yesterday, and by mistake my apprentice put up some sawdust that our grapes came packed in."

"Oh!" replied the lady. "Then I reckon my 'usban must 'ave got through about arf a pound o' wood for breakfus'."

"You don't mean to say that he ate it ?" gasped the man in the apron.

"Course 'e did," was the reply.

Then the lady leaned back on the door-post, and for three minutes indulged in a laugh that brought all her neighbors to the scene.

"Well, that's right down funny," she observed, at length.

"Funny ?" queried the grocer.

"Yes, funny. 'Ere we've been married thirteen year come the fourth o' December and George 'as never paid me a compliment till this mornin' at breakfus', when blest if 'e didn't pass up 'is plate for another go o' that sawdust, and told me it reminded 'im o' the porridge 'is mother used to make."—Tit-Bits.

CONDENSED MILK SCARCE.

Retail grocers in the Unites States are complaining loudly of their inability to secure an adequate supply of condensed milk. It appears that the excessive drouth for the past season and the extra demand for fluid milk, which has been unprecedented during the past few months, have caused a shortage in the supply.

This condition exists in all sections of the country. The Borden Company, according to an interview fully realizes the situation and is making every effort to remedy it. It is simply a question of supply, it was said, upon which the demands have been extraordinary and have no connection with the combine rumors which have been going the rounds.

The Borden company denies that it has raised prices arbitrarily.

This Does Concern You!

Mr. Advertiser! Here's a little problem for you :—If General Nogi had sent a battalion against Port Arthur one week, half a battalion the next, a troop of cavalry the week after that, how long do you suppose the Russians would have held the Gibraltar of the Far East?

"The Japanese would never have entered Port Arthur that way," you reply, without hesitancy, because you are perfectly sure about it. So are we. No force on earth, within the walls of Port Arthur, could have held out much longer than the Russians did. The besieging army was gradually strengthened to an **irresistible force,** and then the Japs closed in with a tread as inexorable as fate.

What's Your Objective?

The best business in **your** line. You might not put it just that way; but that's exactly what you are after. You have your own ideas about advertising. Some business men consider advertising a nuisance—others look upon it as a necessary evil—**but all business men know that it pays.**

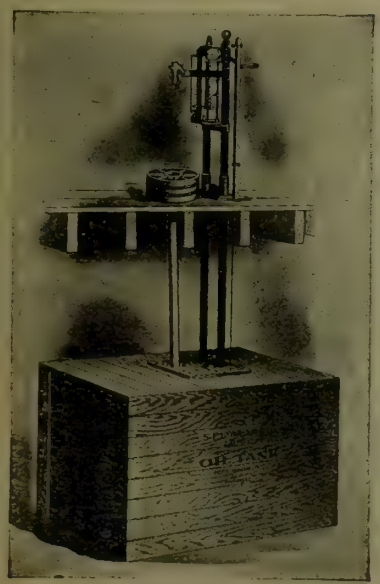
Your objective is a progressive, prosperous business. Has your advertising reached the irresistible point? Emergencies call for increased space occasionally. Success calls for cool, deliberate, decisive advertising **all** the time. Because when your objective is gained you must hold the fort against the brainiest and most energetic men in your business. Ignore all schemes. There isn't one good business-making scheme in a hundred. Go after trade in an approved way. Keep on advertising in the MacLean Trade Papers. Others owe a large measure of their success and their present impregnable position in the business world to us. Why not you?

¶ Manufacturers and wholesalers may have our advice regarding any business crisis, or advertising campaign, absolutely free. Write our Advertising Department regarding **that** matter. Do it to-day!

N.B.—Our advice places you under no obligation.

The Advg. Dept. ***The MacLean Publishing Company, Limited***

An Oil Tank that Costs You Nothing



CUT No. 1
CELLAR OUTFIT
ONE OF FIFTY STYLES

A Bowser Perfect Self-Measuring Oil Tank will save you money every day it is in your store. It is not long before it has saved all you paid for it—in other words repaid the purchase price.

Consequently, the money you send us for the tank is really a loan which the tank itself repays over and over again.

Catalogue B describes a complete line. Send for it.

S. F. BOWSER & CO., Inc.

Mfgrs. Kerosene and Gasoline Tanks **66-68 Fraser Ave., TORONTO, CAN.**

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

A GOOD COUNTER FOR SALE

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet, 2 inches wide; 3 feet deep; 15 feet long.

THE MACLEAN PUBLISHING CO., Limited
10 FRONT ST. EAST, TORONTO

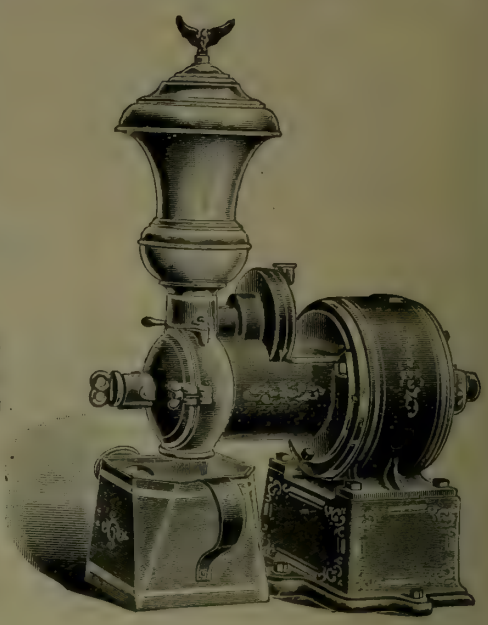
Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

ENTERPRISE

Electrically Driven Coffee Mill



The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

YOU sell more Matches during the winter months than in Summer—

Did you ever think of this?
If you sell **more**, why not sell **more** of the Best?

Our Matches

show you a better profit than any other kind made in Canada. That should be a strong reason why you should write for our catalogue and price list. —Try it!

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P. Q.

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

No. 65

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 lbs. per minute.
Pulverizing ¼ lb. per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

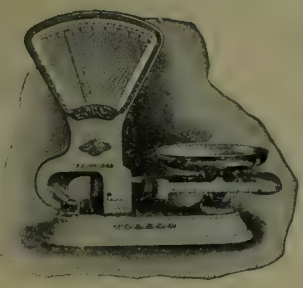
A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Don't Throw Money Away

You wouldn't intentionally; but lots of men do that thing very thoughtlessly. If your time and your clerks' time is of no value to you don't bother installing our

Counter Check Book

If you're after the dollars, better drop us a post-card ordering at once. **Now's** the best time to write.

The Carter-Crume Company, Limited
Toronto and Montreal

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A WELL-EQUIPPED STORE

A Western Grocery

WILL ASSIST TOWARDS BUILDING UP A STRONG BUSINESS AND FACILITATE THE HANDLING OF IT.

"WALKER BIN" FIXTURES

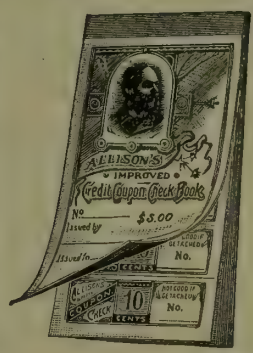
PROVIDE AN IDEAL EQUIPMENT FOR THE GROCERY.

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representative:

MANITOBA: Stuart Watson & Co., Winnipeg. SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask



The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern **Allison Coupon System**

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Litimed, - TORONTO, ONT.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

BUY COBALT MINING SHARES?

If you are a grocer, no—short roads to wealth are beset with pitfalls, the chances are a thousand to one you get nothing for your money. When you buy

Maconochie's Pickles

Sauces, Marmalades or Herrings, you are certain to get your money back with a handsome profit added. You satisfy your most exacting customers and your business prospers.

Our exports to Canada, from May to November 1906, included over 50,000 dozen of pickles and sauces, every bottle of which carried conviction to a consumer that better quality is not to be had at any price, even twice the price, and incidentally convinced the grocer that the name Maconochie on the label insures satisfaction, sale, and a sure profit.

With your next order include a case of

"Panyan Sauce"

it's something new, something good and profitable.

Maconochie Bros., Limited
London, -- England

AGENTS FOR

Ontario, Quebec and N.W.T.	MacLaren Imperial Cheese Co., Limited, Toronto, Ont.
United States	MacLaren Imperial Cheese Co., Limited, Detroit, Mich.
British Columbia	Martin & Robertson - - - Vancouver, B.C.
New Brunswick	J. Hunter White, - - - - St. John, N.B.
Nova Scotia	Seeton & Mitchell, - - - Halifax, N. S.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 20, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 85
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 [illegible]
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15
Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.	
Reckitt's Zebra paste, ½-gro. boxes, per gross	$10.20

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's	$2 85
Canada Flakes "Household" 24/25 s	5 00
5-case lots	4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	Per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 43
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" " ¼'s, " "	4 50
" " 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 44 doz. to case, per doz.	$ .90
1 " " 4 " " "	2.40
½ " " 2 " " "	4.75
¼ " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½'s	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ¼, ½, 1 and 5-lb tins	0 43
German sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ½-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	40c.

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	28c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins.	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powd

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

Every Package is Just Right

We never try to cheapen our cost of production by using inferior materials. We use only the best quality in our manufacture, but we reduce the cost of production by special labor-saving machines and enormous facilities. We offer the best stove polish that money and brains can produce and we know **IT IS RIGHT** when we send it out. Then you have our guarantee. You please a customer every time you sell a cake of our **RISING SUN** Stove Polish or a tin of our **SUN PASTE** Stove Polish.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

The Quality of

Borden's Brands

is what every manufacturer has tried to follow—**Reason:**

They have been pronounced by the highest dietetic authorities Purest, Best and Most Nourishing Milk Products

"Eagle" brand **Condensed Milk**

"Peerless" brand **Evaporated Cream**

UNSWEETENED

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

To our many Friends and Patrons—

We wish to extend the season's greeting, wishing you a Happy and Prosperous New Year, and that your increase of business during 1907 will result in a corresponding increase of your esteemed patronage.

With best wishes we remain,
Yours very truly,
Wm. Braid & Co.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books	3 cents each
5 00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	" 0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case	per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	" 0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09¾
Tubs, 60 lbs	0 09¾
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10¾
" 10-lb. "	0 10¾
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" " 100 sticks	0 [illegible]
Dulce large cent sticks, 100 in box	..

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., -lb. tins	per doz. $1 40
" ½-lb. tins	" 2 50
1-lb. tins	" 5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	" 0 25
F. D., ½-lb. tins	per doz. 0 85
" ¼-lb. tins	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins	per lb. $0 35
¼-lb. tins	" 0 35
1-lb. tins	" 0 32½
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35
Old Crow," 12-lb. boxes—	
½-lb. tins	per lb. 25
¼-lb. tins	" 0 23
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" 0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. $1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Golden shred marmalade, 2 doz. case,	per doz. 1 75

Sauces.

Worcestershire, Holbrook's, small,	per doz. $2 15
Worcestershire, Holbrook's, large,	per doz. 3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

XMAS

The sweet bells usher in the Day,
The day of all most dear,
Kind thoughts our finer feelings sway,
And bring our homes good cheer.

There will be rejoicing. The "good things of life" will be employed to emphasize the sentiment of Good Will. And one of the things to add to the enjoyment of life in this connection is found in

Wood's Coffees

Is your supply adequate to the occasion ?

CANADIAN FACTORY and SALESROOM :
No. 428 St. Paul Street - - MONTREAL,

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs	0 05½
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 3-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

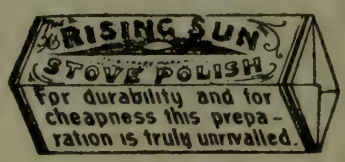
Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

No. 1, London—	Per lb.
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1lb. gross weight	9½c

Stove Polish.



	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	2 35
20 " ¼ " "	2 25

(10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's	0 44	0 60

LUDELLA CEYLON, 1's AND ½'s PKGS.

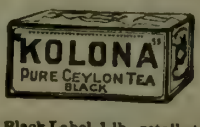
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " ½ lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



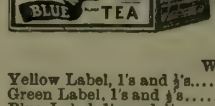
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

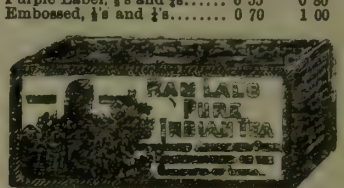
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼s	0 36	0 50
Gold " 1's, ½'s, ¼s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb.	$0 35	
" " 60 ½-lb.	0 35	
" " 30 1-lb.		
" " 120 ½-lb.	0 36	

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ⅛, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ⅛ and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ⅛, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ⅛, ¼s and 1s, 50-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. O. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case	1 10

IT'S VERY GOOD

BATGER'S

STRAWBERRY JAM

Is made from the finest **Kent** Strawberries, great care being taken to keep the **Fruit Whole.**

The result is a jam that not only looks well and sells fast, but is really **delicious.**

Put up in a very attractive new style square jar. 4 dozen to a case. Well packed ; no breakage.

Order a case of your Jobber, or

ROSE & LAFLAMME, - - Montreal

1/2

ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

A Merry Christmas
and
A Happy New Year

To all our friends in the trade we extend the compliments of the season.

We trust that 1906 has been a satisfactory year to you, and that the coming one may be even more so.

Did You Know

that we have just received a special lot of Cleaned Currants in half cases ? These are just what you are looking for, the finest goods obtainable.

Order early before the supply is exhausted. The market is bare and this shipment will not last long.

Prices on application.

C. A. Chouillou & Co.

14 PLACE ROYALE

MONTREAL

Now is the Time

TO

place your orders for next season's supply of cans.

Do not wait until we are filled up and cannot guarantee delivery.

A little foresight now will mean money saved for you when the packing season comes on.

OUR CANS STAND THE TEST

Acme Can Works

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Turner, James & Co., Hamilton, Ont.

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Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

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Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
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Tuckett, Geo. E., & Son Co., Hamilton.

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Cocoas and Chocolates.
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Benedict, F. L., & Co., Montreal.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

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Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

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Dawson Commission Co., Toronto.
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MacLaren Imperial Cheese Co., Toronto
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Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
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Atlantic Fish Co., Lunenburg, N.S.
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Connors Bros., Black's Harbor, N.B.
Halifax Fish Co., Halifax.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, T. F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGreegor & Co, Toronto.

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Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

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Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
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Dawson Commission Co,, Toronto.
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Gillard, W. H., & Co., Hamilton. Ont.
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McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Canadian Shredded Wheat Co., Niagara Falls Centre, Ont.
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Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J., Co., Ltd., Bowmanville, Ont
McIntosh, P., & Son Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co, Peterboro', Ont.
Stevens & Miller, Montreal.
Tanguay, Alf. T., & Co., Quebec.
Taylor, T. H., Co., Ltd., Chatham.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Sherbrooke, Que.
Chouillou, C. A., & Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto

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Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Ma tell-Stewart Co, Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

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Batger's—Rose & Laflamme, Montreal.
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Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton
Wagstaffe Limited, Hamilton, Ont.

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Adamson, J. T., Montreal.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
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Ryan, Wm., Co., Toronto.
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Stevens & Miller Montreal.
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Thomas J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Watson, Stuart, Winnipeg, Man.

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Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
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Wethey J. H., St. Catharines.

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Crain, Rolla L, Co, Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

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Queen City Oil Co., Toronto.

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Crown Mfg. Co., Toronto.
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Lytle, T. A., Co., Toronto.
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Sutton, G. F., Sons & Coondon, Eng.

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Oakey, John, & Sons, London, Eng.

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James' Dome, W. G. A. Lambe & Co Toronto.
Morse Bros., Canton, Mass.

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Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

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Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence StarchCo., Port Credit.

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International Stock Food Co., Toronto

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Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co, Wallaceburg

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Balfour, Smye & Co, Hamilton.
Braid, Wm., & Co., Vancouver, B.C
Ceylon Tea Traders' Ass'n.
Codville-Georgson Co., Winnipeg
Crown Mfg Co., Toronto
Ewing, S. H., & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co, Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.

Woodenware.
Cumming Mfg. Co., Ltd., Pembroke, Ont.
Woods, Walter, & Co., Hamilton.
United Factories Ltd, Toronto.

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.

Yeast.
Gillett, E. W., Co., Toronto.

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It's not only because it sells better than any other Baking Soda, and because it is the Best Baking Soda, but also because it

Saves you time, trouble and worry, that

DWIGHT'S
BAKING SODA

"Cow Brand" Baking Soda

should be preferred by every grocer in Canada.

Where there is a grocery store there you will find "Cow Brand" Baking Soda.

CHURCH & DWIGHT, Limited
Manufacturers
MONTREAL

"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

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JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

Our travellers are starting out immediately after the New Year with better lines than ever.

We ask you to reserve your orders until you have had an opportunity of inspecting our line.

With best wishes for

A Merry Christmas

AND

A Happy New Year

GOWANS, KENT & CO.,

16 Front Street East, LIMITED

TORONTO

"ONE TRY SATISFIES"

DO YOU SELL

Wethey's Condensed Mince Meat?

(In Cartons)

IT IS BETTER THAN EVER.

TRY IT.

3 doz. in a case.

SOLD BY ALL JOBBERS.

EMPIRE BRAND

GOOD LUCK TO ALL

HAPPINESS,

PROSPERITY

AND

A MERRY CHRISTMAS

Lucas, Steele & Bristol

HAMILTON, ONT.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XX. MONTREAL, TORONTO, WINNIPEG, DECEMBER 28, 1906. NO. 52.

"IT'S JUST LIKE THIS,"

A prominent grocer remarked the other day—

"When I found after trying various other brands of laundry Blue "that my best and most particular customers insisted upon getting

Keen's Oxford Blue

"I always sent out this brand,—They do not insist anymore,— "they are satisfied"

Are **your** customers satisfied?—

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

The passing year leaves no regrets to buyers of

Benson's [illegible]repared" Corn,
Edwardsburg Starches, and
"Crown" brand Corn Syrup

The year **1907** will be a profitable one to them, and all those who will buy CANADA'S Standards.

With the Season's Compliments.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P.Q.

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by Warrante Royale

Established
in ye yeare 1706

Crosse and Blackwell

Ye Olde Sauce & Pickle House.

All Goods stampd with ye Names.

Soho Square, London.

C. & B. PICKLES

C. & B. SAUCES

C. & B. JAMS

C. & B. PRESERVED PROVISIONS

Agents—

C. E. COLSON & SON,

MONTREAL

Instant Powdered

"THE SAME OLD PRICE"

—BUT—

Each package will make ***TWO QUARTS*** of rich ***Gelatine***

FREE

We will send one of
COX'S POSTAL SCALES
(weighs up to 2 lbs.) to all who write us before the 1st January, 1907, also a Cook Book.

It dissolves ***instantly*** in hot water.

The Standard Gelatine of the World

ARTHUR P. TIPPET & CO.,
General Agents

Montreal and
Toronto

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Manufacturers' Agents and Commission Brokers.
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Domestic and Foreign Agencies solicited.
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THE MOOSE JAW FRUIT & PRODUCE CO.
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Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
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P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

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EVAPORATED APPLES
CANNED GOODS
W. H. MILLMAN & SONS
Brokers
TORONTO

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WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
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STUART WATSON & CO.
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BROKER and WAREHOUSEMAN
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WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
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Highest references and financial responsibility.

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WINNIPEG, MAN.
Wholesale Brokers and Storage Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

(Continued on page 4.)

STOCK-TAKING TIME—

Now is the time most merchants are taking stock which brings to light certain lines of stock that, somehow or other, have been lost sight of. We are busy now taking inventory and next week our travellers will again be on the road with specials that will interest you.

Don't forget the money-makers——

"GOLD MEDAL" COFFEE

—AND—

"KOLONA" Ceylon TEA

represent the best values of those respective lines in the trade.

If you are interested in increasing your profits for the coming year you'll do well to write us or see our travellers.

The EBY, BLAIN CO., Limited

SOLE WHOLESALE AGENTS TORONTO

IF our Sales for this past year had not surpassed our fondest hopes, we should not feel quite so justified in continuing to bring before your notice that

BLUE RIBBON

TEAS are RIGHT
Prices are Right
Profits are Right

Wishing you the same success for this coming New Year.

THE BLUE RIBBON TEA CO., Limited

12 Front Street East, TORONTO

Manufacturers' Agents—Continued.

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Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

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ESTABLISHED 1897

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Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

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1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
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This design a guarantee of quality.

CANADA PAPER CO., LIMITED.

"Headquarters for high grade Fibre and Manilla Papers"

Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

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The Canadian Grocer wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

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THE CANADIAN GROCER,

511 Union Bank Building, Winnipeg, Man.

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Manufacturers' Agents and Wholesale Commission Merchants

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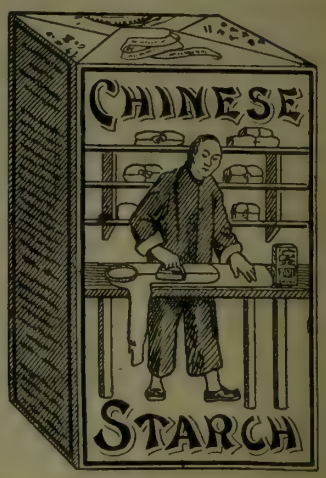

Compliments of the Season

TO ALL USERS OF

CHINESE STARCH

OCEAN MILLS, MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

VICTORY

DINNER RELISH

is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT IN YOUR NEXT ORDER.

G. F. SUTTON, SONS & CO.

King's Cross

LONDON, ENGLAND

CANADIAN AGENTS:

MACLURE & LANGLEY, Ltd

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Aylmer Boneless Poultry

Every tin GUARANTEED to contain only the tender flesh of the fowl with bone removed.

Packed at Aylmer, Ontario, from fowls raised and fattened by the farmers of Elgin especially for the Aylmer factory.

A tin of **Aylmer Poultry** should be in every home for emergencies.

Aylmer Boneless Chicken is especially desirable for chicken salads.

No waste, **no** dirty kitchens, **no** tough meat. **Ready for immediate use.**

Aylmer Boneless Poultry is packed in bevel tins with key opening attachment.

For sale by **all** the **leading** Wholesale Grocers of Canada.

Our Tomato Catsup is not a by-product. It is not made from seeds, skins, cores, and unripe fruit. Nothing but the finest, ripest, juiciest tomatoes, seeded and peeled by machinery, are good enough for it.

In most places where tomato canning is done the waste matter is made into catsup. No matter how skillfully this is spiced and prepared it will never have the appearance or taste of tomato catsup made from the best of the fruit, any more than bread would if you made it from bran.

Granulated white sugar, pure blended spice, and vinegar made in our own factory are the only other ingredients beside the fresh pulp, everything is the best of its kind.

Our catsup has everything the most exacting customer could desire, wholesomeness, purity and taste and the bright, fresh, clean appearance of the package makes it one of the readiest sellers you could put on your shelves.

Packed in cases of two doz., $1.00 per doz. F.O.B. Montreal.

The OZO CO., Limited

MONTREAL

Plain Logical Bald Facts

BLACK OR GREEN

Doesn't it appeal to you that a firm accomplishing what "SALADA" has, should be a pretty safe proposition for you to ally your interests with.

It's not a matter of vain boasting of something that we "hope" to do in the future, but of "accomplished fact"

There's not a dealer in existence that ever regretted for five minutes the use of "SALADA" as a leader, as the reward has been Fast and Sure.

Remember—the cost to you of substitutes is about the same as this high-class successful brand.

WHICH WILL YOU PUSH ?

Annual Sale in excess of 15,000,000 Packets

Away back in the year **1852** the manufacture of **"GILLETT'S GOODS"** was begun, in a small way to be sure, but with the determination to manufacture only pure and wholesome food-products. ¶ Grocers everywhere know that this is still maintained in

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Etc.

E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

☞ **Merchants should recommend food-products that are produced in clean factories.**

PLACE STERLING BRAND PICKLES

first on your list for 1907 sorting orders. They merit it. Consumers and Merchants both say so.

Made in Canada by—

The T. A. LYTLE CO.
Limited

124-128 Richmond St. W.

TORONTO, - CANADA

E. NICHOLSON. D. H. BAIN.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS.

Winnipeg, December 28, 1906.

Open Letter to Manufacturers and Shippers

Dear Sirs,—Have you realized the progress of the **Great West** in 1906. Look at the record for **Manitoba, Saskatchewan and Alberta** crop yield of the three provinces for 1906.

Wheat	**4,495,000**	**acres**	**yield**	**87,203,000**	**bushels**
Oats	**1,838,000**	"	"	**75,725,600**	"
Barley	**546,000**	"	"	**16,980,600**	"
Flax	**55,660**	"	"	**690,184**	"
Grand Total				**180,599,384**	"

Population of the three provinces in 1906:

Manitoba	**360,000**
Alberta	**185,000**
Saskatchewan	**260,000**
Grand Total	**805,000**

These 805,000 people will have over $100,000,000 to spend from proceeds of 1906 crop, are you reaching out for some of this **money.** Our business is purely commission, we sell for the **Wholesale Grocery trade, from the Lake Front to the Rockies.** Our selling organization is complete, we cover thoroughly the **Great West.** If you are not represented in this territory we can take care of your account. Write us for particulars. **Warehouses at Winnipeg and Calgary.**

ROLLED OATS and MILL FEED: We quote Buffalo Brand delivered to any point in the world. Write or wire us for prices and samples.

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

WINNIPEG and CALGARY

Established 1882.

CRYSTAL SUGAR

SECOND TO NONE IN

PURITY
UNIFORMITY AND
BRIGHTNESS

We guarantee every pound and CAN SAVE you money.
Write for our proposition. Mail orders a specialty.

The WALLACEBURG SUGAR CO., Ltd.
WALLACEBURG, ONT.
Western Agents, MASON & HICKEY, Winnipeg

Wholesalers. Grocers.

Consignments of

WALNUTS
ALMONDS
FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS

QUEBEC Montreal OTTAWA

A Prosperous New Year to All

FROM

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A "Friendly" Profit

The profit you make in selling pure, white, dry, crystaline Windsor Salt is a "friendly" one indeed. It's like getting a note discounted at the bank—you're glad and willing enough to pay the interest for the sake of having the money in hand. That's the way the customer feels about it when buying your Windsor Salt.

It's a real "friendly" profit—no one begrudges your making it, because you deliver the goods that knows no competitor. When you sell Windsor Salt you sell quality that is above suspicion.

Windsor Salt

The Canadian Salt Co, Limited

Windsor, Ont.

FOR 57 YEARS

WHITE, COTTELL'S VINEGAR

has held a place in the front line of English-made vinegars.

Its Delicate Malt Flavor, its pleasant pungency, its perfect quality, are always maintained, and it gives satisfaction in all cases.

See that it is in **your** stock.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

Selected Raisins

Rowley's Finest *Now in Store*

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

You may argue until language is exhausted —the fact still stands forth that for absolute purity, fragrance and healthfulness

Japan Teas

are the perfection of nature's gifts to man.

Try to convince yourself of this by a trial test— your tea-drinking customers will thank you.

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. - EDINBURGH

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

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GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
JOSEPH CARMAN, - - -	WINNIPEG

VALENCIA RAISINS
That Please

When placing your next order ask for these Reliable Brands.

"M.D. & Co." Special Fancy Quality.

"W. Abel" Standard Quality.

4 Cr. Layers.
Selected.
Fine off-Stalk.

They Sell at Sight

Rose & Laflamme

Montreal - Toronto

The Fresh Fruits are carefully selected Their delicious flavor appeals to everybody

You should have them in stock.

Agents

ROSE & LAFLAMME, - - MONTREAL

THE Strongest Proof

of our motto **"QUALITY COUNTS"** is evidenced by the enormous increase in our business this year. We have consistently tried to make **WHITE SWAN** Spices, Coffees, Cereals, Cocoanut the **very best** of their kind, and it is gratifying indeed to see that our friends all over Canada are appreciating our efforts in thus keeping the standard high.

For this bumper year we thank you, and desire to extend our heartiest good wishes to all for the **very best of good things** at this joyous season.

THE ROBERT GREIG COMPANY, Limited
TORONTO

GREIG'S White Swan BRAND

Improved Trojan Strapping

For Binding Cases on Individual Hangers
Useful in the Shipping Room.

J. N. WARMINTON

45 Scott St., Toronto, Ont.
207 St. James St., Montreal.

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ Gross Cases

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb Tubs
½-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

CROWN BRAND CATSUP

In Pints and Quarts

GUARANTEED FINEST IN CANADA

Write for quotations before purchasing elsewhere

CROWN MANUFACTURING COMPANY, LIMITED
9 and 11 Francis Street, TORONTO, ONT.

Diamond E. Blend Coffee

DON'T STAY IN THE RUT
IMPROVE YOUR COFEE TRADE

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders—You cannot make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"**Diamond E.**" will put **new life** into your **Coffee trade—Try it**—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

Settled in Camp.

Possess yourself of a stock of

'CAMP' COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents: **ROSE & LAFLAMME MONTREAL.**

Royal Crown Witch-Hazel Toilet Soap is a Skin Food, Too

It quickly becomes a favorite especially with women—for it heals, feeds and whitens the skin as well as cleanses it. It's a soap you don't need to push—it sells itself on merit—and we create the demand in the first place by widespread advertising.

The ROYAL CROWN Limited.
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

24

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Tartan BRAND

SIGN OF PURITY

WISHING YOU

Compliments of Season

HEALTH, WEALTH AND PROSPERITY

Long Distance Order Phone 596

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

EVERY merchant knows that **Matches** are made to burn.

Not every match gives the proper satisfaction in this respect.

Our Matches

always give "burning satisfaction." this means profit to you in selling them.

Write for price list. Our freight proposition will interest you.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P. Q.

W. H. MERRIMAN

WHOLESALE GROCER

ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

I wish to announce that from this date on I will be the wholesale distributor of the celebrated ***International Stock Food Co.'s lines*** in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full particulars. Thanking you for past favors,

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

$ Are you in business to make money? $

Write to ***W. H. MERRIMAN, ST. CATHARINES,*** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02¼, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to ***W. H. MERRIMAN*** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

Currants
Currants
Currants

GREECE'S FINEST PRODUCTIONS:

HAYCASTLE, OLYMPIC, PARADISE, MINERVA, ATHENA

OUR SPECIALTY is CURRANTS. The best growers in Greece—from the best districts in Greece—supply us. Our goods are about ¼c. per pound higher in price, and one cent per pound better in quality—but it pays to buy QUALITY. Poor currants are always dear—ever think of it? Our travellers will tell you. We are the largest dealers in currants in Canada.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers *Importers of Fine Fruits*

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

A Bright and Prosperous New Year

to "all sorts and conditions of men." Some will be happy others only prosperous; **but** all Grocers may be both.

Feature our soap during every business day of 1907. You'll please the ladies and build up a paying business by doing so. Success lies that way.

The Guelph Soap Co.

GUELPH, Ont.

Hamilton, Dec. 28th. 1906

TO OUR PATRONS:

At the close of the year, we feel it opportune to take this means of thanking you for the business with which you have kindly favored us; and to hope that you will find the year to have been unusually profitable.

Hoping that you will have "A Very Prosperous and Happy New Year."

We are, yours truly,

JAMES TURNER & CO. LIMITED

HAMILTON

PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES and SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - - ST. JOHN, N.B.
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.
BICKLE & GREENING. - - - HAMILTON, ONT.
J. CARMAN - 722 Union Bank, - WINNIPEG MAN.
C.E JARVIS, & Co., - - - VANCOUVER, B.C.

WILLIAM GALBRAITH & SON

WHOLESALE GROCERS

Valencia Raisins, Trenors "Blue Eagle"

Finest Selected and Four Crown Layers.

Also

Two, three and four Crown Calfornias and Seeded in Packages.

All at rock bottom prices. Write for quotations.

William Galbraith & Son, - - 68 McGill St., Montreal

DOMINION TRAVELLERS' BANQUET

Important Announcements by Dominion and Provincial Parliamentarians—Quebec Travelers' Tax to go—Discrimination in Favor of British Literature—Shilling Cable.

Just once a year do the members of the Dominion Commercial Travellers' Association stay up overly late on pleasure bent, and this is upon the occasion of their annual banquet which takes place each year about Christmas time.

The Montreal Association held their gathering on the night of December 20th at the fine old Windsor Hostelry. Nearly 300 sat down. Contrary to the stereotyped plan of long rows of tables for all, there was only one long table, this for the guests of honor, whilst the rank and file sat about the spacious dining room in social groups of half dozens, each with a table to themselves.

Commercial travellers are noted for their good digestions but it is safe to say that even this was taxed to its utmost before the dozen or so courses, which composed the excellent menu, were carefully tucked away.

The gathering was particularly fortunate in the presence of several distinguished speakers including Hon. Rudolph Lemieux, Post Master General; Hon. Lomer Gouin, Premier of Quebec; F. D. Monk, M.P.; Hon. P. E. Leblanc; F. H. Matthewson, President of the Board of Trade; J. H. Ashdown, Mayor of Winnipeg; Alderman Robinson, and others, so that the feast was both physical and intellectual. Short speeches were the rule of the evening and interspersed with some good vocal and instrumental music the whole contributed to a delightful programme.

E. D. Marceau, the new President-Elect of the association made a model chairman and he was ably assisted in the vice chairs by J. Paterson, Vice-President, R. C. Wilkins, Treasurer, and W. J. Egan.

President, E. D. Marceau.

Two important announcements were made during the evening by the politicians present, the one which met with most general favor being an assertion on the part of Premier Gouin that the now notorious Quebec Tax, which has been levied against commercial travellers entering this province, will be repealed at the next meeting of the Legislature. Hon. Mr. Lemieux also created some enthusiasm by stating that if he got the necessary support in parliament, that before many months there would be "an intellectual preference" in the direction of cheaper postage on magazines and periodicals coming from Great Britain.

A Pillar of Commerce.

E. D. Marceau in welcoming the guests of the evening referred to the importance of the association of which he had been recently honored with the Presidency. He said, "I consider that this meeting is not without its utility to the men who preside over the destiny of our Dominion and our Province, and to those who are at the head of our Chambers of Commerce and our great Transportation Companies. The commercial man to-day is a very important and very different individual

Vice-President, John Paterson.

from that jolly chap and good story teller whom he has replaced. The traveller has not lost any of his good qualities of old, but to be successful to-day he must be active, temperate, keen to judge human nature and above all things know his business, that is, know his goods from the time they leave the raw material state to the time when they are ready for the consumer. The commercial man has not only progressed with the country, but he has even anticipated the changes and prepared himself for them. He is the feeder of the factory, the provider of the salary for the workingman and the subsistance of his family; he assures the payment of due liabilities; he is the certitude of the present and security for the future; he is, to a great extent, the credit and the material wealth of the country. Since the commercial traveller is all these things it is, I say, of great utility for you to meet him and know his views.

Eighteen Thousand Travelers

"This association, gentlemen, from a membership of 200, when formed in 1875 has grown to a roll of 5,684 mem-

F. H. Matthewson

bers, with a reserve fund, for their benefit, of $283,500. This has been the most prosperous year of all, as the surplus carried to the reserve has been $28,750.

"The membership of all the commercial associations of the Dominion now amounts to at least 18,000."

Hon. Mr. Lemieux in responding to the toast of the Parliament of Canada referred to the commercial traveller as having his finger on the pulse of the temper of the country. When those engaged in politics wanted to know what that temper was, whether it was good or bad, they had to come to the traveller for information. The temper of the traveller also was a reflex of the temper of the country. If he was in good humor, then it was a foregone conclusion that the country was prosperous, and vice versa. Mr. Lemieux added, amid laughter, that he was glad to see by those at the banquet that the country was obviously prosperous.

Against the Yellow Press.

Continuing Mr. Lemieux said that in his capacity as Post Master General it was his aim and ambition to protect this country against the invasion of the yellow press. The proper way in which to mould the minds and foster public spirit among young men of the country was by the aid of good literature. The speaker stated that if he obtained the needed help in Parliament, not only from the Government forces, but from the Opposition, before many months there would be a cheaper postage on magazines and periodicals coming from Great Britain.

The Shilling Cable.

Mr. Lemieux stated that the time had come for the "Shilling Cable" from one end of the Empire to the other. With

the advent of the "Shilling Cable" would come a greater union of Canada with the mother country and the rest of the Empire. The penny postage had become an established fact and the

R. C. Wilkins

"Shilling Cable" was on the way. The matter had been taken up recently in a lecture at the Eighty Club, London, and the idea was received with favor.

Travelers' Influence.

Mr. Monk also responded to this toast saying that there was no body of men to whom he would go with greater confidence to find out the trend of public opinion than to the commercial traveller of the Dominion. Theirs was the power to mold public opinion, and even to impress thgt opinion upon Parliament itself. The commercial traveller could also disseminate throughout Canada that broad spirit of citizenship so necessary if Canada was to become a great nation.

Travelers Tax to Go.

Hon. Lomer Gouin responded in a brief speech to the Toast of the Legislature, proposed by Mr. Wilkins. After referring to the good work that the travellers could do for the country, he made the important announcement with reference to the abolition of the Quebec Tax before referred to.

The Ruler of Winnipeg.

One of the most popular speakers of the evening was Mayor J. H. Ashdown of Winnipeg, who happened to be in the city and was a welcome guest. In a happy little speech he referred to the great growth of his home city, though he put the audience in good humor by saying that it could never hope to outdistance its older sister of the great metropolis of Montreal. By the time that Winnipeg was as old as Montreal however, there would be a larger city in the West than Montreal was to-day though he gave credit to the metropolis for being able to hold its own in the general increase throughout the country.

Traveler Becomes Merchant Prince.

The City of Montreal was responded to by Alderman Robinson who was introduced by the proposer of the toast, Mr. Egan, as a former commercial traveller now one of the Merchant Princes of the city.

Transportation, proposed by Mr. Terroux, was dealt with in a brief speech by Mr. Henry, representative of the Canadian Northern interests.

He pointed out the vast importance of this problem to the commercial traveller who supplied the backbone for the earnings of the railway.

Commerce called for replies from Mr. Matthewson, President of the Board of Trade, Mr. Harris of Chambre de Commerce, also Messrs. Dougall and Chouillou.

Impromptu toasts brought a most enjoyable evening to a close.

A POINTER FROM NOVA SCOTIA

Merchants who advertise in their local papers should stir up the editors to do something for the town's business on their own account. The accompanying display is a reduced reproduction of a clarion call five inches deep and eight across the top of the front page of a Kentville, N.S., paper. In the same issue the editor said :

"Several of the other towns are holding or have held a merchant's day this season and as will be seen elsewhere in this issue the Kentville merchants have fallen into line and are prepared to meet the outside competition. Every day from now on is Merchants day in Kentville. During the next two weeks we respectfully request our readers to peruse the advertisements in the Chronicle very carefully. Every one will find something interesting."

This is a good line. The Nova Scotians are to be congratulated and merchants in other parts of Canada should give their local publishers a pointer. This kind of thing shows a town is awake and gives the outsiders an impression that their trade is appreciated. It might also stir up a little latent civic pride and that's what is badly needed in a good many Canadian towns.

KENTVILLE MERCHANTS

All Stores Open Every Evening Until Christmas

Are prepared to meet ALL the Outside Competition

Every Day a Merchants Day from now until Xmas

All the Merchants are PUTTING FORTH EVERY EFFORT to supply your wants with the best goods for the least money. Visit the business centre of the valley and get your money's worth.

SPANISH PEANUTS.

In view of the increased duty on peanuts and the possible extension on that account of the trade with Spain, which is included in the favored nation treaty the following by the American Consul General at Barcelona is interesting :

"Peanuts are extensively cultivated in the Spanish province of Valencia, and in the town of that name mozt of the purchases are made. Consumers in Spain complain of the ever-increasing demand from England, and more recently also from the United States, which is steadily driving local prices upward. This year, owing to the shortage of the olive crop, pricer for peanuts are expected to rule very high and a steady advance is anticipated, as the oil crushers will be much larger purchasers than usual. Peanut oil is considerably used in Spain as a substitute for olive oil for certain domestic purposes. The first offers for peanuts which have come on the market have been quoted at 19 pesetas ($3.66) per 50 kilos (110 pounds) for "Corriente" quality (two nuts per shell), and 24.50 pesetas ($4.62) per 50 kilos (110 pounds) for superior quality with three to four nuts per shell. These prices are free on quay, including sacks."

Last year the price of hulled peanuts fluctuated between $10.20 and $11.20 per 220 lbs. The present quotation is $11.

HOW GERMANS ENCOURAGE CASH.

In the German town of Glanchau a novel plan has been adopted by merchants for the encouragement of cash payments. The plan is to give coupons for cash sales and where purchases aggregate 110 marks the customer is entitled to 5 marks or 4½% on his purchases. The method of carrying it out is German. An association of relatives has been formed and each pays an entrance fee of 50 marks (23.8 cents.) The local bank handles the funds and redeems the coupons. To enable it to do that the merchants buy the coupons from the bank, and to cover expenses pay a little more than the redemption of the stamps call for. The bank's renumeration is the handling of the funds. The association's surplus amounting this year to 500 marks, is distributed as prizes is amounts of 5 marks each to the persons whose names appear on the redeemed books first drawn at random from the files of the current year.

Mr. Jones, of Jones & Swan, Barbadoes, spent a day in Toronto last week with Geo. Musson & Son, who are selling agents here for Barbadoes products.

BEST IMMIGRATION AGENTS

Canadian Business Men Abroad Well Supplied With Facts About Canada—Government Should Supply Pamphlets About Canada to All Going to the Old Country.

That the Dominion Government should place in every steamship ticket office for free distribution to persons going aboard, circulars or tracts containing attractive information about Canada, its development, resources and possibilities, is the view strongly held by J. T. Madden, manager of the Wm. Ryan Co., Toronto.

Mr. Madden returned the other day from an extended holiday in England with his wife and daughter. His first vacation in a number of years and his first visit to the old country, he thoroughly enjoyed himself and saw much to interest and inform a Canadian.

"I talked for Canada wherever I was" Mr. Madden told a representative of the Canadian Grocer, but I found myself handicapped for lack of facts. People

J. T. Madden, Toronto.

would ask questions that could be answered in a moment if one had the Blue Books beside him. Simple enough questions they were, the extent of Canada's production in certain lines, the size of this or that, questions about distances, things every Canadian is supposed to know about in a general way, but which not one in a hundred thousand can off-hand give accurate facts and figures about. If every enthusiastic Canadian going abroad, and especially to the Old Country, were furnished with a lot of this information in handy form he could do a great deal to advertise Canada in what seems to me about the best way possible. He could interest a lot of people and spread information and that's what is needed."

Mr. Madden went by New York and on shipboard fell in with a lot of Americans, people in a large way of business. None of them had been across the Atlantic and they lost no opportunity to laud America to the disparagement of England. This drew Mrs. Madden into many a warm argument for she is an Englishwoman and enthusiastically loyal to the colors. Several of the gentlemen before landing arranged to lunch together at the Hotel Cecil, London, a week after their arrival. When they came together one of the Americans who had been on shipboard became especially loud in adoration of Uncle Johnathan drew Mr. Madden aside and said:

"I want you to apologize to Mrs. Madden for me. I've been here only a week, but I have seen that while in some small things the English are not up to us, in big things we're not in it with them."

At that luncheon they were talking about how everything seemed obtainable in London. One of them who had been much in the West Indies thought to test the matter and calling the waiter asked for a little known West Indian fruit. The waiter made sure he had the name, went to the head waiter who gave an order and in about two minutes the fruit was on the table.

Mr. Madden was impressed with the cleanliness of London's streets, the great volume of traffic, the thoroughness of the police regulation of it, and the courteous, helpful methods of the metropolitan policeman. When near the Lord Mayor's official residence one day, he asked a direction of an officer, who answered the question and recognizing a stranger, told him if he cared to step around the corner he could see the Lord Mayor drive out in state in a few minutes. Mr. Madden was glad of the opportunity and the officer stationed him where he could see to advantage.

Mr. Madden went away feeling "very chesty," as he said, about Canada as a food producer, but he had the starch taken out of his visit when he walked through the markets of London and other cities and saw the enormous volume of food products of foreign origin, and talked with dealers to whom Canada was but a name and none too familiar at that. He went into a very fine looking fruit store and spied some apples. They were 6d. a pound, Ben Davis. He got some and the clerk showed him others at 3d. which Mr. Madden told him would be fed to the pigs in Canada. Wherever he went, Mr. Madden talked Canada.

Coming back Mr. Madden decided to come by the new C.P.R. line and persuaded an English gentleman on a world tour to do likewise. They sailed in the —mpress of Britain. "A magnificent boat" declared Mr. Madden, splendidly appointed and the service could not have been surpassed." They made good time in the face of a heavy gale. Then they had to run into Halifax with the mails and arrived at St. John when the tide was running out, with the result that they had to lie outside the harbor in sight of the city 24 hours in a gale and with the thermometer 8 below zero. Had he come by New York we could have left Liverpool a day later and arrived a day earlier in a 20-year-old single screw boat All the C.P.R.'s enterprise in putting on fast and splendid boats is undone by the foolish government regulation requiring the landing of the mails at Halifax. I was ashamed. My English friend, as soon as he arrived at his hotel in Montreal, wrote to the London Times, recounting his experience."

PACKERS WILL DEMONSTRATE.

The American packers are going to show the public how their products are prepared for market. The vehicle for this is comprehended in the recently organized National Packers' Exposition Company of Chicago. This is to be a counter advertisement to the "revelations" of a few months ago. It is the intention to hold a series of huge expositions in the large cities of the country, beginning with Chicago, where the first show will be held at the Coliseum, May 1st to 11th, 1907. From here the exhibits will be moved entire to Madison Square Garden, New York, for a two weeks' stay, and from there probably to Philadelphia, Pittsburg, Kansas City and other cities.

W. J. EGAN,
First Vice-President Dominion Commercial Travellers' Association.

FOR CO-OPERATIVE PACKING.

At the annual meeting of the Nova Scotia Fruit Growers' Association, held in Wolfville on Dec. 18th and 19th, John Donaldson, Port Williams, was elected president, and S. C. Parker, Berwick, secretary-treasurer. As an argument for a more uniform method of packing, by means of the co-operative warehouse system. A letter was read from a large buyer in England, in which he says: "We don't think either yourself or anyone else, will ever be satisfied with the farmers packing Nova Scotia apples—to us it seems that good fruit is spoiled by the careless and slovenly manner in which it is graded and packed, and we will never again buy any Nova Scotia apples, except what have been properly graded and packed in warehouses and put up in decent straight lines under one brand."

Stodman & Duncan, St. Thomas, have purchased the grocery business of Wm. Southern. Mr. Southern is now travelling for a fruit house.

FROM GROCER CORRESPONDENTS

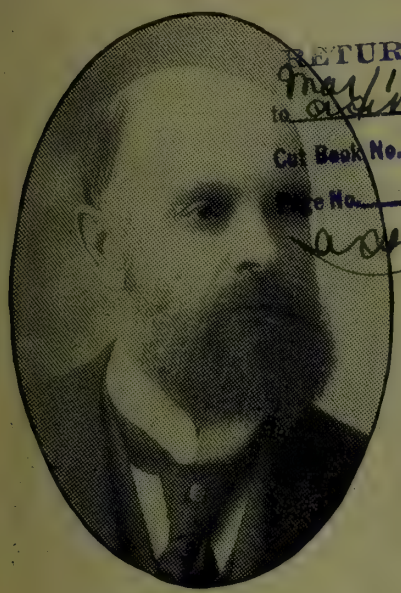
CHATHAM.

Hugh Malcolmson, president of the Kent Canning Company, suffered a slight paralytic stroke last week as a result of a fall he recently sustained. His many friends here and throughout the province will be pleased to learn that no serious results are anticipated.

Local dealers have advanced the price of milk to 7 cents per quart. It was formerly 6 cents. The advance is said to be due to the high price of feed, particularly hay.

W. Riley, formerly of the Canadian Packing Company, London, has taken the management of Ald. Potter's retail meat business.

P. T. Barry passed away at his home in Wallaceburg Saturday morning. For several years he had been in the hard-



President S. R. Wickett.

ware business in that town. He began his business career as grocer and general store-keeper at Fletcher, when that hamlet was just springing into existence in the palmy days of the lumbering trade, many years ago. The funeral took place on Monday morning, from St. Joseph's church, Chatham, to Maple Leaf cemetery.

ST. CATHARINES.

Crisp, cold weather with smooth roads were the inducements to attract outsiders to St. Catharines the past week. The snow that fell was insufficient to make sleighing and incomers used wheels. The merchants in all branches of business seemed to be satisfied. Saturday's market was one of the best attended for years. Supplies were readily taken at handsome prices. Turkeys were sold at twenty cents per pound; geese, of which there was a limited quantity, sold at fourteen to sixteen cents per pound, and butchers that came from Merritton to get their orders filled were much disappointed, as they could not get geese in quantity to supply their customers. Thursday was really a hay market day. No less than 32 loads of prime hay were on the market at one time, and on account of the great quantities prices dropped to $11 and $12 per ton.

Richard McNamara has sold his pork and lard business to Albert Vine, who had sold his butchering business on King street and gone to the North-West Territories. He returned to St. Catharines a few days ago.. Mr. Vine has been making alterations in the interior and opened for business on Saturday.

A firm from Toronto opened an eating house and candy store on St. Paul street a few days ago.

A landmark of the city, on Queen street, erected more than sixty-five years ago by the late Dr. Ferris, has been taken down and the Bank of Toronto will erect a handsome brick block on the grounds.

LINDSAY.

This has been one of the greatest seasons on record for hay. There has been plenty of it, and the quality, considering the quantity, has been very good. Large shipments of pressed hay have been made from Lindsay, and right up to the present time the local dealers find it very difficult to meet the great demand. Pressed hay from Lindsay merchants is sent to Peterboro, and other surrounding towns and cities, and even to Cobalt. Some delays in shipments have been caused through lack of cars, but the railways have done the best they could. Adams Bros. have been one of the busiest firms exporting pressed hay. They have found it to be of good quality and the demand brisk. W. B. Sparling & Co. have concluded the year 1906 with a big rush of orders continually pouring in upon them. Outside dealers seem to leave the bulk of the Christmas buying till the very last minute, and then phone in for "hurry-up" orders. In conversation with your representative, Mr. Sparling, the genial proprietor, said his business was steadily increasing and his warehouse men are kept busy putting up and shipping orders The present Christmas season has been one of the best ever, not only for the wholesaler, but for the retailer as well.

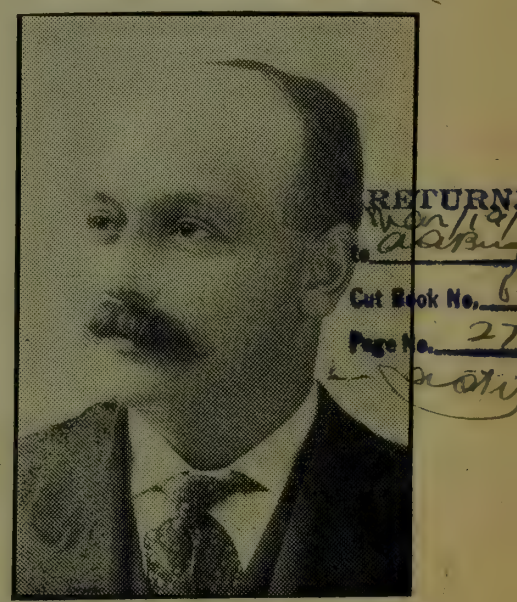
There is not a town in Canada that can boast of having more attractive Christmas and New Year's windows than Lindsay. Especially is this so of the grocers. This season the grocers of Lindsay have had some very pretty and attractive window displays. Among the more noticeable are: T. A. Fisher, A. L. Campbell, Adams Bros., B. Laidley, W. E. Baker, A. Primeau, T. Brady, and Jos. Brown.

The grocers of Lindsay have nearly all been able to meet the demand on them this season for turkeys, in fact this has been a good season for turkeys and the price has been good, 15c to 16c per lb. The birds have been good in size and were easily sold.

TRAVELERS' BENEFIT.

Retiring and New Presidents of the Society—Jos. Taylor & S. R. Wickett.

S. R. Wickett, the new president of the Commercial Travelers' Mutual Benefit Society, has probably had a longer experience on the Board of that institution than any other member, having given his services to this society for upwards of twenty years. He was vice-president in 1898, and again in 1903, and president in 1904. His great business ability has always been a great help to the society. A native of Devonshire, England. He came to Canada in 1855. After a common and High School education, he entered upon the business of leather manufacturing. Coming to Toronto in 1881 he erected a building upon the present location of the extensive factory of Wickett & Craig, of which he was the founder. Mr. Wickett is also a director on several fire and life insurance boards. In politics Mr. Wickett is a National Policy advocate, in religion



Retiring President Joseph Taylor.

he is a Methodist. He is a member of the S.O.E., and Masonic Orders. Affable and courteous, Mr. Wickett is one of the best-liked men in the Travelers' Mutual Benefit and in a much wider circle of friends.

Joseph Taylor, the retiring president, has served on the Board as Trustee, Vice-President and President in all about nineteen years, and much of the success of the society is due to his untiring effort in its behalf. He was for fifteen years one of the most active and prominent directors of the Commercial Travelers' Association. He was born in the village of Husthwaite, Yorkshire. On coming to Canada he traveled for Kilgour Bros. for twenty-six years, leaving that firm to return to England, where he spent two years. Returning to this country he engaged with the Canada Paper Co., with whom he has been for the past four years. The world has dealt kindly with him in every way, and it is to be hoped he may yet have many years of activity and usefulness.

THE WINDOW AND STORE FRONT

A Suggestion About Outside Displays—Good Subject for Discussion in the Grocer—The Window and the Inner Store Fronts.

WINDOW AND STREET DISPLAYS.

The accompanying picture of a Toronto grocer's window display of apples and sidewalk display of vegetables, etc., is very interesting, largely because of the information and frank avowal contained in the letter to the Canadian Grocer accompanying it. Here is the letter:

"I am sending photo of window that was very attractive. Large red apples, Greenings and snows, made color contrasts to catch the eye. This, combined with first class quality doubled our sales that day.

"The large amount of fruit and vegetables in front of the window would not appeal to some; but because of the large amount of these goods we handle, it's impossible to do otherwise.

"The price tickets in the window do not show in the photo, but they were all right."

Mr. Sanson has a very nice store in a good industrial section of the city and a window that would double his trade for a day was a dandy achievement in window dressing to be proud of. Much of the attractiveness of this window is lost in an illustration in black and white.

But what about the sidewalk trimmings? They distract materially from the effect of the window. This is the season for resolutions. It would be a good thing for the grocery trade of Canada and for the consumers too, if every grocer would resolve not to do business on the sidewalk. In the first place, it is not cleanly to have goods on the street. In some American cities the grocers' associations are making a strong effort to stop the practice. It spoils the appearance of the store front. If a store has a nice, clean front without obstruction, especially if it is a front of which the proprietor is justly proud, it is a great incentive to dressing the window attractively. Mr, Sanson has such a store front. His store is situated in a handsome brick block with brown stone trimmings.

In the array of goods on the street, shown in the illustration, are summer savory, sage, etc. A grower of these kitchen condiments called at the writer's house not long ago selling summer savory. It was contained in a box, paper lined, with the paper folded over for a cover and carefully tied. He explained that he kept it carefully from dust from the time of gathering. With such service as that available what cleanly person would buy savory that had been lying out in the dust and exposed to the filth possibilities of a busy thoroughfare?

GET INTO THE COMPETITION

Nearly every grocer has taken special pains to dress his window for Christmas as attractively as he knows how. THE CANADIAN GROCER is conducting a monthly window dressing competition, and would like to have a picture of every attractive grocery window in the Dominion entered in this contest this month. The prizes are $5, $3 and $2, but the encouragement of progressive window dressing in the grocery trade is of much more importance. Send in your photographs with a description of how the windows are dressed.

A Window That Doubled Sales.

But Mr. Sanson may begin to think this is a criticism of his display; on the contrary it is a criticism of an almost universal practice among city grocers. Mr. Sanson's store front and attractive window display are merely an illustration. I imagine all that outside display removed; what a presentable and attractive store front would remain! This does not include the pretty, little lady in the doorway. She would lend attractiveness to the commonest of store fronts and adorn the most attractive the hand of man could fashion.

An apple window of this kind is indicative of enterprise and initiative, for which Mr, Sanson is to be congratulated and commended.

The Canadian Grocer would like to have the views of grocers on the practice of putting goods out in front of the store. Such a discussion would be very interesting and instructive and The Grocer would gladly give space to it.

THROUGH THE WINDOW OF THE STORE.

Mr. McLeod, the owner of the flour-mill window mentioned in last week's Grocer, has a number of wideawake ideas on window-dressing. One of these is particularly interesting:

"I always believe in having an attractive window," said Mr. McLeod, "but I do not believe in allowing the spectator's attention to cease with the window display. The window is merely a plan to catch the passer-by. When that is accomplished, the idea should be to interest him in the store itself. For that reason, although, as in this case, a background or screen would perhaps improve the actual window display, yet I never believe in interrupting the view of the stock and equipment within the store. I am proud of it, and I want the people to see it. I have confidence enough in its attractiveness to be able to rely on the result."

GRENADA COCOA SHORT.

The report of the British colonial secretary at Grenada for the year 1905 states that there was an unexpected collapse of the cocoa crop in that year, both as regards quantity and prices. It fell short about 3,000 bags from the crop of the previous year, but the crop for the current year has been curtailed, and the shortage at the end of August, even as compared with last year's short crop, was 9,800 bags. The cocoa crop of the colony for 1905 amounted to 64,300 bags, from which there is a falling off of 10,000 bags for the present year. Cocoa forms 85 per cent. of the island's exports.

CHINA AND GLASSWARE TRADE

The most marked feature of the china trade in Canada is the increase of fine China, especially French. "Every home has some Limoges pieces and tea and dinner sets are very common. There are perhaps a hundred makers of Limoges. The principal English chinas, Crown Derby, Royal Worcester and Colput, will of course always have their patrons, but they go more to tableware and less to pieces wholly for ornamentation as the French does. There are French tea and dinner sets, very beautiful, to be had at comparatively low prices. The fine English ware is more exclusive.

May not this suggest a line of enterprise for the china stores in the smaller places ? They should see that this trade in fine china, for both ornamentation and table service, is not confined to the cities.

The accompanying illustration showing four pieces of a dinner set depicts nothing new. It shows the form and pattern lacking color, the beautiful, home-like, but not homely, Taffre blue, of the famous old Copeland ware named Gadroon Tower. The word Gadroon indicates the edge, a sort of rumpled effect, what in a book would be called deckle edge. The tower is in the pattern. Its quaint shapes, old-time decorative effects in blue and white and deep, rich coloring make it attractive often when the gayer colors of more modern sorts fail of attention. It is also one of the most serviceable of wares.

Gowans, Kent & Co., to whom we are indebted for the illustration, tell of a set that after 16 years in a busy boarding house was practically intact and as serviceable as ever. It showed absolutely no signs of crazing and the only apparent difference between it and a new set was that the color was a trifle dimmed.

The assorted packages continue a feature of the trade and are rather increasing in popularity.

The clay of which fine China is made has not been found on this continent and attempts at manufacture have depended upon raw material imported from Europe. Unless some lucky digger comes upon a deposit the industry is not likely to assume large proportions this side of the Atlantic.

HANDSOME CROCKERY DEPARTMENT.

P. Anderson, of Guelph, has one of the finest grocery and crockery stores in Western Ontario. A few months ago he had it entirely refitted with quarter cut oak and The Canadian Grocer was pleased to show the grocery side of the store in the issue of June 1, herewith is a picture of the crockery, glassware and china department. The bins below are for paint, and the whole is quarter cut oak. The entire store is a model.

Crockery Department, P. Anderson's Store, Guelph.

Good Old English Ware—Copeland's Gadroon Tower.

Business Management

By HOWARD R. WELLINGTON.

The Tenth in the Series of Articles on the Subject of Book-keeping.

During the period of time in which J. M. Russill has been conducting the business, we have ascertained that he has drawn out for living expenses $700, which should be kept in a separate account, and when the books are closed the total is transferred to the debit of "J. M. Russill capital account" (see Fig. 1).

Similarly the net profits for the period are transferred from the Trading Account, as shown before, to the credit of "J. M. Russill Capital Account," and the balance at the credit of this account now represents the net worth of the business.

It will be noticed that in the Trial Balance at the end of the period Merchandise Account appears as a credit, showing a balance of $350.00, while on the statement of Assets and Liabilities, which will be given in detail in next issue, Merchandise Account shows a debit balance of $4,500.00. In order to reconcile these two amounts it might be pointed out that the Trial Balance is taken before the closing entries effecting Profit and Loss Account are made, and Merchandise Account appears as follows :—

Fig. 1. J. M. Russill - Capital A/c

1906		Dr	Fol.	$	c	1906		Cr	Fol.	$	c
Jan	1	Liabilities - Journal	1	2350	00	Jan	1	Assets - Journal	1	7376	00
June	30	Withdrawals - from Personal A/c		700	00	June	30	Net Profits - from Trading A/c		2355	00
	30	Balance Down (Net Worth)		6681	00						
				9731	00					9731	00
						1906 June	30	Bal. Down (Net Worth)	—	6681	00

FIG. 1.

On the Debit Side :—

1906.	
June 1. Md'se on hand...	$2,650.00
June 30. Purchases to date.....	15,000.00
Balance Down	350.00
	$18,000.00

On the Credit Side :—

1906.	
June 30. Sales to date.....	$18,000.00
Balance Brought Down.....	$350.00

After the books are closed the only item brought down in the Merchandise Account is the amount of stock on hand at the end of the period, and this appears as the asset of $4,500.00 in the statement of Assets and Liabilities.

It might be here mentioned that, if J. M. Russill admits a partner into his business, at the present stage, it will be necessary to open a Capital Account for such partner in exactly the same way as shown in Fig. 1, and the net profits are then transferred from the Profit and Loss Account at the end of the period, dividing same in proportion to the amount invested by each partner in the business, or in accordance with the partnership agreement, as the case may be.

In case of partnerships where unequal amounts are invested, the arrangement is very often made, whereby each partner is allowed interest at a specified rate on the amoubt of capital invested, and again, each partner may be paid a salary out of the business for the position which he holds, in addition to his share of the profits for the period.

THE MATTER OF DISCOUNTS.

Have you ever given the matter of discounts your serious consideration? Discounts play an important part in aggregating net profits.

All large department and individual establishments have long since come to recognize in discounts a satisfactory profit. They are all the profits there are in many lines of trade. A merchant doing a business of $540,000 received in discounts $24,000 in one year. Suppose you did one-tenth of this business wouldn't you welcome the $2,400 discount? Wouldn't it make a desirable addition to your net profits.

There are many merchants who are constantly receiving new goods, and to these the discounts should be and are a very important item. If you fail to take the discounts, you are losing easy money. Go to the bank and borrow the cash. The discounts will more than make it up. It will pay you handsomely to pay interest on a loan, when you use the money to take advantage of the discounts.

When you can neither take the discounts or pay your bills you pay interest and this will make competition with the catalog retailers or the cash merchant impossible.

In this case, where do you get off?

The man who can use his money and make 5 to 10 per cent. on it through discount is getting the best results.

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THE NEW YEAR.

Canada crosses the threshold of the New Year prospering as never before. Every industry, agriculture, mining, fisheries and manufacturing, expanding and progressing, every mercantile house straining under its weight of business, means of transportation expanding as as never before and the nation is beginning to appreciate its possibilities and take them seriously. All this is first rate and adds zest to universal "Happy New Year," but aside from the mere accident of enabling the world to kept tab on time the main economic reason for New Year is that it makes a full stop in every man's life. Every man is confronted with the opportunity of making a fresh start.

In business this is essential. The right method of conducting any sort of business requires a balance sheet periodically. By a proper system of accounting and stock-taking a merchant can know just what his business has been doing for him. He will know too, the cost of doing business and he will be in a position to improve his methods. The wise merchant will not lose sight of the year and its possibilities.

STORE IMPROVERS OVERWORKED

That the store-keepers of the Dominion are showing an ever-growing appreciation of the value of good equipment as an incentive to trade is evidenced by reports which reach us from various manufacturers. Delivery wagon makers and manufacturers of store counters and silent salesmen especially state that they are overwhelmed with orders. Only the other day one of these firms refused a contract for the entire shelving of a large city warehouse, their factory being already rushed and extension to accommodate increased business being impossible owing to scarcity of labor.

Attractive store equipment is one of the sure ways of attracting custom, and the present state of affairs is an evidence that the Canadian merchant is awake to its possibilities.

DANGER OF PROSPERITY.

At the annual meeting of the Ohio Retail Grocers' and Butchers' Association in Youngstown, last week, A. T. Holmes, editor of the Inland Grocer, delivered a ten-minute address on the increased risk in which long continued prosperity involves the retailer. Prices tended upward in good times he said, while retailers were often reluctant to add a just percentage of cost of goods to find the selling price, when cost was high. At the same time consumers were apt to run large bills, and creditors were less vigilant in collecting than in times of stringency. Many consumers were living beyond their means, declared the speaker and he urged the delegates to increase their vigilance along these lines rather than relax it.

This is very ancient advice but the need for it is older. The commercial memory seems wonderfully short and recollection of the trials of hard times are easily forgotten in the wine cup of prosperity. The men who take to heart Editor Holme's advice will have a chance at the profits of the wave of prosperity that will follow the next period of hard times.

A GOOD SUGGESTION.

Fresh from a visit to Great Britain, James T. Madden makes the suggestion that every Canadian going abroad should be furnished by the Government with information about Canada in handy form. They could be distributed through the medium of steamship ticket offices. This is a first rate idea and we recommend it to those having authority. A Canadian abroad is naturally asked a great many questions that ordinarily he cannot answer save in the most general terms. An enthusiastic Canadian abroad gets talking about Canada's industries and development. Some one asks him "Well, what was the value of your manufacturing exports last year?" How many Canadians besides the Finance Minister could answer that offhand. Skimped of such easy questions the cautious man will keep his enthusiasm tightly corked and an effectual damper is placed on the very best kind of advertising the country can get.

KILL THE THING.

Have you sent a postcard to your representative in Parliament asking him to oppose the proposed extension of the parcel post system to assist the big mail order houses? If you haven't do so to-day. It is in the interest of every ordinary retailer that this scheme be killed. What is even more important it is in the interest of the whole country. Tendency to centre trade in the big cities is not in keeping with the successful development of Canada as a nation. A thousand prosperous retailers scattered throughout the country constitute a much greater national asset than a single huge institution in some city and they will better serve the needs of the people.

DRIED FRUITS.

A month ago the hope was harbored that when the holiday demand was past the prices of dried fruits would tend to normal. In reality they appear to be going higher. Spain has parted with its raisin crop and the comparatively few in second hands are not expected to supply the world's consumptive demand until the next crop arrives.

Currants, supposed to have been a fair crop are in limited supply only 20,000 tons in Greece as against 60,000 tons a year ago and the American market at least is practically bare. A fortnight ago before the arrival of the Str. Clara, scarcely a box was obtainable in New York and Toronto was nearly as bare. The consumption of currants this year has been enormous, due partly to the scarcity of other crops and partly to an advertising campaign carried on in England by the privileged company of Greece to urge larger consumption, to spread a knowledge of the healthfulness of currants as a diet.

Prunes are in an equally strong position. For some reason or other consumption began almost as soon as the fruit commenced to arrive. Ordinarily the season for heavy consumption begins about now. Two causes are alleged: The market was bare long before the present crop commenced to arrive and people had become hungry for the fruit, and, it is said less fruit than usual was preserved in the home this year.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish Revised—

Montreal, Dec. 27, 1906.

The holiday trade is now about over, and it must be admitted that it has been most satisfactory to the jobbing trade, except for the fact that there may have been some trouble in obtaining deliveries of goods to customers in different parts of the country. This, however, could not be helped and therefore had to be borne in silence, or bluster. There is very little doing in canned goods, while sugar is little better.

Sales have been fair under the recent decline. Teas continue to advance, much higher prices ruling now than did two months ago. This applies especially to Ceylon greens. Demand for molasses is beginning to make itself felt, while interest in dried fruits is falling off now that the season is over. The market is bare of currants and raisins. Evaporated apples are strong at 9 cents. There is a very firm feeling in beans at prices quoted. There are no new features in coffees and spices, but a little easier feeling is noticeable in tapioca.

CANNED GOODS.—There is little transpiring in canned goods at the moment. Dealers are now well stocked up for the winter, and jobbers cannot truly state that they are shipping many large lots to any part of the country. It is thought that canned fruits will be sold for fancy prices before the new pack, and from present indications this will become a fact.

	Group No. 1.	Group No. 2.
Cherries—		
2's, red, pitted	2 25	2 22½
2's, red, not pitted	1 75	1 72½
2's, black, pitted	2 25	2 22½
2's, black, not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, white, not pitted	1 90	1 87½
Currants—		
Red, heavy syrup	1 80	1 77½
Red, preserved	....	....
Black, heavy syrup	1 90	1 87½
Black, preserved	....	....
Gooseberries—		
Heavy syrup	1 90	1 87½
Gallons, standard	....	6 50
Lawtonberries—		
Heavy syrup	....	6 50
Gallons, standard	....	5 50
Apples—		
3's	1 02½	1 00
Preserved	1 2 ½	1 25
Gallons	2 67½	2 65
Perserved	3 52½	3 52
Peaches—		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
whole 2	2 37½	2 35
White, 2	1 75	1 72½
" 2½	2 50	2 47½
" 3	2 70	2 67½
Pie, 3	1 27½	1 25
Pie, not peeled, gal	3 57½	3 55
Pie, peeled	4 52½	4 50
Pears—		
Flemish beauty 2	1 65	1 62½
" " 2½	1 97½	1 95
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" 2½	2 17½	2 15
" 3	2 32½	2 30
Pie, 3	1 27½	1 25
Pie, notpeeled, 3	3 80	3 77½
Pie, not peeled, gal	3 27½	3 25
" gal	....	2 50
Pineapples—		
2's, sliced	....	2 25
2's " grated	....	2 35
3's " whole	....	2 50

Plums—		
2's, Damson, light syrup	1 17½	1 15
3's " "	1 67½	1 65
2's " heavy syrup	1 22½	1 30
2½'s " " "	1 62½	1 60
3's " " "	1 92½	1 90
Gals. " standard	3 22½	3 20
2's " Lombard, light syrup	1 22½	1 20
3's " " "	1 72½	1 70
2's " heavy syrup	1 37½	1 35
2½'s " " "	1 67½	1 65
3's " " "	1 92½	1 90
Gals. " standard	3 42½	3 40
2's " Green Gage, light syrup	1 27½	1 25
2's " heavy syrup	1 47½	1 45
2½'s " "	1 67½	1 65
3's " "	1 97½	1 95
Gals. " standard	3 72½	3 70
2's " Egg, heavy syrup	1 70	1 67½
2½'s " "	1 97½	1 95
3's " "	2 27½	2 25
Raspberries—		
Red, light syrup	....	1 50
Red, heavy syrup	1 75	1 72½
Red, gallons, standard	....	5 50
" " solid pack	....	8 50
Black, heavy syrup	1 75	1 72½
Black, preserved	1 90	1 87½
Black, gallons, standard	....	5 25
" " solid packed	....	8 25
Strawberries—		
2's, heavy syrup	2 00	1 97½
2's, preserved	2 15	2 12½
Gallons, standard	....	6 25

VEGETABLES

Asparagus—		
2's, tips	52½	2 50
Beets, sugar	0 85	0 85
Beans—		
2's, wax	$0 85	$0 82½
2's, refugee	0 85	0 82½
Corn—		
2-lb. tins, per doz	0 92½	0 90
Gallon, per doz	5 00	
Peas—		
2's, standard (No. 4)	0 85	0 82½
2's, early June (No. 3)	0 95	0 92½
2's, sweet wrinked (No. 2)	1 00	0 97½
2's, extra fine sifted (No. 1)	1 25	1 22½
Pumpkins—		
3-lb. tins	....	0 80
Rhubarb—		
2's preserved	1 17½	1 15
3's, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach—		
2's, table	1 42½	1 40
3's, table	1 82½½	1 80
Gallons, table	5 02	5 00
Squash—		
3-lb.	....	1 00
Tomatoes—		
3-lb. tins, per doz	1 17½	1 15
Gallon tins, per doz	....	3 52½

FISH

Lobster, talls	....	3 50
" 1-lb. flats	....	3 85
" ½-lb. flats	....	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.		
1-lb. Talls, per doz	....	1 80
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Arrow brand, sook eyes, per doz	....	1 75
½-lb. " " " "	....	1 15
Pink salmon, various brands, per doz	....	1 10
Cohoes, " " "	....	1 40
"Thistle" haddies, 4 doz. 1-lb. flats, per doz	....	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	....	1 00
fresh herring in tomato sauce, 4 doz. ovals, per doz	....	1 00
Canadian plain herring, per doz	....	1 00
Scotch kippered herring, per doz	1 35	1 40
" herring in tomato sauce, per doz	1 30	1 35

SUGAR.—Nothing further has developed in sugar since the decline recorded in these columns last week. Sugar is now selling on the same basis as it was before the new tariff arrangements. Sales are reported fair by jobbing houses.

Granulated, bbls	....	$4 30
" ½-bbls	....	4 45
" bags	....	4 25
Paris lump, barrels	....	4 95
" " half-barrels	....	4 95
" " boxes, 100 lbs	....	4 35
" " boxes, 50 lbs	....	4 95
Extra ground, bbls	....	4 70
" " 50-lb. boxes	....	4 80
" " 25-lb. boxes	....	4 90
Powdered, bbls.	....	4 50
" 50-lb. boxes	....	4 70
Phoenix	....	4 30
Bright coffee	....	4 10
" yellow	....	4 15
No. 3 yellow	....	4 15
No. 2 "	....	4 00
No. 1 " bbls	....	3 90
No. 1 " bags	....	3 85

SYRUPS AND MOLASSES.—Business is fair for the season, but the market is quite featureless.

Barbadoes, in puncheons	....	0 30
" in barrels	....	0 32
" in half-barrels	....	0 33
New Orleans	0 2[illegible]	0 35
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 02
" ½-bbls	....	0 03
" ¼-bbls	....	0 03
" 2½ lb pails	....	1 40
" 25 lb pails	....	1 00
Cases, 2 lb tins, 2 doz per case	....	1 95
" 5-lb. " 1 doz. "	....	2 40
" 10-lb. " ½ doz. "	....	2 35
" 20-lb. " ¼ doz. "	....	2 25

TEAS.—There is still considerable activity in teas and prices continue to climb upward. In Ceylon teas, goods which sold at 16 cents are now going for 20 cents, and this only illustrates one line.

Japans—Fine	0 2[illegible]	0 30
Medium	0 20	0 23
Good common	....	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12½	0 18
Ceylon green—Young Hysons	0 17	0 20
Hyson	0 16	0 17
Gunpowders	0 13½	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE.—Good business is reported in general coffee lines at prices which are unchanged.

Jamaica	0 10½	0 1
Java	0 18	0 30
Mocha	0 19½	0 22
Rio, No. 7	0 09½	0 10
Santos	0 10½	0 11
Maracaibo	0 11	0 13

SPICES.—Locally there is no change in spices. Dealers are still doing a trade of more or less large dimensions.

	Per	lb.
Peppers, black	0 16	0 25
" white	0 25	0 32
Ginger, whole	0 16	0 20
" Cochin	0 17	0 14
Cloves, whole	0 17	0 37½
Cream of tartar	0 25	0 32
Allspice	0 12	0 10½
Nutmegs	0 30	0 55

FOREIGN DRIED FRUITS.—Christmas being over interest in dried fruits is falling off. The situation which existed in currants was a most annoying one to those in the jobbing trade and the retail as well. The goods, although ordered in plenty of time were delayed until after Christmas through the mishap which occurred to the steamer "Clara" on the Jersey coast, and to which reference was made last week. The situation was most acute. There was hardly a package of currants on the market and everybody was crying for them. This was certainly aggravating at Christmas time. At present the market is bare and the supplies are expected any day. Holdings of raisins, Valencias or Sultanas, are very small Prunes are strong. Other lines are normal, and there is nothing new in nuts.

Valencia Raisins—		
Fine off-stalk, per lb	0 08½	0 09
Selected, per lb	0 09½	0 10
Layers, "	0 09½	0 10
Dates—		
Hallowees per lb	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb	....	0 23
Peaches, "	....	0 16
Pears, "	....	0 17
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	2 50
" " ½-box	....	0 80
Royal Buckingham Clusters," ½-boxes	....	1 10
" " boxes	....	3 50

"Excelsior Window Clusters"		4 50
" "		1 30
Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 10	0 11
" " choice seeded, 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08½
" " 3 crown	0 09½	0 10
" " 4 crown		0 0[illegible]
Prunes—		per lb.
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s		0 6
Oregon prunes (Italian style), 40-50s		0 08½
" " 50-60s		0 0[illegible]
Oregon prunes (French style), 60-70s		0 07½
" " 90-100s		0 06
" " 100-120s		0 06
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned	0 08	0 09
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 07½	0 07½
Sultana Raisins—		
Sultana raisins, per lb	0 12	0 15
" " 1-lb carton		0 16
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes		0 13
Four crown, fancy, 10-lb. boxes		0 09
Three crown		0 08
Glove boxes, fine quality, per box		0 10
Fancy washed figs, in baskets, per basket		0 20
" pulled figs, in boxes, per box		0 22
" stuffed figs " "		0 28
12-oz. boxes	0 06½	0 07

PEELS.—There has been no change in the situation.

Citron peel, per lb	0 20	0 21
Lemon peel, per lb	0 10½	0 11
Orange peel, per lb.	0 10½	0 11

EVAPORATED APPLES.—The market is still very strong. Dealers are asking 9 cents at present.

BEANS.—Beans are very firm, and prices are without change.

Choice prime beans	1 45	1 50

MAPLE PRODUCTS.—Fair trade is passing at prices quoted.

Maple syrup, bulk, per lb	0 07½	0 09
Pure Townships sugar, per lb		0 10
Pure Beauce County, per lb		0 11

RICE AND TAPIOCA.—A slightly easier feeling is noticeable in tapioca. Lots are now obtainable at 7c. to 7½c., while anything for delivery the end of next month, or beginning of February would be quoted on an even cheaper basis. Rice is normal.

B rice, in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C C rice, in 10 bag lots		2 95
C C rice in less than 10 bag lots		3 05
Tapioca, medium pearl	0 07½	0 08

RAW FURS.—Prices are still quoted.

Bear, black	[illegible]	[illegible]
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	3 00
Lynx	4 50	7 0
Weasels	0 10	0 50
Skunk	0 60	1 50

ONTARIO MARKETS.

POINTERS:—

Currants going higher.
Watch tomatoes.
Dried apples higher.
All markets firm.

December 27, 1906

Wholesale grocers in Toronto report a larger volume of fall business than ever before, and with a greater margin of profit. Throughout the country the retail trade seems satisfied too: business has been very heavy, and the consumptive capacity of the people has expanded in keeping with their bulging pockets. Years ago the grocery trade rested for weeks after the holidays, now, owing to better shipping facilities, trade revives almost from the opening of the year, and proceeds as if there had not been any heavy holiday buying.

Prices continue firm with a very strong tone to currants, valencia raisins, tomatoes, and all canned fruits. The only change in sugar is the addition of the 2 cent increase in the freight schedule, owing to the close of navigation. Prices are very firm and consumption is unusually heavy.

CANNED GOODS.—All canned goods are very firm, but interest for some time to come will centre on tomatoes. The impression prevails in wholesale circles here that within a few weeks the price will be $1.25. No doubt the jobbers would like to assist, and it would be some compensation for the course taken by the canners in putting the price so high at the start. There is no doubt, however, that a very strong feeling prevails in regard to tomatoes.

Fruits are in very small compass, and some are quite cleaned up. Some packs of beans, also, are scarce.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 27, 1906.

BUTTER—Market firm. Active demand locally. Eastern Townships creamery quoted, 25½c. to 25¾c.

CHEESE—Very quite.

EGGS—Market advancing slowly but surely.

PROVISIONS — Little change in situation. Abbattoir dressed hogs quoted $9.25 to $9.50 per 100 lbs.

Alsike
Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 02½	1 00
" preserved, 3's	1 27½	1 25
" standard, gal	2 67½	2 65
Blueberries—		
2's, standard	0 92½	0 90
2's, preserved	1 42½	1 40
Gals., standard	4 00	4 50
Cherries—		
2's, red, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
Gals., red pitted		8 75
" " not pitted		7 25
2's, black, pitted	2 25	2 22½
2's, " not pitted	1 75	1 72½
2's, white, pitted	2 40	2 37½
2's, " not pitted	1 90	1 87½
Currants—		
2's, red, H.S.	1 80	1 77½
Gals., red, solid pack		7 25
Gals., red, standard		5 00
2's, preserved	2 00	1 97½
2's, black, H.S.	1 90	1 87½
2's, preserved	1 12½	2 10
Gals., black, standard		5 50
Gals. " solid pack		8 00
Gooseberries—		
2's, H. S.	2 15	2 12½
2's, preserved	2 37½	2 35
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 77½	1 75
2's, preserved	1 95	1 92½
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 70	1 67½
2's, yellow	1 90	1 87½
2½'s, yellow	2 60	2 57½
3's, yellow	2 85	2 82½
3's, yellow (whole)	2 37½	2 35
2's, white	1 75	1 72½
2½'s, white	2 50	2 47½
3's, white	2 70	2 67½
3's, pie	1 27½	1 25
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 57½	3 55
Pears—		
2's, Flemish Beauty	1 65	1 62½
2½'s, Flemish Beauty	1 97½	1 95
3's, Flemish Beauty	2 12½	2 10
2's, Bartlett	1 80	1 77½
2½'s, Bartlett	2 17½	2 15
3's, Bartlett	2 32½	2 30
3's, pie	1 27½	1 25
Gal., pie, peeled	3 80	3 77½
Gal., pie, not peeled	3 27½	3 25
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 17½	1 15
2's, heavy syrup	1 32½	1 30
2½'s, heavy syrup	1 62½	1 60
3's, heavy syrup	1 92½	1 90
Gal., standard	3 22½	3 20
Plums, Lombard—		
2's, light syrup	1 22½	1 20
2's, heavy syrup	1 37½	1 35
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 92½	1 90
Gal., standard	3 42½	3 40
Plums, greengage—		
2's, light syrup	1 27½	1 25
2's, heavy syrup	1 42½	1 40
2½'s, heavy syrup	1 67½	1 65
3's heavy syrup	1 97½	1 95
Gal., standard	3 72½	3 70
Plums, egg—		
2's, heavy syrup	1 70	1 67½
2½'s, heavy syrup	1 97½	1 95
3's, heavy syrup	2 27½	2 25
Raspberries, Red—		
2's, L. S. (Shafferberries)		
2's, H. S.	1 75	1 72½
2's, preserved	1 95	1 92½
Gals., standard		5 50
" solid pack		8 50
Raspberries, Black—		
2's, black, H. S.	1 75	1 72½
2's, preserved	1 90	1 87½
Gals., standard		5 25
" solid pack		8 25
Strawberries—		
2's, heavy syrup	2 75	2 50
2's " preserved		
Gals. " standard		
Gals. " solid pack		

VEGETABLES.

Asparagus, California—		
2½'s		3 90
2's, Canadian		2 75
Beets—		
2's, sliced, sugar and blood red		1 00
2's, whole, " "		90
3's, sliced, " "		1 20
3's, whole, " "		1 10
Beans—		
Fancy brands		
2's, golden wax	0 90	0 95½
3's " "	1 30	1 27½
Gals. " "		3 75
2's, refugee or Valenrine (green)	0 90	0 92½
3's (green)	1 30	1 27½
Gals		
2's, crystal wax	0 95	0 92½
Red Kidney, 2's	1 02½	1 00
Lima, 2's	1 27½	1 25
Corn—		
2's	0 92½	0 90
Gal., on cob	4 52½	4 50
Peas—		
1's, extra fine sifted	1 00	97½
2's, standard	0 85	0 82½
2's, early June	0 95	0 92½
2's, sweet wrinkled	1 00	0 97½
2's extra fine sifted	1 25	1 22½
Gals., No. 4		3 75
Pumpkins, 3's	0 92½	0 90
Rhubarb—		
2's, preserved	1 17½	1 15
3's "	1 92½	1 90
Gal., standard	2 65	2 62½
Spinach—		
2's	1 42½	1 40
3's	1 82½	1 80
Gals	5 02½	5 00
Squash, 3's	1 17½	1 15
Tomatoes—		
3's, all kinds	1 17½	1 15
Gals., all kinds	3 52½	3 50

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 2's	0 80	0 83
" " 3's		1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" " gal		4 50
" jugs	7 70	12 00

FISH.

Lobster, talls		3 75
" 1-lb. flats		4 05
" ½-lb. flats		2 25
Mackerel	1 00	1 15
" Scotch		1 45

Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz		1 80
1-lb. Flat, "		1 95
½-lb. " "		1 20
Northern River Sockeyes	1 70	1 65
Cohoes, per doz		1 40
Humpbacks, "		1 00
Sardines, French ¼s		0 14
" ½s		0 23
" Portuguese ¼s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½s	0 35	0 38
" Domestic, ¼s	0 03½	0 04
" Mustard, ¼ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kippered herrings, domestic		1 00
" " imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" " " imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 40
" 2s, "		2 50
" 6s, "		7 50
" 14s. "		17 50
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch	....	3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

SUGAR.—The market is quiet, Willett & Gray, reviewing the raw market for last week, say:

"The important feature of the week under review has been the free selling of new crop Cuba Centrifugals for future delivery on a declining scale, closing with final business at the lowest prices of the campaign thus far, say 2 3-16c. per lb., cost and freight, for January shipment, equal to $3.55 landed in New York, basis 96 degrees test. Sales during the week amount to as much as 150,000 bags, nearly all for January and February shipment.

Buyers and sellers have not entered upon March and forward deliveries to any extent, and it will not surprise us if before these months are at hand the present downward tendency is replaced by a more or less important rising tone and tendency to all sugar markets. Europe this week declined from 8s. 10 1-2d. to 8s. 8 1-4d. and recovered at the close to 8s. 9 3-4d. for the present month, while the new year deliveries make a better recovery to 8s 11 3-4d. for January, with a firm closing. Futures are quoted at 9s. 2 1-4d. for May beet.

It is also quite likely that a little lower level may yet be reached for early deliveries before the turn comes, on account of the necessities of planters for further immediate cash receipts from some portion of their crop.

Harvesting is proceeding favorably and rapidly in Cuba, there being 91 (or half the full number of centrals in the island) now grinding at this early date in the campaign; last year at same time only 26 centrals were at work and the year before there were 76.

Locally there is no change in refined save the 2 cent addition of winter freight rates.

Paris lumps, in 50-lb. boxes		5 05
" in 100-lb. "		4 95
St. Lawrence granulated, barrels		4 40
Redpath's granulated		4 40
Acadia granulated		4 40
Berlin granulated		4 30
Phœnix		4 40
Bright coffee		4 20
Bright yellow		4 25
No. 3 yellow		4 25
No. 2 "		4 10
No. 1 "		4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES.—Prices are unchanged.

Molasses—		
New Orleans, medium	0 30	0 35
" " ½ bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95
5-gal. cans, per gal		1 00
Barrels, per gal		0 75
5-gal. Imp. brand, per can		4 50
1-gal. " per case		5 10
½-gal. " "		5 60
Qts. " "		6 00

TEA. — The market continues very strong.

COFFEE.—The most interesting and important information from Brazil, says Willet & Gray, is the promise of smaller receipts. The coffee has been shipped out from the plantations with remarkable rapidity, which astonished everybody, but the accumulations at the railroad stations have been reduced, and a steady decrease of receipts is now assured. The market is steady.

DRIED FRUITS.—All prices are firm and some of them have a tendency to advance. In currants importers who looked for a reaction at the end of the year, have changed their views and do not now anticipate any lower prices. The position of currants in the primary market is exceedingly strong, and there has been a steady advance during the past two weeks. Stocks of currants held in Greece are estimated at less than 20,000 tons, as compared with 60,000 tons at the same date last year. In view of the very restricted stocks held in European, British and American markets, it would hardly appear that there will be sufficient currants to carry the trade through comfortably until the 1907 crop is marketed.

Stocks of select valencias in Spain appear to be exhausted as the few shippers offering fruit recently have now withdrawn their offers. It is understood the crop is cleaned up. Higher prices are looked for. The prune market is steadily working upward and only medium sizes are obtainable at the Coast. Large sizes and the smaller sizes seem to be exhausted with most shippers. The consumption of prunes has been unparalleled for this season of the year and stocks are being rapidly absorbed.

Prunes Santa Clara—	Per lb.			Per lb.	
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07	0 07½
80-90s "	0 06	0 06½	50-60s "		0 08
70-80s "	0 06½	0 07	40-50s 25-lb "	0 09	0 09½
			30-40s "	0 10	0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Figs—					
Elemes, per lb				0 13	0 15
Tapnets, "				0 04½	0 04½
Currants—					
Fine Filiatras	0 08	0 08½	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 12½	0 15
" Fancy					
" Extra fancy					
Valencias, selected				0 09	0 09½
Seeded, 1-lb packets, fancy				0 11	0 11½
" 16 oz packets, choice				0 10½	0 11
" 12 oz. " "				0 09	0 09
Dates—					
Hallowees	0 05		Fards choicest		
Sairs	0 04½		" choice		
Domestic evaporated apples					0 08½

NUTS.—Prices continue firm.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 31	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb		0 20

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 06½
A 1's, banners and suns		0 08
Japanese Jumbo's		0 08½
Virginia "		0 11

SPICES.—Quotations are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 [illegible]

RICE AND TAPIOCA.—Prices are unchanged.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 06	0 07½
Java	0 06	0 07
Sago	....	0 07
Carolina rice	0 07½	0 10
Tapioca, medium pearl	0 07	....
" double goat	....	0 07½

BEANS.—Prices are unchanged.

Beans, hand picked, per bush		1 65
" prime, No. 1 "	1 40	1 45
" Lima, per lb	0 06½	0 07

SEEDS.—Quotations are unchanged, and business is practically suspended until after the holidays.

Aliske Clover.—

Fancy lots, per bush	6 75	7 00
No. 1	6 00	6 25
No. 2	5 75	6 00
No. 3	4 35	5 10

Red Clover—

Fancy	8 00	8 25
No. 1	7 00	7 25
No. 2	6 35	6 75

Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.

Timothy—

Machine threshed	1 65	1 85
Flail threshed, bright unhul'ed	2 00	2 35

Lots containing seeds bring from 1 1-2c. to 2 1-4c. a lb.

HIDES, WOOL AND FURS. — The Christmas deliveries of hides have been very steady. In furs mink is very scarce.

Hides, inspected, cows and steers, No. 1		0 11½
" " " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
" " green		0 09½
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	1 00	1 15
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb	0 05½	0 06½
Pulled wools, super, per lb		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red	3 00	3 50
" cross	3 00	5 00
Lynx	5 00	6 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten,	3 50	20 00
Muskrat, fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 16

Mrs. Helen Butler, 69 Munro St., Toronto, has sold her grocery business to Edward Clemence.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 27, 1906.)

Christmas week is of course the quiet week in wholesale circles, and jobbing houses are making preparations for stock taking. The Fall trade has been the best on record, the turnover being much in excess of last year. Considerable difficulty has been experienced in getting supplies by rail and also in distributing throughout the West. The railways have been unable to supply the necessary cars and complaints are numerous from country merchants, and also from wholesale houses, of long delayed shipments. Collections are fairly good, but there is still a great quantity of wheat to be marketed and many dealers are having trouble in collecting their accounts. Nevertheless, the trade in general are pretty well satisfied with 1906 business.

CANNED GOODS.—All lines of canned fruits are in good demand at unchanged prices.

SUGAR.—Merchants seem to be pretty well stocked with sugar at present, and the movement is light. An advance is expected by the wholesalers. We quote:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	5 70
" " in 100-lb cases	5 76
Raw sugar	4 50

SYRUPS AND MOLASSES. — Corn syrups are in particularly good demand, owing to the high prices of dried fruits. Prices are:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 70
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" " ½ "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—Since the recent decline in green and roasted Rios, the market has been steady. Quotations continue as follows:

Whole green Rio, per lb	0 10½ 0 10½
" roasted " per lb	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT.—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

MATCHES.—

	Per case
"Telegraph,"	5 15
"Telephone"	5 05
"King Edward"	4 10
"Head Light"	4 90
"Rising Star"	6 50
"Eagle"	2 20
"Victoria"	3 35
"Silent," 200's	2 50
" 500's	5 30
"Comet"	2 40
Capital	3 35

FOREIGN DRIED FRUITS. — Muscatel raisins have been advanced 1-4 cent per pound, and a further advance in the near future is not unlikely. Seeded raisins in packages have been advanced 1 cent per pound. Hallowee dates have also been advanced. Quotations now are as follows:

Sultana raisins, bulk, per lb	0 12½
" cleaned, "	0 13
" 1 lb pkgs "	0 14
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 09½
" " " 3 "	0 09½
" " " 4 "	0 09
" " choice seeded in ½-lb. packages per package	0 09¾
" " fancy seeded in ½-lb. packages per package	0 10
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 12½
Prunes 100-120 per lb	0 04½
" 90-100 "	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in topnets, per lb	0 05½
" " in sacks "	0 05½
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Figs, cooking in taps and sacks	0 05½
" " " boxes	0 05½
Apricots, choice, in 25-lb. boxes, per lb	0 24½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 17
Peaches	0 16½
Pears, choice (halves), per lb	0 14½
" standard " "	0 14
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

CANDIED PEELS.—Prices are quoted as follows since the recent advance:

Lemon, per lb	0 12½
Orange "	0 12½
Citron "	0 21½
Mixed, in 1-lb drums per doz	2 35

OATMEAL AND CORNMEAL.—Quoted at following unchanged prices:—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 85
" 20 " "	0 39
" 8 " "	0 22½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

NUTS.—Filberts have been advanced to 13 cents per pound, and shelled almonds have been marked up 1 cent per pound. There has been considerable delay in getting in supplies of nuts and in order to fill some urgent country orders, wholesale houses were forced to secure some small supplies from city retailers. We quote:

Almonds, per lb	0 16
" (shelled), per lb	0 34
" " in small lots, per lb	0 35
Filberts	0 13
Peanuts	0 12
Jumbos	0
Walnuts, new, Grenobles, per lb	0 16
" " Marbots "	0 14
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

JAMS AND JELLIES. — Upton's jams and jellies have been advanced to 52 cents per lb., in 7 lb. pails.

EVAPORATED APPLES.—The local price is still 8 3-4 cents per pound, for 50 pound boxes, with an advance of 1-4 cent per pound, for 25 pound boxes. The market is reported very firm in view of the heavy consumption as a consequence of the high prices of all foreign dried fruits. At present prices, evaporated apples are a good buy, for an early advance is pretty sure to be made.

RICE, TAPIOCA AND SAGO. — Prices continue as follows:

Japan rice, per lb., cwt. lots	0 05
" " 50-lb. lots	0 05½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

HONEY.—Still very scarce. Quoted as follows :—

Pure clover honey, 5's, per case	9 00
" " 10's "	8 75
Honey (buckwheat and wild flower), 60's per bl	0 13½

N. B. MARKETS.

St. John, N.B., Dec. 1906.

Christmas has again passed and we are at the close of the year. It was a good Christmas and in Canada there was general prosperity, nearly every one who had had a fair chance looked back on a year of abundant success. Perhaps Canada had never had a better year and practically everyone participated. In business the retailers have had a busy time, it is a long time since we had so much winter before Christmas, continued sleighing from the very first of the month. The wholesaler finds things quiet, that is as far as shipping goods is concerned, but he is very busy, straightening up for stock taking. Markets have held firm. Christmas goods high. Market was particularly short of currants. Spice continues high, as cloves and ginger. Nutmegs, however, are still low. Cream of tartar is firm.

OIL.—In burning oil the short days mean large consumption. Practically everyone has to use artificial light in the mornings for a time. Prices at least in the city, unchanged. Lubricating oils are very quiet, except so far as the trade looks forward to another season, there is little doing in paint oil. It is a time of importance, to the jobber, as in linseeds values are largely fixed at this time. Cod oil continues quiet.

SALT.—In Liverpool coarse salt this is the quiet season. Owing to high freights by the winter fast boats it is even quieter than it otherwise might be, as this stops imports. In fine salts stocks small. Little business.

CANNED GOODS.—Just at this season business in every line is quiet. Vegetables firmly held but it is difficult to advance prices, even of tomatoes. Fruits very firm, particularly strawberries, peaches and gallon apples. In the latter, owing to the demand for export, higher prices expected. Salmon a fair stock. Lobsters extreme. Oysters have been very scarce. A few here now

BEGIN IT WELL

THE New Year is now almost here. It is a matter of but a few days until 1907, with its vast possibilities, will be with us.

IT is up to you to decide whether or not you will make a success of your business during the coming 365 days.

IF your profits are to be large and satisfactory you must buy wisely. You must buy from a house that does not overcharge you; that always treats you justly and fairly; one that has your interests at heart as well as its own.

THIS is the kind of a house you deal with when buying from **LAPORTE, MARTIN & CIE., LTEE.**

WHEN you buy from such a firm there is every possibility of making your business a success.

YOU must deal with a house that can supply you with your groceries when you order them—not after an irritating and profit-killing delay.

LAPORTE, MARTIN & CIE., LTEE., can deliver the goods on time.

AND, finally, you must deal with people who do not carry anything that does not bear the stamp of quality. Poor groceries give you a poor reputation with your customers, just as the best obtainable give you a reputation of being a reliable grocer.

Laporte, Martin & Cie., Ltee., Carry Nothing But the Best

NOW, all things considered, don't you think it would be to your advantage to learn a little more about our plans to help you make a success of your business in 1907?

WE want your trade, for we are sure it would be mutually satisfactory.

Just Drop Us a Line.

Laporte, Martin & Cie., Ltee.

Wholesalers and Importers

MONTREAL

What About 1907?

Are you going to continue in the rut---satisfied to jog along at a snail's pace, quite content with the progress you are making so long as you can pay the rent when it is due

OR

Are you going to commence anew; deal with an up-to-date firm that will help you build up your profits by supplying you with groceries of the first order, and make things hum generally, so that you will own your store on December 31, 1907.

Hudon, Hebert & Co., Ltd., are not waiting for your business---they're hustling for it---do not expect to get it without effort, but when they do obtain it they will give you satisfaction.

You want to buy nice, clean, wholesome groceries, the kind that will satisfy your customers.

Hudon, Hebert & Co., Ltd., want to sell these. Their goods stand the test, and the firm will take second place to none.

Now, you want to buy---Hudon, Hebert & Co., Ltd., want to sell---why not let us get together? There is profit in it for both of us.

Let's Hear From You
It's Worth While

HUDON, HEBERT & CO., Ltd.

Wholesale Grocers and Importers

The Most Liberally Managed Firm in Canada

MONTREAL

in stock. Prices quite high. Meats quiet and firm. Domestic fish unchanged.

GREEN FRUIT.—Christmas, in spite of the cold weather, means quite a large business. Market was well supplied at average prices. In oranges, Jamaicas, Valencias and Floridas, offered. There is an improved sale for grape fruit. Lemons firm. Malaga grapes higher, quality fine. Bananas are not a Christmas fruit. In apples, Ontario spies, have the best demand.

DRIED FRUIT.—The rush is over. Prices have been high and profits good. Currants in particular were scarce. Not a pound bought for direct shipment, arrived. Those who bought early in New York made handsome profits. Raisins firm at full figures, except seeded, stock very short. Prunes firmly held. Trade greatly disappointed over non-arrival of Carton prunes. Five cars due. Evaporated peaches and apricots scarce and high. Dates unchanged. Sales for figs and peels largely over. Evaporated apples higher. Onions have kept low. Shelled walnuts were another line in which supply was short, owing to late arrivals. Peanuts higher.

SUGAR.—The decline of ten cents in sugar puts the price just where it was before the new tariff. It certainly was not the intention that the new duty would mean a higher price.

MOLASSES.—Situation unchanged. Fancy Barbados held firm at the advance. Choice freely offered.

FISH.—Fresh fish continues high. Supply light, while outside situation in dry cod fish and pickled herring is somewhat improved. Local market is rather flat. Demand light. Smoked herring unchanged. Finnan haddies continue high.

FLOUR, FEED AND MEAL.—In flour prices are unchanged. Feed is high and scarce. Oatmeal and cornmeal continue as last week. Oats quite high. Beans have a fair demand. White beans which were quoted quite low are firmer. Yellow eyes are held firm at the advance. Owing to the outlook for higher prices seeds have some attention.

NOVA SCOTIA MARKETS

Halifax, N.S., Dec. 24.

The retail grocers of Halifax did an excellent business during the Christmas season. Notwithstanding the high prices the volume of business passing exceeded that of last year. The cash trade was exceptionally good, and on the whole the grocers are well satisfied with business. The produce markets are very firm. As forecasted in this correspondence last week the price of potatoes reached 60 cents per bushel, and it would not be surprising if they went to 70 cents before the close of the year. Since last week over 10,000 bushels of potatoes have been received here in bulk in vessels from Prince Edward Island, and they were eagerly bought up.

EGGS.—They have reached a new high record price on the local market. Sixty cents per dozen for fresh laid eggs was the price asked and paid in the green market in Halifax. Not only is there a scarcity of eggs in the city, but throughout the whole Province. More hens have been kept in Kings and Annapolis Counties this year than ever before, but the shipments have been heavy, and the supply at the present time is very light. There is always a good demand for eggs at this season of the year, and the receipts now are notably small. There is no money for the jobber in handling the stock at the prevailing prices. Limed eggs are quoted at 23 to 25 cents.

BUTTER.—The butter situation in Halifax at the present time is attracting considerable attention, owing to the scarcity of that article on this market. There is a general complaint among the jobbers regarding the scarcity and the high price, and some of them find it extremely difficult to procure a good supply for their customers. The price is also a most important factor, creamery being quoted at 27 to 28 cents, and small tubs of fresh dairy at 25 to 26 cents. Rolls which are not much in favor here are worth from 24 to 25 cents, and the best of the large tubs of winter butter bring about 24 or 25 cents. Various reasons are assigned for this scarcity. Some jobbers say that it is due to the increased demand from Sydney, and others claim that the high price of fodder necessitates the farmer killing off his cattle.

FRUIT.—There is a good demand for fruit now, and oranges and apples are selling freely. Within the past ten days several thousand barrels of oranges have arrived here from the West Indies. The fruit is of very good quality and is quoted at five dollars per barrel. A lot of the fruit is being re-packed here and shipped to the Montreal market. Good varieties of winter apples are quoted at $3.00 to $3.50 per barrel.

PROGRESS ON THE PACIFIC COAST

Holiday Business Beats All Records—Development of Vancouver Island—Real Estate Boom in Victoria——The Markets.

Vancouver, B.C., Dec. 20, 1906.

December trade has no doubt been a record in the whole history of the city. The volume of trade cannot yet be estimated but judging from bank clearings, which have been making new records each week, and from the busy scenes in all lines of trade, and in both wholesale and retail circles, this is not only the holiday season, but it is the biggest month in trade since Vancouver began to be a commercial centre.

Two factors contribute largely. The population has very materially increased in the year 1906, and in all lines of activity and industry, employment has been afforded to a much larger number of wage-earners at remunerative rates and steady employment has been given right through the season. At the present moment the number of unemployed is very small, much less than usual, and different from the average experience in cities, where in the winter season many lines of work are usually closed down. Prosperity means liberality in buying, and the results have been apparent in the great holiday trade done by the merchants of the city.

* * *

What is true of Vancouver applies with equal force in all the coast cities. New Westminster is fast establishing a large industrial centre on the banks of the Fraser River. Nanaimo, the coal city, is working full time and more, getting out fuel for the rapidly increasing trade in the B.C. product. The city of Victoria is possible enjoying the most remarkable era of expansion and activity she has known since the halcyon days of the famous Cariboo trade. Her prosperity is largely due to the fact that the natural wealth and beauty of the city, and its advantages of climate and situation have been impressed on so large a number of people during the past year or two. In other words Victoria has been "discovered" and before long in the quaint French idiom the capital city will be found to have "arrived." Indeed a good-sized boom has already struck Victoria in real estate alone. Many operators who have been paying almost exclusive attention to Vancouver and to mainland properties have opened or arranged to open offices in Victoria, where many properties have already changed hands, and where values are on a steady up-grade.

The development of the 250 miles of territory included in the length of Vancouver Island has been undertaken by the C.P.R. since coming into possession of the Island Railway, the E. & N. Ry., formerly owned by the Dunsmuirs. The responsibility shouldered by the railway is a large one, but with all the resources of the company back of the project and the wonderful undeveloped wealth of the island to work upon there is no question that the island will be made practically a new province in importance and established institutions.

* * *

The importance of British Columbia as a fish-producing country is demonstrated by the returns of the Department of Marine and Fisheries for 1905, recently published. The palm has been wrested for the first time from Nova Scotia, hitherto the banner province in fish and fish products. The totals as given in dollars by the report shows a lead of over a million dollars in favor of the Pacific Province.

* * *

Chief interest has this week centred on the several cars of Christmas poultry which are somewhere on the C.P.R. between Smith's Falls and Vancouver. This province depends largely on eastern Canada for its Christmas turkeys and this year the orders have been larger than ever. Some early orders have arrived, and there is so far no shortage, but if the storms which have been delaying all trains across the prairies and the bleak north shore of the lakes, do not let up, there is prospect of many people going without their Christmas turkey in B.C. However the railway people are keeping the wires hot, in fact running the risk of burning them out trying to have the cars kept moving westward, and in the four days yet to elapse before Xmas eve, the longed-for birds will likely reach the various distributing centres.

Jobbing prices have so far been on a basis of 18½ to 20c. but these quotations will be much reduced next week if any cars are belated. Retail prices run as a rule 25c. per pound. Other lines of poultry mostly of local production, are in good supply, prices being $5 to $7

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10

REPRESENTATIVES WANTED

AGENCY — Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (f tf.)

AGENCIES WANTED

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

FOR SALE.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

per doz. for chickens, fowls, $7 to $8 per doz.; ducks $10 and $12; geese, $1 and $1.25 each.

* * *

The fruit market has been very brisk lately, demand for choice and fancy apples being heavy. Jap oranges have been good sellers, but job higher than usual. The price has averaged 60c. to the trade, and shipments have been fairly liberal. California new season Navel oranges are still slow sellers, being not over matured yet and the Jap orange still leading. The Navels are now quoted at $3.75. Fancy apples, imported from Oregon are quoted at $1.75 per box, Coldstream fruit being off the market entirely. Local apples, cooking grades, are ranging from $1.00 up. Lemons have declined somewhat again, being now quoted $6.25 to the trade. Malaga grapes are well stocked and selling at $7.50 per keg.

In vegetables, hot-house lettuce has been somewhat scarce, and demand has been good. Price is now $1.50 per box.

* * *

Fresh eggs are again down a little, extremely mild weather having influenced the production. Last Friday the Westminster market quotations went as low as 40c. per doz. wholesale, but on the Vancouver market the strictly fresh article is not quotable in a jobbing way, and retail is still bringing 60c per doz. as the stock is limited compared with demand.

Fresh butter is higher again, local creamery, fresh make being quoted at 40c. Supplies of creamery from the Northwest are liberal, and the prices of these show tendency to ease off. The quotations on Alberta creamey is now 27½ and 28½c. Eastern dairy ranges from 18c to 22c. Cheese has been dropped a couple of cents, 15c and 15½c being the price to the trade now.

DEATH OF MRS. ROBERT BARRON.

The wife of Mr. Robert Barron died at their home, Yonge & Czar Sts., Toronto, on Monday. Mrs. Barron was highly esteemed by a large circle of friends and the sympathy of the trade is extended to Mr. Barron in his bereavement.

It's easy to get satisfaction by going to law—if you are a lawyer.

More Profit To You

BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" CEAN TO YOU

'T will only cost a two cent stamp to get particulars

Write now.

THE
Codville-Georgeson Co.,
LIMITED
Winnipeg and Brandon, Man.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting represen tatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

1854 1907

Another New Year—
let us thank you for
the favors of the past,
and wish for you
and all every pros-
perity in the New

F. W. FEARMAN CO.,
HAMILTON *LIMITED*

Something Better For New Years

Your stock will not be complete and your customers not pleased unless you can supply

"CORONA"

Selected Hams,
Bacon, Windsors,
Sausages, etc.

Send your Holiday order along. We will give it the best attention.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES.

Yours For Life

Your customers are—when you supply them with the

Sausage, Bologna, Cheese, Butter, Lard, Eggs, Hams, Bacon, etc.

that come from the Ryan Company. The trade marks mean Quality, Satisfaction and more business for you. Can you meet the increasing demand ?

The WM. RYAN CO., Limited
70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

There has been a little more activity in the cheese market since out last issue, several local exporters getting fair orders by cable, had to make their appearance on the general market as buyers. So far the bulk of these new orders were for the cheaper late made goods, but even October-made cheese received some attention at good prices. November and December made cheese seem now fairly sold out and further demand from across the ocean will have to go onto the earlier made, higher priced cheese.

Receipts are now merely nominal, last week they were 1,433 boxes of cheese and 3,816 packages of butter, against 5,963 boxes of cheese and 4,465 packages of butter for the same week of last year, or a total since May 1st of 2,346,725 boxes of cheese and 595,869 packages of butter, as compared with 2,306,350 boxes of cheese and 763,385 packages of butter for the corresponding period of last year.

For reasons, previously explained in these columns, the shipments of dairy produce are not regularly compiled after close of navigation of the St. Lawrence route, it will, however, be known at the commencement of the new season, how many cheese were shipped out during the winter months, and then we will also know what our stocks really were at the close of navigation, meanwhile we have no accurate figures to guide us and the various estimates of stocks are only more or less guesswork. It is, however, well known that the bulk of the stocks of cheese on this side of the Atlantic, are now held in Montreal, and it seems a further conceded fact that our present stocks in Montreal are considerably less than a year ago, while at this time last year there were fairly large quantities of cheese stored in country warehouses in addition to the stocks in Montreal, against this, there is an increase in stocks in British centres, but the entire visible supplies are undoubtedly considerably less in quantity than last year.

It would be interesting to know, to what extent the retail shops in Great Britain are stocked as compared with last year, this information can, however, not be obtained, but cheese prices were very high the entire season, and it does not seem reasonable to expect, that the British retailers laid in any extra quanitities for future trade, if this is correct, it cannot be long now before a more general demand will come on.

Meanwhile the Christmas holidays interfered with the wholesale trade in Great Britain and, as almost all importers and wholesalers there are taking stocks on January 1st, they are not inclined to increase their holdings until after the New Year, this always makes quiet markets for some time.

On the whole, we feel, as we have before expressed ourselves in these articles, that cheese will be wanted and that there is every prospect of higher prices ruling in the near future and, with any ordinary consumptive demand in Great Britain, there will be a shortage in the supplies before the new season's goods can come on the market.

Butter remains firm and unchanged, there will not be the usual quantity of butter made during the winter months, farmers are not feeding their cattle and let them run dry, which saves money for the farmers, as feed is unusually dear this year, and it gives the cattle a needed rest, which will do them good for the next season.

But the extent of supplies of butter now on hand and yet to be expected, is most difficult to estimate. Exports this season were not only short, but fairly large quantities of butter have been re-imported from Great Britain lately, these do not seem to figure in the receipts, as compiled by the Montreal Board of Trade, yet the goods come here and will be consumed here and while we can fairly well estimate the probable consumption, it is at present most difficult to say, whether there is likely to be a shortage or a surplus in supplies, on which the future prices will depend.

PROVISION SITUATION.

The packers this week are paying $5.90 to $6.00 for hogs, f.o.b., at country points. It was not to be expected that deliveries would be large Christmas week, but they have been fair. The packers, however, look for large deliveries for some weeks to come. There are a good many hogs in the country, and they must come out. This week the packers expect nothing from the English market. They aim not to have any bacon arriving there Christmas week. This policy has made Canadian somewhat scarce on the other side, and as a result a cable to Park, Blackwell & Company, indicated that the market was just a little bit more steady. The immediate outlook for Canadian bacon is not very bright. All depends on Denmark and there hogs are very plentiful. Present prices in England for Canadian is several shillings below the packers' cost price. That means the packers here will try to get hogs down to a profitable basis.

In the domestic trade demand is very light, and will continue so for some weeks. Some do not look for a revival before the approach of navigation, but probably in February, the Canadian palate will again turn to hog products. Prices remain steady. Even if a packer shaded prices, he would not make sufficient sales to justify him, because of the lack of demand.

In the United States last week, witnessed considerable activity in the option market for hog products, somebody having been manipulating those markets for an advance, but without much success, owing to free realizations of profits, on each advance, and the covering of only a moderate amount of shorts. The cause of the anxiety of shorts was continued, light receipts in December, which was expected to make up for November's light movement; and, although nobody seems able to explain the deficit to date in the season's packing, the general belief is that the hog supply of the country is large and that farmers are holding it back for feeding purposes, though the weight of hogs coming to market has been getting lighter, instead of heavier. The packers' position is mixed, some believing them short, while others think part of them are on the long side and part on the short side; and that the current demand for consumption has kept stocks so low that packers have been barely able to supply their cash trade. But prices are now so high that everybody seems afraid of the market, and Chicago dispatches are beginning to warn their customers that the market is getting to look "toppy." Cash prices have been but little affected by the moderate advance in futures, as trade is only of a hand to mouth order, few having confidence in the permanence of present high values, though stocks continue to decrease so far in December.

PIGS SHORT IN ENGLAND.

Writing under the heading "Shortage of Pigs," P. B. Ball, Canadian commercial agent at Birmingham, says in the "Weekly Report" of the Department of Trade and Commerce:

"According to the returns of the Board of Agriculture there is a striking decline in the production of pigs in Great Britain. I have it from an authoritative source that at the annual meeting of a large firm in Birmingham this week handling pork, a loss of £540 was announced on the year's working, due entirely to the high price of hogs which had been dearer than at any period during the last sixteen years. They had killed 870 pigs less than last year, and yet they had cost £7,500 more.

"It was pointed out that there were 100,000 pigs less in England, Scotland and Wales than there were twelve months ago, and although Ireland showed an increase of 80,000, there was a shortage of 20,000 in the country.

"It was also stated that the company in 1903-04 killed 18,434 pigs which cost £77,500; in 1904-05 16,330 pigs costing £74,719, and last year 15,462 pigs costing £81,863.

"As Canadian bacon is now so favorably received in this country, there should be an excellent opportunity for increased pig raising and bacon curing."

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

BROOMS BRUSHES BASKETS

WOODEN WARE WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries
Twines

WALTER WOODS & CO.

Hamilton and Winnipeg

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS.—Dealers report considerable movement in pork at the moment. Storekeepers are laying in stocks of this article as prices are now at as low an ebb as they are likely to go. Lumber camps also supply a great part of the demand, buying large quantities. Hams and bacons are slow, now that Christmas has passed. Excellent trade for the last week, is said to have been done in all lines. Good demand exists for pure lard. Compound is scarce, owing to difficulties of railway transportation.

Lard, pure tierces		0 12½
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12½ 0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½
"	" 5-lb. "	0 12½
"	" 3-lb. "	0 12½
Lard, compound tierces, per lb		0 08½ 0 09
" "	tubs	0 09 0 09½
" "	20-lb. pails, wood	2 00
" "	20-lb. pails, tin	1 90
" "	cases, 10-lb. tins, 60 lbs. in case	0 10½
" "	" 5-lb. "	0 10½
" "	" 3-lb. "	0 10½
Wood net, tin packages, gross weight—		
Canadian short cut mess pork		2200
American short cut clear		21 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 15
Hams		0 13 0 14½
Extra plate beef, per bbl		12 50 13 00

BUTTER.—There has been little change in the market since last week. Prices are firm and sales are very good.

Choicest creamery, salt, 56 lb. boxes	0 25½ 0 26
" " pound prints	0 26 0 26½
Medium creamery	0 23 0 24
Western dairy	0 20 0 22½
Large rolls	0 22 0 22½

CHEESE—Cheese is quiet but firm and unchanged prices.

Ontario, September make	0 13 0 13½
" late make	0 12½ 0 13

EGGS.—Increased inquiry for eggs is reported this week. Prices generally are without change. Themarket is firm In some quarters it is whispered that there will be a shortage before the end of the winter.

Fall selects, doz	0 24 0 28
Storage " "	0 24 0 25
Storage, No. 1, doz	0 21 0 22
Pickled eggs	0 21 0 22

POULTRY.—There was good business done in poultry on Monday, but ater that day there was not so much interest in the market although there is still New Years Day to come. Prices have bene well maintained.

Turkey, per lb	0 14 0 15
Chickens and fowls, per lb	0 08 0 09
Geese, per lb	0 10 0 11
Ducks, "	0 11

HONEY.—Honey is quiet at prices which are firm.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 10

TORONTO.

PROVISIONS.—The market for pork products is firm, and what slight changes are noticeable are upward. Some are asking more than last week's quotations for small shoulder hams, short cuts and lard, but supplies are still available at the old figures. Hind quarters and choice carcases of beef are also firmer.

Long clear bacon, per lb	0 11 0 11½
Smoked breakfast bacon, per lb	0 15 0 15½
Roll bacon, per lb	0 11 0 11½
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 15
Large hams per lb	0 13
Shoulder hams, per lb	0 11½ 0 11½
Backs, plain, per lb	0 16
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 00 24 00
Lard, tierces, per lb	0 12
" tubs "	0 12½
" pails "	0 12½
" compounds, per lb	0 09 0 10
Plate beef, per 200-lb. bbl	11 00 12 00
Beef, hind quarters	7 00 8 00
" front quarters	5 00 6 00
" choice carcases	6 50 7 25
" common	4 00 5 00
Mutton	0 07 0 08
Lamb	0 10 0 11
Hogs, street lots	8 00 8 50
Veal	0 09 0 10

BUTTER.—The market for choice lines is firm, but butter of indifferent quality seems to be in rather over supply. For a few choice makes of creamery prints, 29 cents is obtainable, but quite as good butter though not so well known, is going at 28 cents. The spread for quality is as much as 3 cents. Dairy butter continues pretty plentiful.

	Per lb.
Creamery prints	0 27 0 28
" solids, fresh	0 26
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" rolls, large choice	0 21 0 22
" tubs, choice	0 21 0
Baker's butter	0 19 0 20

EGGS.—As yet, at any rate, there is not any softening tone noticed in the egg market. Stocks are still believed to be limited, and practically no new laid eggs are arriving. Prices are very firm.

Eggs (strictly new laid)	0 35 0 40
" selects	0 26
" fresh	0 23
" pickled	0 21 0 22
" splits	0 18

CHEESE—Higher prices than were quoted last week are being obtained for good September makes. The market is quiet and demand only fair.

	Per lb.
Cheese, large	0 13½ 0 14
" " twins	0 14 0 14½

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb	0 08
" " in comb, per doz	1 50

FOWL.—After some weeks of low prices, the poultry market firmed up for Christmas, and there was a good strong market. There is plenty of fowl in the country, but the outlook for low prices was not encouraging to the farmers, and they have not marketed their stock. Many country dealers, too, have been paying high prices and holding back their stock. Saturday, as high as 16c.

WIN and HOLD Your Trade With Clark's Canned Meats.

Perfect in Preparation.

Ask Your Wholesaler to Tell You About

Wagstaffe's

Jams, Marmalades, Sealed Fruit in Glass and Mince Meat

Made for 17 years in Manchester, Eng. Now made in Canada.

Always guaranteed to be right.
Absolutely free from adulteration.
All pails gold lined.

WRITE FOR PRICE LIST AND QUANTITIES

Wagstaffe, Limited

HAMILTON, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg.

This space $15.00 per year.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

HENRY COLBECK
NEWCASTLE-upon-TYNE.
nvites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

JAMES NETHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst beat Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited

DAVID SCOTT & CO.
Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipmen of
CANNED GOODS.
T. A.—Scottish, Liverpool.

A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

This space $15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES.

REINDEER

with milk and sugar

COFFEE

Ready **to Use**

Selling Points

A cup of excellent Coffee is prepared by simply adding boiling water.

There is no waste—Take from the tin just what is needed for a cup.

The coffee can remain in the tin and be used from it as required.

It will keep till the whole is used.

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE

Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

NICHOLSON & BAIN,

WINNIPEG,

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

was paid for very choice young turkeys, and more could have been got on Monday. It is expected prices will be maintained for a while at least, but there is no certainty about it.

Live Weight.

Old fowl	0 05	0 06
Ducks	0 07	0 08
Young chickens	0 07	0 08

Dressed weight.

Old fowl	0 05	0 07
Ducks	0 09	0 10
Young chickens	0 08	0 09
Geese	0 10	0 11
Young turkey	0 13	0 15
Old turkey	...	0 11

WINNIPEG MARKETS.

BUTTER.—Creamery is quoted at following prices :—

Fancy fresh creamery, in 1 lb. bricks	....	0 32
Choice Manitoba, in 1-lb. bricks	0 26	0 27
Fancy creamery, solids, 56's, 28's, 14's	....	0 26

CHEESE—

Manitoba, large	....	0 14½
" small	...	0 14½
Ontario	....	0 15

LARD—

Tierces basis, per lb.	....	0 12½
Small packages take the following advance:		
50-lb. tin cans, per lb.	....	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	....	0 00½
10-lb. " in 60-lb. "	....	0 00½
5-lb. " " "	....	0 00½
3-lb. " " "	....	0 01
20-lb. net white wood pails, per lb.	....	0 00½

CURED MEATS—

Hams, selected stock, special mild cure	....	0 17½
Bacon, " " "	....	0 22½
Backs, " " "	....	0 18½
Hams, light, 10 to 12 average	....	0 16½
" medium 14 to 16 average	....	0 16½
" heavy, 20 to 30 for slicing	....	0 16
" heavy, skinned 2 to 30 for slicing	....	0 17
Picnic hams light, choice, 6 to 8	....	0 13½
Shoulders light, choice	....	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	....	17½
" " clear bellies 12 to 14	....	17
Clear backs, b bacon light	....	16
" b bacon 12 to 14	....	15½
Spiced rolls, long if in stock	....	0 17
" short	....	0 14
Dried beef ham, sets	....	0 12

Smoked hams boned and rolled, 2c. per lb. additional.

DRY SALT MEATS.

Bacon, dry salt long clear	....	0 13½
" " " smoked	....	0 13½
" " " boneless backs	....	0 14½
Shoulders " "	....	....

BARREL PORK.

Heavy mess pork, boneless, per bbl	....	24 00
" " " per ½ bbl	....	12 00
Standard mess pork, per bbl	....	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00

Sweet pickled spare ribs, not cooked, per lb. 0 04
" hocks, " " 0 05

ST. JOHN, N.B.

Business is quiet. Barrel pork is still held at full prices. Beef is unchanged at full figures. Stocks are very light. Pure lard continues high. Market quite well supplied with Ontario stock. There is practically no refined compound offered. Market has been bare for a month. The Christmas market has been well supplied with fresh beef. Both Ontario and Domestic has been firmer, because of special grades offered. Mutton lamb held at full prices. Veal very scarce. Pork slightly easier. In poultry, turkeys were lower than for the past few years. Market was further affected by soft weather just before Christmas. Geese, chickens and particularly ducks held firm.

Mess pork, per bbl	$22 50	$23 50
Clear pork, "	22 01	23 00
Plate beef, "	13 50	14 50
Domestic beef, per lb.	0 05	0 07½
Western beef, "	0 08	0 09
Mutton, "	0 05½	0 06½
Veal, "	0 07	0 08
Lamb, "	0 09½	0 10
Pork, "	0 09	0 09½
Hams, "	0 14	0 16
Rolls, "	0 12½	0 14
Lard, pure, tubs, "	0 13	0 13½
" " pails, "	0 13½	0 14
Refined lard, tubs	0 10	0 10½
" " pails	0 10½	0 11½

BUTTER.—Full prices are asked. Fair supplies.

Creamery butter	0 28	0 30
Best dairy tutter	0 24	0 28
Good dairy tubs	0 21	0 24

EGGS.—Prices unchanged. Strictly fresh bring fancy price.

Eggs, strictly fresh	0 35	0 40
" fresh	0 24	0 25

CHEESE.—Prices rather easier.

Cheese, per lb.	0 14	0 15

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

GRANOSE FLAKES

are a delightfully crisp and appetizing breakfast food. They retail in large cartons at 15 cents. Our advertising has introduced them into thousands of homes in Canada. Once tried the consumer will not do without them?

If you have not got them in stock write to

The Battle Creek Health Food Company,
Limited
Canadian Factory and Office, LONDON, ONT.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

They're the people and that's the place to get your Barley.

ORDER AT ONCE

CORONET ROLLED OATS

Bulk Only **Quick Shipment**

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

Wishing You a
Prosperous and Happy New Year
Verret, Stewart & Co., Ltd., Montreal

Both Quality and Profit

In Our Big Three

That's what **you** get, Mr. Grocer, when you carry a good supply of **McIntosh's Big Three.**

The **Quality** is there—the people knowing that, boost the demand.

The Profit is there, direct and indirect—the dealer knowing that, features McIntosh's cereals all the time.

"Swiss Food" has held the market for twenty years. Its enormous sale is sufficient evidence of its purity and strength-giving qualities.

"Beaver Oats" have been awarded the verdict of **"proven superiority."** A Big premium goes with this brand.

"McIntosh's Crown Brand Rolled Oats" fairly won and fairly holds first place in Quality—Bulk—and Price.

P. McINTOSH & SON - Toronto, Canada

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers and Household Use.

Western Canada Flour Mills Co., LIMITED

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

CEREALS AND CONFECTIONERY

Quiet Continues to Brood Over the Markets—Flour Markets Inclined to Weakness—Big Year in N.S. Government Crop Report.

Markets are stagnant and there is little of interest in the grain or grain products situation. The United States Government issued its final crop report for the year last week and found 101,500,000 more oats than had been estimated in July or October.. "The big increase in oats," says the New York Journal of Commerce, "was wholly uncorroborated by the best-posted men in the trade, including the elevator men, except those who were short of the market, while its corn crop figures, at the extreme estimates of the stock-jobbing expert estimators is not indicated by the movement of the new crop or country offerings. Its criticisms were of a severe nature, indicating that this change about in the Government figures to increasing, instead of decreasing former estimates, as has been the case with most other authorities, is done to keep "general prosperity" over-advertised or help to hold the stock market up, by prospective enormous earnings of the grain roads. In the products of grain of all kinds there has been less doing than in grain itself, without enough change in the price or business doing throughout the week to be worth comment. The flour market, however, is weaker, and if buyers would bid for lines they would be able to get 5c if not 10c concessions on the whole list, and possibly more for round lots of spring, as there has been some pressure, during the week, from Northwestern mills to sell bakers, extras on account of accumulations due to poor export demand."

MONTREAL.

GRAIN.—Business is quiet in grain. Prices are unchanged.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats "	0 42½
No. 3 white oats "	0 41½
No. 4 white oats "	0 40½
No. 3 yellow corn "	0 76
No. 2 peas, basis 78 per cent. points	0 80

FLOUR.—The situation in flour is unchanged. Prices continue as quoted last week.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household		4 60
Glenora		4 10
Manitoba spring wheat patents		4 60
" strong bakers		4 10
Buckwheat flour	2 25	2 30
Five Roses		4 60

ROLLED OATS.—Prices are unchanged but rather firm. Business is not very brisk.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated " "	2 40
Gold dust cornmeal 98 lb bags	1 75
Rolled oats, 90-lb. bags	2 25
" 80-lb. bags	2 00
" bbls	4 80
Choice boiling peas	1 00 1 10

FEED.—There is nothing doing in feed this week. Bran and shorts are still scarce, but there is nothing new.

Ontario bran	19 50	20 50
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
" bran	19 00	20 50
Mouillie, milled		24 00
" straight grained	25 00	28 00
Feed flour	1 30	1 35

HAY.—The great scarcity has had the effect of once more sending up prices locally. Cars are still difficult to obtain, and as long as this remains a fact it will be no easy matter to secure shipments of hay and the scarcity will continue. The markets in the Old Country are steadily climbing. Liverpool is quoted 87s. c.i.f. and Glasgow, very firm, at 90s. c.i.f.

No. 1		14 50
" 2	13 50	14 00
Clover mixed	12 00	12 50

TORONTO MARKETS.

GRAIN—The market for Ontario wheat is somewhat lower, chiefly due to increased deliveries. Otherwise the grain markets are enjoying the holiday stagnation.

(F.o.b. Georgian Bay points.		
No. 1 hard	0 82	0 82½
Manitoba wheat, Northern No. 1		0 81
" " " No. 2		0 78½
" " " No. 3, nominal		0 76½
Red, " per bushel. 78 per cent. points	0 69	0 70
White, " " " "	0 69	0 70
Mixed, " " " "	0 63	0 69
Spring, nominal " " "		
Goose, " "		0 65
Barley, No. 1, "		
" No 2, "		0 51
" No. 3x, "	0 48½	0 49
" No. 3, "		0 45
Oats, white "		0 36
" mixed "		0 35

FLOUR.—The market is quiet with prices steady. The ordinary export market is quiet, $2.65 asked and $2.60 bid. For better known brands a good South African demand is reported.

Pure Manitoba wheat per bbl in sacks	4 00	4 50
85 per cent. Manitoba patents, per bbl	3 90	4 00
Straight roller " "	3 40	3 60
Blended	3 70	3 80

CEREALS—Quotations are unchanged.

Rolled wheat in boxes, 100 lbs. nominal		2 25
" " 50 lbs. "		1 25
Rolled oats, carlots, per bbl., in bags "		4 00
" " " " in wood "		4 25
" " for broken lots in wood "		4 50
" " broken lots in bags "		4 25
Oatmeal, standard and granulated, carlots, on track, per bbl "		4 55
" " " in bags "		4 30

DEATH OF GEORGE BROADFIELD.

Geoge E. Broadfield of the firm of McMahon & Broadfield, Toronto, died in Dresden, Germany, on Dec. 12, after undergoing an operation for appendicitis. Mr. Broadfield was in Europe buying for his firm and the news of his sudden demise came as a shock to the china and glassware trade of Canada and to a large circle of friends besides.

THE TRADE PAPER.

A few articles, and only a few, go directly from the producer to the consumer. Ninety-nine per cent. of them reach the consumer through the jobber and retailer. Therefore the jobber is a permanent and important factor in distribution. A link in the chain which neither producer nor distributor can ignore is the columns of a representative trade paper—the one that goes to him and the one he reads. Letters and circulars are all right; travelers are fine; general newspaper advertising is beyond praise, but there is not an advertising expert on the continent who will say that an advertising campaign is complete which does not include the trade paper in its special field. It does work which is most important.—"Hay & Grain Reporter,' Decatur, Ill.

Hudon Hebert & Co., Limited, of Montreal, will be closed from to-morrow, Saturday, until Wednesday morning, January 2.

DIAMOND BRAND MAPLE SYRUP
The People's Choice
TWIN BLOCK PURE MAPLE SUGAR
The only reliable block sugar obtainable
MAPLE CREAM HEARTS
A maple confection par excellence
NUT'Y CREAMS and FRUIT'Y CREAMS
Are meeting with general favor
THE BIG 4
A 10c. package of merit and value
For sale by jobbers everywhere
SUGARS, LIMITED - - - MONTREAL

Caillers

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaillay)

The best product of the famous Gruyere Valley in Switzerland is brought to your customers in **Caillers' Swiss Milk Chocolate** As a healthy food, a nourishing confection, you can offer nothing better to your trade. You can want nothing better for for there IS nothing better.

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Merit is the true selling gauge of goods---
It is this undisputed merit in

MOTT'S BRANDS OF Chocolate

that has made

"Diamond" and "Elite" brands

the favorite for over a quarter of a century in every store and home in Canada.

For sale by all jobbers.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouve

"From golden grain to package form, no human hand touches

CANADA FLAKES

That, Mr. Grocer, is why Canada Flakes is particularly clean.

This automatic machinery also insures a product of unvarying quality.

In crispness of flakes, and flavor, no food compares with Canada Flakes; and the housewives (the buyers) know it.

That is why Canada Flakes is popular and sells so well.

In every **HOUSEHOLD** 25c. size a beautiful china plate or other china tableware is enclosed.

Buy Household Canada Flakes.

"Health" COCOA

Trade Mark

—IS—

Absolutely Pure

It is the right article to stock, being

RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO., 25 Front St. East, TORONTO

WEBB'S CHOCOLATES

High-class goods for
High-class grocers.

The largest and finest line of packages and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited
31-35 Buchanan St., Toronto

Begin Well

If you are going to make a success of your business in 1907 you must start the year well.

The first step in this direction is to

See to Your Stocks

If they are low they should at once be repleted.

Our lines are now all complete, and we can fill orders immediately upon receipt of your commands.

Information for the asking.

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

AN OLD, OLD STORY.

A farmer was telling his wife one day,
"I need a new plow but I don't want to pay
Such a big price as they ask me uptown,
Even if I can buy with all the cash down.
Of course, I am sure that the plow is all right,
But the profits they make are clean out o' sight,
For plows don't cost much—just iron and wood,
An' a cheap one'll do me, I believe it's as good."
He read "ads" in the papers and big magazines
Of cheap pianos and sewing machines,
And of one plow guaranteed for twenty-five years.
Said he to his wife, "Now, that plow appears
To be jest what I want 'nd I guess I'll try
To scrape up some money and send off and buy
And learn the agents that sell in this town
That in selling to me they must cut the price down."
He sent off his money. The plow came all right.
It was nickeled, painted and polished up bright,
With a big guarantee about eight inches square,
That guaranteed everything except wear and tear.
He felt quite elated. He had saved half the price,
And had a new plow that was uncommonly nice.
He hitched up his team and drove out on the farm,
And started to plow—and the day being warm,
Drove slowly around—then "clucked" to his team,
Which gave a quick start and—snap! went the beam.
The traces fell down and the team ran away,
There was plenty doin' the rest of that day.
He got things together along toward night,
And when he got through he sat down to write.
He explained all the trouble and suggested just how
With a few minor changes they could make a good plow.
They replied by a letter that said they thought
His "team was too strong," and he ought to have bought
"A much stronger plow" — the one they'd recommend
Was a different style; they'd be delighted to send
"For cash with the order," or, if he wished, "C.O.D."
But they "would have to decline to send a beam free."
Then he took that poor plow and chopped it up fine,
And swore by the Prophet that he would decline
To buy anything more that he couldn't see,
Just because it was cheap and had a big guarantee
And he said to his wife: "I aint got so much cash—
B'gosh! but I know more, and I won't be so rash.
And now when I buy a tool or machine
I won't look at a paper or a big magazine,
But go right to my dealer and I won't have to say,
I've been swindled by sharpers, as I have to-day."

EARTHENWARE TRUST.

An earthenware trust has been formed in Austria. It includes 12 factories and among them are: Wienerberger Ziegelfabrik, Florisdorfor Tonwarenfabrik, Lederer & Nessenyi, Erste Schattauer Tonwarenfabrik, Westboemische Kaolin and Chamottewerke, Karlsbader Kaolinindustriegesellschaft and the Kaolinwerke Aktiengesellschaft in Zettlitz near Carlsbad.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SPRAGUE
CANNING MACHINERY CO.
CHICAGO, ILL., U.S.A.

A LINE THAT WILL PLEASE YOUR CUSTOMERS

Made in Switzerland
NESTLE'S CHOCOLATE
Richest in Cream

LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

A List of People who Eat Nicholson's Mince Meat

would be easy to get and be big in size.
The proof is in the eating.

Stock: N. & B. Jelly Powder, N.& B. Icing Powder, N. & B. Puddine, N. & B. Veri-quick Tapioca, Brock's Bird Seed.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:
28 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

A FRENZY OF JUSTICE.

One more unfortunate,
Greedy for cash,
Gambler importunate,
Roguishly rash ;
Guilty of robbery,
Slick in his jobbery,
High in his snobbery—
Lord, what a crash !

See the immutable
Proof of his gain,
Watch his inscrutable
Look of disdain !
Scorning the judges,
He never budges,
Saying, "Two fudges !
You give me a pain ! "

Picture his palaces,
Write up his wealth,
Air all his fallacies,
Tell of his stealth—
Scorning the masses,
Calling them asses,
Taking his passes,
He travels for health.

Lawyers, investigate
How it was done ;
Experts, you estimate
Where the sums run ;
Witnesses, hurry
All in a flurry
Trying to worry
The man with the "mon."

Chuck out his brother,
Fire his aunt,
Leave not another
Cousinly "plant"—
Write a report on him,
Roughly cavort on him,
Get in some sport on him,
Curse him and rant !

Let the whole city-full
Know of his game,
No one be pitiful
Tho' he talks tame ;
Cry out for lawfulness,
Weep for his awfulness,
Frown at his flawfulness,
Mash him with blame !

Then, don't indict him,
Call him not slob,
Don't even fright him
Turning a knob ;
Try to placate him,
Dare not to hate him—
Just legislate him
Out of his job.

Take him out tenderly,
Oust him with care,
Honored so slenderly,
Rich and so fair ?
Praise with intensity
Money's imp·
Graft's a propensity
Many men share !

JHON HAY, Jr.,
in N.Y. Commercial.

THE GROCER IN INDIA.

An advertisement of the Edwardsburg Starch Co., in The Canadian Grocer brought last month an inquiry from an East Indian merchant, M. S. Muftee, Tadian (Kadian) Dist., Gurdaspur, for a sample of Crown brand Table Syrup. The far-reaching influence of The Canadian Grocer is one of its most valuable features to advertisers.

The Beginner

Have you just opened a grocery store ?

Have you been clerking and are thinking of opening a grocery store ?

If so, be sure to stock reliable soda biscuits like

They are the grocer's helpmate. Remember the name—

Perfection Cream Sodas

THE Mooney Biscuit & Candy Company,
LIMITED.
Stratford, - Canada.

AFTER SIXTY YEARS
A New Form of
COX'S GELATINE *is*

COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX, Ltd.
Gorgie Mills,
EDINBURGH

WHAT "GROCER" MEANS.

Not the least surprising discovery an Englishman of the Plantagenet period would make, if he could visit the grocers' exhibit at the Agricultural Hall, would be that there is such a person as a "retail grocer." A retail grocer is as impossible, according to strict etymology, as a "weekly journal," since a "grocer," or "grosser," as it used to be spelled, is really a trader "in gross"—that is to say, in large quantities, wholesale. Our ancestors spoke of "grossers of fish" and "grossers of wine," and an Act of Edward III. expressly mentions that "grossers" dealt in all manner of goods. In those days "spicer" was the word for "grocer," in the modern sense. But it happened that the Grocers' Company, founded in the fourteenth century, specialized in spicery, and so "grocer" gradually took the place of "spicer."—London Chronicle.

A CHRISTMAS REMINDER.

Rev. Father A. E. Burke, the familiar delegate to the Annual Convention of the Maritime Board of Trade, who has been a member of the Prince Edward Island contingent for years, remembered the MacLean Company's special representative this year, by a dainty souvenir, in the form of a post card, on which was a life sized photograph of the priest-delegate, surrounded by suitable holly border in tint of green.

The "Best Christmas Wishes" extended are cordially reciprocated with Father Burke.

FROM CALGARY, ALTA.

T. T. Weir, managing director of the Standard Soap Co., Calgary, Alta., was at the King Edward, Toronto, last week. Business in their lines is reported good and their new lines of toilet soaps are meeting with good demand. The coming year is looked forward to as one in which the capacity of their works will be tested to the full.

COLORING ELECTRIC LIGHT BULBS.

First mix the white of one egg, previously beaten to a frosting, and one pint of soft water. Strain through a very fine sieve, and make sure that no bubbles remain on the surface of the liquid. The globe should be carefully cleaned and polished, and then dipped into the mixture and hung up on a string to dry. After about half an hour they should be dipped the second time, to insure a perfect coating. When perfectly dry they are ready to be colored. For this, dissolve ten to thirty grains, according to the density of color desired, of any powdered dye in four ounces of collodion. Dip the globes in this and hang up to dry. If not dark enough, after about six hours, when they are dry, dip again. This coating will never crack or peel off. The best container for mixing the fluid is a baking powder or similar can, just a little larger around than the globe. This requires less of the mixture to make enough to cover the globe.

1906-1907

May the good things of the New Year come to you and yours in great abundance.

—and may our personal and business relations with each other continue as happy and agreeable as in the past.

Yours Faithfully,

T. H. Estabrooks,

3 Wellington St. East,

TORONTO

Geo. H. Campbell,
Manager

RED ROSE TEA
"is good tea."

Pleased to say we closed out all stock before Christmas.

HAVE ARRIVING THIS WEEK:

2 Cars Floridas
2 " Mexicans
2 " Washington Navels
2 " Lemons

Full lines of

Nuts, Figs, Dates and Pineapples

McWILLIAM Mc. AND E. EVERIST

TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

Oakville Basket Co.
Oakville, Ont.

FRUITS, VEGETABLES AND FISH

Oranges Still in Good Demand, With Supplies Not Yet Improved—Holiday Vegetables Selling Well—Priecs Show Little Change.

Quotations on fruits, vegetables and fish are almost without change. The holiday vegetable trade began towards the end of last week, and a splendid business is being done. The fruit trade continues exceptional; it is stated that the Toronto orange market, for example, has been entirely cleaned out by the demand, and good enquiries from outside points continue, Mexicans especially being desired. November-cut lemons are also in good demand. It is understood that all free goods under the new tariff are being delivered without question, and that no packages are being held for examination.

MONTREAL.

GREEN FRUITS.—Activity in green fruits is considerable as there is still the New Year trade to cater to. Bananas are selling wonderfully well. Dealers say never has there been such a lot sold. Oranges are going like hot cakes and tangerines, manderines, lemons and grape fruits are all in good demand. Prices are very well maintained.

New dates, per lb	0 05	0 07
Bananas, fine stalk		1 50
" jumbos		2 0
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 50
Kumquats, box		0 20
Manderines, box		1 00
Tangerines, half box		2 50
Egg plant, doz	2 50	3 00
Apples, bbl	3 50	5 00
New lemons		3 25
Pears per half box		2 75
Mexican oranges, box		2 65
Cal fornia oranges, new navels		3 50
Jamaica oranges, per bbl		4 50
Jamaica oranges, per box		2 65
Florida oranges, box	3 00	3 25
New figs, per lb	0 08½	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl		8 00
Florida grape fruit, box	3 50	4 00
Jamaica grape fruit, box	3 75	4 00
Almeria grapes, per bbl	2 50	6 00

VEGETABLES—An easier feeling in prices is noticeable this week. Cucumbers are not offering at such extremely high figures as were quoted last week, 50c. to $2.25 being the ruling quotations. Spinach is now quoted $3.50 a barrel, while tomatoes are also lower. Business is slow.

Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate		2 25
Turnips, bag		0 75
Water cress, large bun hes, per doz		0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz		0 75
California celery, crate		6 00
Endives, lb		0 20
Spinach, per bbl		3 50
Cucumbers, per doz	50	2 25
Celery, per doz	0 25	0 90
Potatoes, per bag		0 90
Jersey sweet potatoes, basket		2 00
Spanish onions, crate		2 50
" 56 lb cases		0 95
Red onions, bbl		3 50
Beets bag		0 75
Carrots, bag	0 90	1 00
Wax beans, per basket		5 00
Green beans "		5 00
Mushrooms, lb	1 00	1 25
Horseradish, lb		0 10

FISH—Trade in fish was very good during the advent season but fell off with its close. At present there is not very much business being transacted. Cod and haddock are in good supply, and quotations are a little lower this week. Haddies are also low. Yarmouth bloaters continue to arrive in good quantities, but kippers are scarce. Good sales of oysters, for which there is a large demand, are reported. The bulk article is very scarce.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03½	0 04
Halibut, " "	0 08½	0 09
Grass pike, round " "		0 06
Grass pike, dressed " "		0 06½
Market cod " "	0 03½	0 04
Steak cod, " "	0 04½	0 05
Mackerel, large, " "		0 11
Dore, " "		0 08½
Whitefish, " "		0 08
Small sturgeon " "		0 08
B. C. salmon " "	0 03½	0 09
Qualla salmon " "	0 07½	0 08
Smelts " "		0 09
New tomcods, bbl		1 50
Sea herrings, large, per 100	1 90	2 00
Smoked and Salted—		
St. John bloaters, "		1 25
Haddies, in 15-lb boxes, per lb		0 08
Smoked herring, per lb		0 12
Yarmouth bloaters, box		1 25
Skinless cod, 100 lb. cases		5 50
Boneless, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 08
No. 1 salt eels, "		0 08
Dry cod in bundles		6 50
Oysters—		
Standards bulk, per imp. gal		1 50
Selects, bulk, per gal		1 70
Oyster pails, pints, per 100		1 00
" " quarts, "		1 25
Oysters, Malpeques, bbl		9 00
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " per half bbl		3 25
No. 1 N.S. herring bbls		5 00
" " half bbls		3 00
No. 1 Mackerel per pail		1 75
No. 1 Lake Trout, 100 lb. kegs		5 00
No 1 Sea trout, 100 lb kegs		5 50
Labrabor salmon—		
" " in bbls		12 50
" " tierces		18 00
" " in ½ bbls		7 00
No. 1 green cod, in bbls. of 200 lbs		7 00
Small. " " "		5 50
New turbot, bbls 200 lbs		10 00
Pickled sardines " bbl		5 50
" " h'f bbl		3 00

TORONTO.

FRUIT.—Last quotations hold in all lines for this week's trade. The holiday trade continues good, but orange supplies are short.

Oranges, Jamaicas, per bbl		5 00
" " per box	2 50	2 75
" Florida, 126s-216s		3 00
" Mexican, 126s-216s	2 35	2 55
" Tangerines, half box		3005
" Valencias, 420's and 714's	4 50	5 7
" navels, 96's, 300's	3 00	3 057
Grape fruit, 46's 80's	3 50	73
Lemons, Californias, boxes	5 00	5 25
" Messinas, 300's-360's	3 00	3 25
Limes, per crate		
Pineapples, Florida, 30s and 24s		5 00
Apples, snows	2 00	3 00
" Spies	3 00	3 50
" Baldwins	2 00	2 50
" Greenings	2 00	2 50
" Kings	2 50	3 00
Bananas, per bunch	1 75	2 25
Red bananas per bunch		3 50
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peck, $1.5o to $1.75 per bush.	5 50	6 00
Cranberries, per barrel	8 50	11 50
" " crate	3 50	4 00
Holly, per case	4 00	4 25
" wreaths, per doz	1 25	1 75
Mistletoe, per lb		0 25
Evergreen wreathing, per yard		0 02

VEGETABLES.—No alteration is made in this week's prices. A brisk holiday trade is now in progress.

Potatoes, Delawares, per bag	0 85	9 00
" Ontario		0 75
Sweet potatoes, per barrel, 10 pks	2 25	2 75
" per basket		0 50
Onions, Spanish, per large case	2 50	2 75
" " small case	0 90	1 00
" Yellow Danvers, bags	1 10	1 15
" Canadian, per bag		1 10
Cabbage, new Canadian, per bbl		1 25
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 30	0 40
Lettuce, Boston, large, per doz. heads	0 90	1 00
Green onions, per doz		0 20
Radishes, Canadian round, per doz		0 60
Cucumbers, hot house, per doz		1 75
Mushrooms, imported, 1-lb. boxes, per lb		1 00
Beans, white, prime, bush	1 50	1 60
" " hand-picked, bush		1 65
" Lima, per lb	0 06	0 06½
Watercress, per doz. bunches		0 25
Tomatoes, California, per crate		2 75
Peppers, per basket		

Parsley, per doz	0 20	0 25
Turnips, per bag	....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 9 and 10 doz	....	5 00
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	....	0 25
Pumpkins, per doz	0 75	1 00
Citrons, per doz	0 75	1 25
Parsnips, per bush	....	0 50
Sage, savory, thyme, etc, per doz bunches	....	0 10
Oyster plant, per doz bunches	....	0 40
Artichokes, per bag	1 00	1 25

FISH.—The fish market shows practically no change. Trade is reported satisfactory, and most lines are in good supply.

Fresh halibut	....	0 18
Haddock, fresh caught, per lb	....	0 06½
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	....	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Ciscoes, per basket	....	1 25
Striped bass, per lb	....	0 15
Blue fish, per lb	....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	....	1 25
Eastern salmon, per lb	....	0 20
Finnan haddie, per lb	....	0 09
Oysters, per gal	....	1 90
Labrador herring, per half bbl	....	3 00
" " bbl	....	5 50
Frozen Halibut, per lb	....	0 10
Sea herring, per lb	....	0 01½
Pink Salmon, per lb	....	0 09
Red " "	....	0 10
Fancy Manitoba white fish, per lb	....	0 12
Smelts, No. 1, per lb	....	0 10
" extra, per lb	....	0 15
Lake Superior herrings, per lb	....	0 04

NOTES.

A $5,000,000 fish trust has been formed in Boston, under the name of the National Fisheries Company, and some of the best-known firms on the Atlantic coast have been absorbed.

The fourteenth annual meeting of the North-West Fruit Growers' Association will be held in Seattle, U.S.A., on Jan. 16, 17, 18. J. R. Anderson, Victoria, is the head of the Canadian section.

Experimental stations will be established throughout Alberta by the provincial department of agriculture, in the endeavor to make that province a competitor of British Columbia and Ontario in supplying prairie markets with fruit.

A large shipment of Japanese oranges consigned to Vancouver was recently refused entry owing to the fruit being infected with a dozen or more dangerous kinds of scale. The shipment was later sent to points having less rigorous inspection.

The wireless telephone has entered into the deep sea fishing industry. Recently fishermen twelve miles out in Massachusetts Bay, having with them a small vessel equipped with a wireless telephone, were able to communicate with the station at Brant Rock and learn from it the prices ruling in the ...n market.

Capt. George V. Williams, formerly master of the Boston Tugboat company's steamer Lyra, who was for seventeen years interested in the oyster beds at Massachusetts, and Col. A. Markham, of St. John, New Brunswick, have organized the Victoria Oyster & Fish company, capitalized at $100,000, and have acquired 100 acres in Esquimalt harbor and other leases from the Dominion government. Their purpose is to import eastern oysters for breeding purposes, and so improve the British Columbia product that it will be able to compete with importations from the United States. British Columbia and the North-West will be the company's main market.

FISH. FISH.

We are headquarters for all kind of Fish and Oysters. Our facilities are complete and **stocks large** and well assorted—**British Columbia Salmon and Halibut, Frozen Lake Herrings** 100 lb. sack, **Finnan Haddies—Syda and Cousins** the best, **Long Island Native Oysters—very fine quality, Frozen Trout** and **Whitefish, Frozen Sea Herrings, Smelts, Ciscoes,** and full line of pickled and dried fish. Your orders will receive the best of everything if entrusted to us.

WISHING YOU A HAPPY NEW YEAR.

WHITE & CO., Limited
Toronto and Hamilton
Our price list mailed to any address

B. L. O. E. $'s IN EVERY BOX $'s

The Children's "St. Nicholas" is a pleasure giving MYTH—The grocers 'St. Nicholas" is a treasure finding REALITY—for sale at leading wholesalers.

W. B. STRINGER & CO., "The St. Nicholas People"
Wish You the Compliments of the Season.

Wishing you 365 days of prosperity during 1907.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

DON'T let your stock run too low on
FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.
We also have car **FANCY BANANAS** this week.
Phone or mail us your orders, we will catch first train
HUGH WALKER & SON **GUELPH ONT.**

SPECIAL FOR HOLIDAY TRADE

1 Car new crop California Seedless Oranges, and Winter Nelis Pears, "STEWART FRUIT CO.'S PACKING.
2 Cars Florida Oranges, Grape Fruit, and Tangerines, "CHASE & CO.'S PACKING."
2 Cars Oranges, Grape Fruit, Tomatoes, Pineapples, Cucumbers, Green Peppers and Egg Plant from the frostless regions of Nassau, the Bahamas.

Our prices are consistent with good quality. Give us your orders.
YOURS VERY TRULY,
MONTREAL FRUIT EXCHANGE, 195 McGill Street, MONTREAL

BANANAS
exclusively the year nd.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN
BELLEVILLE ONT. and BOWMANVILLE ONT.
DRIED APPLES
Highest Prices paid.

WHOLESALE GROCERS' DIRECTORY, 1907.

We just received copy Thackers Red Book for 1907. It contains the names of every exclusive wholesale grocer in the United States (2,591 names) and is right up to date. It is a matter of surprise to note the number of changes in the 1907 edition as compared with that of 1906, some 327 changes in all. This is the only reliable grocers' directory for manufacturers and salesmen as a reference and mailing list. Price $1.00 per copy from Orrin Thacker, Columbus, O.

ON MONTREAL'S HARBOR BOARD.

L. E. Geoffrion, manager of L. Chaput Fils & Cie, Montreal, has been chosen by the Government as one of the members of the new Harbor Board in Montreal. The other members are G. W. Stephens, M.L.A., chairman, and C. C. Ballantyne. Mr. Geoffrion is receiving the congratulations of his many friends who feel that, with his experience, behind him he will make a success of his work on the Board.

A GOOD AD.

A booklet of interesting views of the city of Saskatoon reaches the Grocer with the compliments of James Clinkskill. Hotels, schools and important businessblocks are shown and facts and figures contained in the brochure show that four years ago Saskatoon was a village of 100 people, while now it has 5,000 inhabitants; that it is the hub of the hard wheat belt, the railway centre of Western Canada, and will shortly become the commercial metropolis of that part of the Dominion.

GAVE HIMSELF AWAY.

Five young men went into a shop the other day to buy a hat each.

Seeing that they were in a joking mood, the shopman said, "Are you married ?"

They said, "Yes."

"Then I'll give a hat to the one who can truthfully say he has not kissed any other woman but his own wife since he was married."

"Hand over a hat," said one of the party, "I've won it."

"When were you married ?"

"Yesterday," was the reply, and the hat was handed over.

One of the others was laughing heartily whilst telling his wife the joke, but suddenly pulled up when she said:

"I say, John, how was it you didn't bring one?"

We Would Like to See

you order our

Pure Apple Cider

We know you can with great ease retail it.

Write for proposition.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private

T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.

Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES

Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.

Choice Creamery Butter in Tins, all sizes, ⅛-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.

CORRESPONDENCE SOLICITED

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^a ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^a
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables, Pure White Wine Vinegar, Clarets, Brandies and Champagnes.

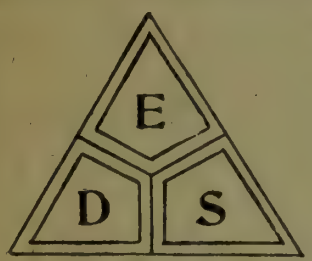
SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON



THE GROCER trying to reach the port of success without a good supply of

"E.D.S." BRAND Jams and Jellies

is in about the same position as a mariner trying to cross the Atlantic in an open boat. He may get there—but success is too dear at the price.

"E.D.S." BRAND JAMS AND JELLIES are delicious, pure and wholesome. Particular housekeepers always demand them. Mothers, who know, will have no others.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
Winona, Ont.

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Largest Packers of Sea Foods on North Atlantic Coast.

Packers of Celebrated

"Halifax"
"Acadia"
"Bluenose"

Brands of

Prepared Boneless Codfish

Packed in clean original packages.

The Trade-Mark of quality on every package.

Sold by grocers everywhere from Atlantic to Pacific.

SEND FOR PRICE LIST

ATLANTIC FISH COMPANIES, Limited

Head Office : LUNENBURG, N.S., Can.

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

—SCOTIA BRAND—

BONELESS CODFISH

2-lb. Wooden Boxes, 12 to a crate

SCOTIA TABLETS

20-lb. boxes of 1-lb. tablets.

—H. F. CO.—

1-lb. wooden boxes 24 to crate

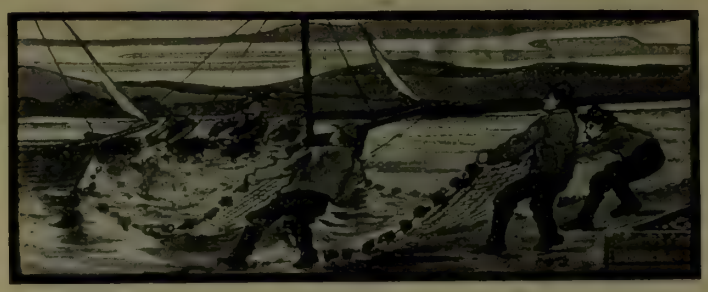
Purest Atlantic Codfish and absolutely boneless

PACKED BY

HALIFAX FISH CO.

LIMITED

HALIFAX, - - N.S.



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ALL KINDS OF FISH

ready for immediate shipment and at prices that won't interfere with your buying. We're in better shape this season than ever before to discount the market on values and give prompt service.

The F. T. JAMES CO., Limited

Catchers and Wholesale Distributors of Fish and Oysters

76 Colborne Street - - - Toronto

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon

Secure Supplies While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best Pack that was ever placed on the Canadian market.

Ask your Wholesale Grocer for the

"BRUNSWICK BRAND"

KIPPERED HERRING

ALSO

FINNAN HADDIES

PACKED BY

Connors Bros., Limited

Black's Harbour, N. B.

FISH AND OYSTERS

Fresh Frozen Sea Herring, New Cured Haddies
Choice Yarmouth Bloaters, "Standard" and "Select" Bulk Oysters
Malpeque Oysters in barrels.

ALL KINDS OF FRESH, SALTED, SMOKED AND PREPARED FISH

PRICE LISTS MAILED ON REQUEST

LEONARD BROS., WHOLESALE FISH DEALERS
20, 22, 24 and 26 Youville Square, Montreal

LONG DISTANCE TELEPHONES. P. O BOX 639.

SKIPPER SARDINES

We wish we could take you to the fjord surrounding the little fishing town of Stavenger in Norway, and let you watch the boats come in and see them pour the silvery bushels of tiny fish into the hands of the packers. We would like you to see the care with which they are prepared for **millions** of dainty meals in most of the well-known countries of the world.

SKIPPER SARDINES are carefully **cured the same day as they are brought from the fjord,** and after being spiced by a special process, which gives them that distinctive, enticing, nutty flavor by which **Skipper Sardines** have always been known, they are packed at once in first-grade Olive Oil. This is why the public continues in even greater numbers to **"ASK GENTLY BUT FIRMLY"** for **Skipper Sardines.**

If you would like to learn more about Skipper Sardines send along your name and address and we will forward a tin free of charge, so that the Skipper claim may be investigated.

Sole Canadian Agents **The WEE MacGREEGOR CO.**
TORONTO

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained *Prompt Returns*
Enquiries Solicited *All Codes Used*
Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

CIGARS BUILD TRADE—IF

they are carefully selected? The grocer who slights his cigar counter is pursuing a shortsighted business policy. Carry the cigars that give satisfaction to "HER" husband and it's about certain that "SHE" will shop a lot at your store.

PEBBLE AND PHARAOH

CLINCH a paying trade because they satisfy the discriminating smoker. There certainly is joy in a good cigar and there's peace besides in a Pebble and a Pharaoh. Smokers declare that these two cigars are unrivalled.

If you don't know THE PAYNE PLAN you ought to.

Send us a Postcard for particulars.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

T. & B.

The tobacco that satisfies the man who pays the bills.

When you've said that about ***T. & B.*** there's not much more to add—except the reasons why.

Well, ***T. & B.*** is cool, pleasant fragrant—the smoke with a solace to it—the tobacco pipe-lovers insist on. The demand for ***T. & B.*** is increasing daily.

Can you meet that demand?

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

HOW TO WAIT ON A CUSTOMER.

A salesman or clerk never becomes profitable, and is invariably a loss and expense to his employer, until he has learned how to properly wait on a customer. For this reason an article on this subject from the Boot and Shoe Recorder can be read with a great deal of interest. What is said herein is the result of years of experience and observation on the part of the writer.

To properly wait on a customer one must first of all be interested in his merchandise and its owner, be ever ready to greet the approach of a patron and in doing so avoid any form of familiarity even though the person in question be an acquaintance or friend. A mild form of dignity is the keynote to quick confidence in business. This much done, ascertain in as quiet a way as possible the wants of your visitor, without comment or further conversation. Proceed as quietly as possible to get exactly (or as near as you have) what was requested, and at this point is offered the first opportunity for a display of salesmanship.

It is here the clerk can suggest the economy of better priced goods of similar style, or the more perfect suitability of other shapes, size or kind. In offering suggestions of this or other kinds, it is well to add as much strength to same as possible by comparison. If you haven't got the goods desired, do not try to palm off or substitute. Be frank. Admit the fact, and seem to be surprised and disappointed that you should not have just what is requested. Offer some suitable goods instead thereof.

Under no circumstances should the clerk condemn or criticize the merchandise he did not happen to have, or the maker of the same. In offering goods of any kind it is well to point out this, that or the other advantage, and under no condition must one contradict or argue with a customer or prospective buyer. Always bear in mind the adage, "Convince a man against his will, he's of the same opinion still." A sale pleasantly and properly made is the first step toward the clerk's success. This done, the clerk should suggest the possible need of this, that or the other in other departments. Offer any facilities you may have at your disposal, by way of delivery, transfer, etc.

Never promise anything that your house will not afford; very often a clerk's ambition to do this has ended in dispute and dissatisfaction, which costs the employer cash and customers. The clerk also finds the customer who is in this way disappointed harder to deal with and satisfy forever after.

Avoid as much as possible special orders. The clerk who sells $50 worth of stock is more valuable to the merchant than the one who takes $200 worth of special orders, as this is always attended with more or less disappointment, no matter how carefully attended to, and the annual accumulation of left-over specials becomes a burden at stock-taking time.

Avoid guarantees as much as possible, and when necessary frame them in a careful way. Remember, merchandise out of one's store is subject to any abuse its owner may see fit to give it, and a grumbler never makes allowances for this. In hearing a complaint be patient and quiet, and avoid any argument of any kind, even though you know the complainer asks something morally unfair.

Remember, he has come to get something from you. Be as lenient as you can afford, and whatever you do in cases of this kind do it as pleasantly as possible. None are so dissatisfied as a dissatisfied kicker, and remember even mean men have friends and can influence them to pass your door, and because of their meanness are very apt to exert themselves along these lines.

To act any other than pleasant to these customers robs your transaction of its advertising feature. In exchanging goods try always to replace the returns with goods of exactly the same kind, as no matter what value you may give back, if it is not exactly the same the customer stamps the deal as a confidence game, and advises his friends of the unreliable methods of your house.

These are but some of the many things to learn in order to be a successful salesman. Bear these in mind, and act accordingly, and you will benefit yourself, your employer and his business, and mark you, your efforts will not go unnoticed. Your advancement is as sure as some other's failure. It is in this way clerks become merchants. You can in this way earn respect and gold instead of disappointment and failure, which is the positive lot of your running mate who never found out how to wait on a customer.

PREVENTING FROST ON SHOW WINDOWS.

During winter weather many shop keepers experience more or less difficulty in keeping their show windows clear of objectionable ice. No doubt all of the devices for keeping glass clear of ice, published from time to time in the journals, have received a fair test, with varying satisfaction. A writer in one of the foreign drug journals, apparently a druggist who has experienced the

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

A perfect article. Sell it.
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE,

186-188 St. Paul Street
119 St. Andrew Street
Branch—170 St. Joseph Street

QUEBEC

The largest wholesale tobacconist store in Canada.

Leaf Tobacco a Specialty.

PHONE 1272

All First-Class Grocers

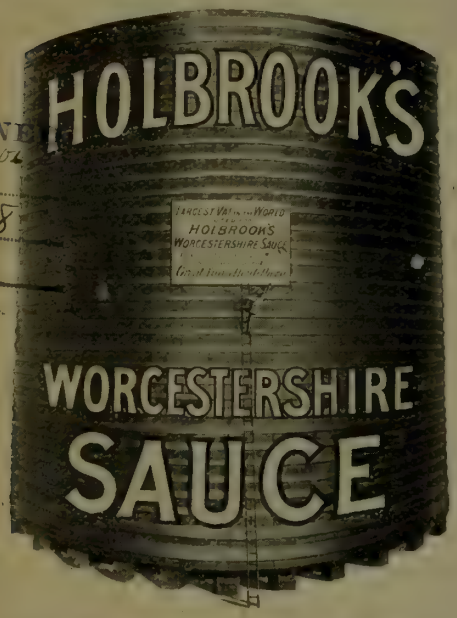
Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

rigors of high latitudes, insists that none of the ordinary schemes are of much use, and that the only certain remedy for the opaque deposit of solid water is a double layer of glass with a sufficient air-space between. He states that applications of glycerine, alcohol and other solutions are of no avail in extreme weather, and that, in any case, they must be so frequently renewed that they become extremely troublesome. In northern portions of Russia, where zero weather is sufficiently common, experience has taught the owners of show windows that the only effective protection is a 3-inch air-space between two panes of glass. The outer sash is ren-



dered as nearly tight as possible by calking the chinks and pasting strips of paper over the crevices. The glass is then carefully cleaned and dried on a clear, mild day, and a second sash, fitted with the same care to prevent all circulation of air, is inserted about three inches within the first. The double panes are said to obstruct the view very little. The physical cause of the deposit of moisture and ice upon windows is the difference in temperature between the surface of the glass and the air bearing a relatively high proportion of moisture, which comes in contact with it.

BUSINESS MEN IN MUNICIPAL LIFE

No. 6

Geo. W. Green, Jr., Mayor of Raymond, Alta., is a man of varied business interests, being Secretary of the Knight Sugar Co., and Treasurer and Managing Director of the Raymond Milling and Elevator Co. That such a busy man should find time to serve his town as mayor is an illustration of the old saying that if you want a thing done well you must ask a busy man to do it, and it also proves that the busiest business men can serve their municipality if they are willing to do so.

Mr. Green is a comparative newcomer in the West, having come to Canada from Utah in 1902. His first business venture was the establishment of two flour mills, which are now running quite successfully; and, as mentioned above, he has interests in the thriving sugar industry of Raymond.

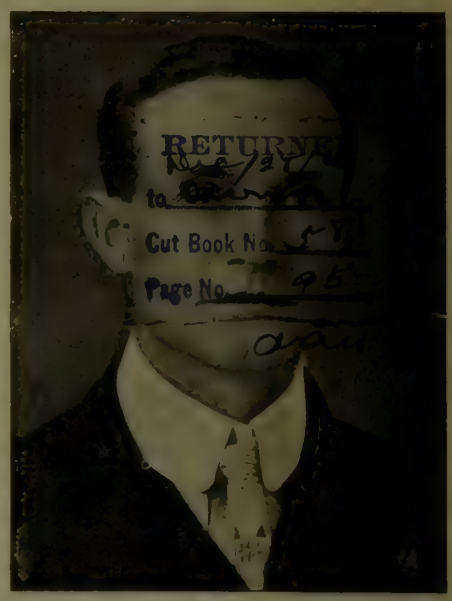
Raymond is a new town as every one knows and Mr. Green has been actively identified with its progress since its organization. In 1903 he was elected a member of the Raymond School Board, and he was successful in his efforts to place the school system of the town on a sound financial basis. That the Raymond schools are acknowledged to be among the best in Alberta is largely due to the intelligent efforts of Mr. Green to secure their successful beginning.

In December, 1905, Mr. Green was elected mayor of Raymond and he has therefore served only one term. A strong believer in municipal ownership Mr. Green has accomplished the purchase by the town of the town pipe line which was formerly owned by a private corporation. Even the bitterest opponents of municipal ownership of public utilities are forced to admit that the plan would have many merits if the municipality could always be sure of a business administration by good business men. Raymond has such a man at the head of her business affairs.

BIGGEST IN THE WORLD.

England now possesses the largest vat in the world, and the famous tun of Heidelberg can no longer give Germany pre-eminence in this particular line. Thousands of tourists have gazed at the Heidelberg vat, which is so large that a quadrille might easily be danced upon its top. It was used for the storage of Rhine wines in days gone by, and stands as a memorial to the drinking powers of the nobles of the age in which it was constructed.

The vat which has now taken its place as "biggest in the world" is in the works of Holbrooks, Limited, in Birmingham. It is capable of holding 100,000 gallons, or about three times the capacity of the Heidelberg vat—an amount equal to the contents of two and a half million bottles of Holbrook's sauce. The figure of the man shown in the accompanying picture will also give an idea of the immensity of the vat.



Mayor Green of Raymond, Alta.

VISITING B.C. MERCHANT.

Arthur Nelson, managing director of the Standard Brokerage Co., Ltd., Vancouver, B.C., is in Toronto this week. Mr. Nelson is East on a purely business trip and during conversation with The Grocer at the King Edward he stated that his company are open for a few more lines of grocers' sundries. The territory covered by the firm's salesmen comprises British Columbia and Alberta and Saskatchewan, and their connection is a good one. If the rest of the staff and company are of the same energetic calibre as Mr. Nelson The Grocer thinks business has got to come.

Fruit—lond

Hogen-Mogen — FIVE CENTS

Royal Sport — TEN CENTS

These two lines are found in every progressive grocer's store. There is profit in both brands, and it is profit that every business man must have to be successful. If **you** do not already carry a stock of these cigars we want to hear from you TO-DAY.

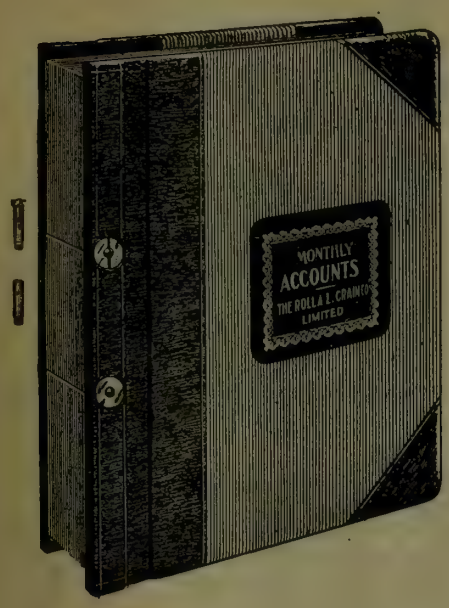
We believe in our goods and we want you to believe in them, and the only way to test them and learn their selling qualities is to give us a trial order.

Then you will always carry **Hogen-Mogen** and **Royal Sport** Cigars.

A post card will bring quotations.

The SHERBROOKE CIGAR CO.

SHERBROOKE, QUE.



How Many Slow Debts Have You?

How many of these debts are due to the debtor or to your own carelessness? If you insist on prompt collections you usually get them, but it is important that you properly approach the delinquent debtor when forcing a settlement

THE MONTHLY ACCOUNT SYSTEM

has proved the most efficient means in approaching debtors. Make it known to your customers that you have adopted the new system—the monthly account system of rendering accounts, and you will be surprised at the returns. Short accounts make best friends. Do your part to foster the friendship and good will of your customers, by letting them know monthly how they stand on your books. Leave your accounts to a convenient time for making them up, when they have piled up into a big amount and you have distrust. They may not tell you but they wonder how it ever mounted up to such an amount. Write us for further information.

The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto Office : *18 Toronto Street*

Montreal Office : *74 Alliance Building*

Winnipeg Office : *11 Nanton Blk., Main St.*

SYSTEM IN YOUR BUSINESS

bears as important a place as a driving wheel to a locomotive. It is the power whereby you can tell whether you are turning over your goods at a profit or a loss—**and goes further**—and tells you how much that profit or loss is. We trust it is a profit.

FOR INFORMATION WRITE

UNIVERSAL SYSTEMS, Limited

8-10 Adelaide Street West
TORONTO

CANADA

14 Bank of Ottawa Building
MONTREAL

What is Your Book-Keeper's Time Worth ?

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO

Is your ledger arranged on any special system ?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it ?

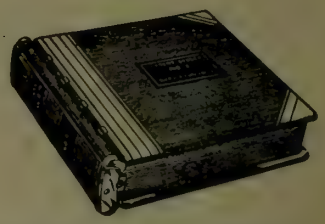
* * * * * *

Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.



This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

DO YOU PREFER AN

Automatic Pendulum Computing Scale

The "Dayton"

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

$57.00

Send a postal to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Height, 29 in.
Length, 33 in.
Width, 23 in.
Weight, 275 lbs.

GRINDING CAPACITY

Granulating 2 lbs. per minute.
Pulverizing ½ pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.

The "Toledo" is a money saver because it positively stops the giving of overweight.

A time saver because it is Automatic.

A labor saver because there are no weights to lift, no poises to slide, or prices to set.

A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.

It is honest both to the merchant and customer.

The Toledo system costs you nothing because it is paid for with the money you are now losing.

For Catalogue and information apply,

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Pleasant Clerks

Draw the Paying Trade

MR. GROCER! It's strictly up to you. Our

COUNTER CHECK BOOKS

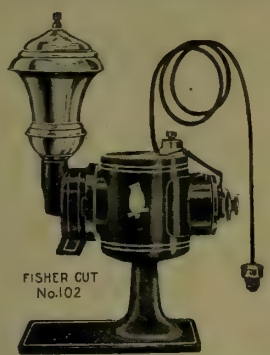
(DUPLEX)

cuts worry to a minimum and makes scientific salesmanship easy.

The Carter-Crume Company, Limited

Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

A WELL-EQUIPPED STORE

A Western Grocery

WILL ASSIST TOWARDS BUILDING UP A STRONG BUSINESS AND FACILITATE THE HANDLING OF IT.

"WALKER BIN" FIXTURES

PROVIDE AN IDEAL EQUIPMENT FOR THE GROCERY.

WRITE FOR ILLUSTRATED CATALOGUE "MODERN GROCERY FIXTURES."

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONTARIO

Representative:

MANITOBA: Stuart Watson & Co., Winnipeg. **SASKATCHEWAN and ALBERTA:** The H. W. Laird Co., Limited, Regina, Sas

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern CONVENIENCE and SAFEGUARD against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

IF A MAN WANTS CREDIT

for $10, give him a $10 Allison Coupon Book, charge him with $10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T SLOANE, WINNIPEG, MAN.

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

The Arctic Refrigerator, made for all lines of business. We have ***just what the grocer needs.*** The best on the market. Write for our new catalog.

JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

Are You Giving "SURPRISE" a Square Deal?

CONDITIONS have changed in the soap trade. The makers of Laundry Soaps are compelled to face high cost of raw materials—so high that a change in soap is somewhere necessary.

We don't know much about the other fellows' business—as to how conditions will be met—cutting down **SIZE OF CAKE,** reducing **QUALITY** or what. Not many, so far, have increased the price. **THEY** must do something.

"SURPRISE" will not be changed in **SIZE OR QUALITY.**

The large sale for so many years proves "SURPRISE" is now **JUST RIGHT.** We cannot do business at a loss. The price, therefore, is the only change to be made.

While the selling price is not satisfactory to us, we had no choice.

The **NECESSARY** only has been done. We assure the trade that when conditions warrant they certainly will have the first consideration.

People will use "SURPRISE." It has the quality they want. **YOUR CUSTOMERS** want it. All we ask is to give "SURPRISE" Soap a fair deal. Sell "SURPRISE" when asked for. **DON'T SUBSTITUTE.** It will pay you in the long run.

THE ST. CROIX SOAP MFG. CO.
ST. STEPHEN, N.B.

"SURPRISE" Soap is owned by an Independent company. It does not belong to the English or Canadian Soap Trust.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 27, 1906.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " ½ lb., 5 doz.	0 90
" " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 02 0 10

Black Lead.

Reckitt's, per box	$1 15

Box contains either 1 gross, 1 oz. size; ½ gross, 2 oz., or ¼ gross, 4 oz.

Reckitt's Zebra paste, ½-gro. boxes, $10.20 per gross.

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's....$2 85

Canada Flakes "Household" 24/25's 5 00
5-case lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 20
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, ½'s and ¼'s per lb.	$0 40
Vanilla, ½'s	0 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 [illegible]
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s, "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz. 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 [illegible]
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

lb tins, 4½ doz. to case, per doz.,	$ 2.90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
" " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.

	Per
Elite, ½s	$0 32
Prepared cocoa, ½s	0 30
Prepared ½s	0 28
Mott's breakfast cocoa, ½s	0 40
" " " ¼s	0 28
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Confectionery chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	$0 37
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 43
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5's, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	36c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	36c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	36c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	36c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins,	40c.

Sweet chocolate powder—

5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	26c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	26c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	28c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	30c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Milk chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c
100 2-cent pieces in box, each	$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box	$1.25
6-lb. bxs., 12 bxs. in case, ½-lb. tins,	26c.
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	25c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	25c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	22c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	22c.
6-lb. " 12 " " ¼-lb. "	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case	36c.
10 lb. tins, 10 tins in case	33c.

XXXX chocolate powd

5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

JAMES TURNER & CO.	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	0 62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

RISING SUN STOVE POLISH AND SUN PASTE STOVE POLISH

Large Advertising

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well-known and deservingly popular **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in Tins, the real live dealer must recognize the help we give him in selling the right stove polish. Largely increased sales support our policy of merit backed by extensive advertising.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

2 brands that will make the year 1907 a profitable one for you

Borden's Brands

"Eagle" Condensed Milk **"Peerless" Evaporated Cream**

UNSWEETENED

EVERY JOBBER SELLS THEM

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

TO OUR MANY FRIENDS AND PATRONS—

We wish to extend the season's greetings, wishing you a happy and prosperous New Year, and we hope to have the privilege of assisting you towards the attainment of another successful year.

With best wishes,

We remain,

Yours very truly,

WM. BRAID & CO.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

$1 00 to $3 00 books, 5 00 books	3 cents each
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant "	1 75
Other jams	$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls	0 09½
Tubs, 60 lbs	0 09½
Cases, 3-lb. tins	0 10½
" 5-lb. "	0 10½
" 10-lb. "	0 10½
20-lb. wooden pails	2 00
20-lb. tin pails	1 90

Wood net, tin gross weight.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	....

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D., ½-lb. tins, per doz.	0 85
" ¼-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$ 0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
4-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 22½
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 71

Sauces.

Worcestershire, Holbrook's, small, per doz.	$2 15
Worcestershire, Holbrook's, large, " per doz.	3 00

Less than case lots, 10c. and 15c. doz. extra

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3 00.

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

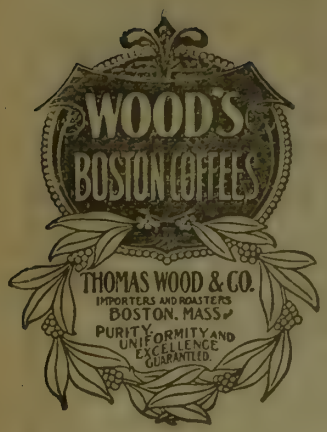
GUELPH SOAP CO.

	1 case.	5 case.
Welcome Soap (cake)	$4 00	$3 75
Royal City Soap (bar)	2 40	2 25
Peerless Soap (bar)	2 25	2 15
Standard Soap (cake)	2 25	2 15
Crystal Soap Chips, per lb. 4½c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross		$10 20
" " black	"	15 30
Oriole soap	"	19 20
Gloriola soap	"	13 00
Straw hat polish	"	19 20

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction



A Happy New Year to All our Friends

This is the season for good resolutions and new beginnings.
The first should not be broken; the latter undertaken with caution.
For, "the beginning of excellence is to be free from error."
Every New Year brings fresh recruits to the Grand Army of Grocers who handle

WOOD'S COFFEES

Is your name on the list? If not, it will be an excellent beginning for you to have it there, for it will ensure "the beginning of excellence" in your Coffee Trade.

CANADIAN FACTORY and SALESROOM:
No. 428 St. Paul Street - - MONTREAL,

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 25 to	3 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch.

	Case
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05½
" 8-lb. cartons, 36 lb.	0 05½
" 200-lb. bbl.	0 05
" 100-lb. kegs	0 05
Canada Laundry, 40 to 46 lb.	0 05
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 05½

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)

	Per lb.
No. 1, London—	
In papers of 4 to 5 lbs.	6½c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8½c.
1 lb. gross weight	8½c.
½ lb. gross weight	9c.
¼ lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
4 lbs.	9½c

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste, 5c. size, ½-gross boxes	5 00

Syrup.

"CROWN" BRAND PERFECTION SYRUP.

	Per case
Plain tins, with label—	
2 lb. tins, 2 doz. in case	1 95
5 " 1 " "	2 40
10 " ½ " "	3 35
20 " ¼ " "	7 25

(10 and 20 lb. tins have wire handles.)

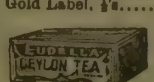
SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



LUDELLA CEYLON, 1's AND ½'s PKGS.

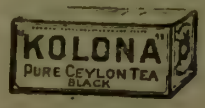
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 30, 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 18	0 25
" " ½ lbs.	0 19	0 25
" " 1 lbs. & ½s.	0 20	0 30
" " 1 lbs., ½s & ¼s.	0 28	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 7 lbs. & ½s.	0 40	0 60

3 p.c. off 30 days or 3 months.



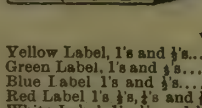
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

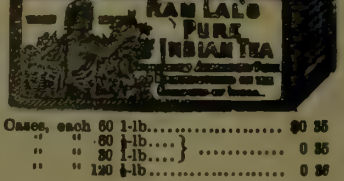
	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 ½-lb.		$0 35
" " 60 ¼-lb. / 30 ½-lb.		0 35
" " 120 ¼-lb.		0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb.	0 19	0 25
Green Label, ½	0 20	0 25
Japan, ½	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ¼s, ½s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases retail	0 35 at 0 38
Blue Label, ¼s, ½s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 60-lb. cases retail	at 0 40
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0 17

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 [illegible]
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 46
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15 00
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 0
J. O. O1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 48
Quesnel, 1-4, 1-2	0 6
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 60

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case	1 10

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THAT WILL BUILD UP TRADE

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NEW STYLE JAR STRAWBERRY JAM

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ROSE & LAFLAMME,
Montreal.

1/2

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Which "half" are you selling?

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like many canners were this year—with a short supply of cans and a large pack of fruits and vegetables ready for canning.

It is poor policy to put off ordering your cans until the last minute, when chances are that the manufacturers cannot guarantee to supply the goods.

Acme Cans are Good Cans

and give satisfaction.

— Order from us to-day —

Acme Can Works

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Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
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Webb, Harry, Co., Toronto.

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Halifax Fish Co., Halifax.
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Smith, T. F. & Co., Halifax, N.S.
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Eckardt, H. P., & Co., Toronto.
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Kyle & Hooper, Toronto.
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Taylor, W. A., Winnipeg.
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Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

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"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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PROMPT SHIPMENT

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